#### Proposed NU Business Name: JAMAL GENERAL STORE



Project identification and prepared by: MD. Nurul Islam, Kaliakair Unit, Gazipur

Project verified by: MD. Mizanur Rahman Patwari



Brief Bio of The Proposed Nobin Udyokta				
Name	:	MD. JAMAL		
Age	:	03-11-1991 (24 Years)		
Education, till to date	:	Class Eight		
Marital status	:	Married		
Children	:	1 Son		
No. of siblings:	:	3 Brothers & 1 Sister		
Address	:	Vill: Rakhaliarchala, P.O: Mouchak, P.S: Kaliakair, Dist: Gazipur		
Parent's and GB related Info (i) Who is GB member (ii) Mother's name (iii) Father's name (iv) GB member's info	: :	Mother Father JORINA JORINA ROHIJ UDDIN Branch: Mouchak Kaliakair, Centre # 01(Female), Member ID: 1013/1, Group No: 02 Member since: 03-02-1985 <i>(30Years)</i> First Ioan: BDT 2,000		
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	::	Existing Loan: BDT 50,000 , Outstanding loan: BDT 30,280 Father No No No		

### BRIEF BIO OF THE PROPOSED NOBIN UDYOKTA (CONT...)

Present Occupation(Besides own business, i.e., persuading further studies, other business etc.)	-	Nil
Business Experiences and	:	8 years experience in running business.
Training Info	-	He has training.
Other Own/Family Sources of Income	-	Shop rent
Other Own/Family Sources of Liabilities		None
Entrepreneur Contact No.	:	01713-504367
Mother's Contact No.	:	01756-795167
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Kaliakair Unit, Gazipur

#### **BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY**

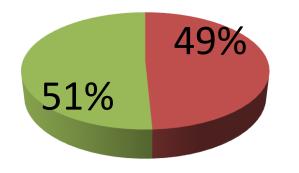
JORINA joined Grameen Bank since 30 years ago. At first she took 2,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business & home development.

Proposed Nobin Udyokta Business Info			
Business Name	:	JAMAL GENERAL STORE	
Location	:	Rakhaliarchala, Mouchak, Gazipur	
Total Investment in BDT	:	BDT 1,97,000/-	
Financing	:	Self BDT 97,000/-(from existing business) 49% Required Investment BDT 1,00,000/-(as equity) 51%	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	:	BDT 5,000/-	
Size of shop	:	18 ft x 13 ft= 216 square ft	
Security of the shop	:	-	
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; Rice, Flour, Soyabin, Salt, Soap, Cosmetics, Soft Drinks, Biscuit, Chanachur, etc.</li> <li>Average 15% gain on sale.</li> <li>The business is operating by entrepreneur. Existing no employee.</li> <li>After getting equity fund one employee will be appointed.</li> <li>The shop is owned.</li> <li>Collects goods from Shofipur.</li> <li>Agreed grace period is 3 months.</li> </ul>	

Existing Business (BDT)				
Particular	Daily	Monthly	Yearly	
Revenue (sales)				
Grocery Item	3,050	91,500	1,098,000	
Total Sales (A)	3,050	91,500	1,098,000	
Less. Variable Expense				
Grocery Item	2,593	77,775	933,300	
Total variable Expense (B)	2,593	77,775	933,300	
Contribution Margin (CM) [C=(A-B)	458	13,725	164,700	
Less. Fixed Expense				
Electricity Bill		2,000	24,000	
Mobile Bill		200	2,400	
Salary (self)		5,000	60,000	
Transportation		1,000	12,000	
Total fixed Cost (D)		8,200	98,400	
Net Profit (E) [C-D)		5,525	66,300	

Investment Breakdown					
Particulars	Existing	Proposed	Proposed Total		
Rice (6 x 1800)	10,800	25,000	35,800		
Flour (25 x 23)	575	5,000	5,575		
Sugar (25 x 41)	1,025	5,000	6,025		
Soyabin Oil (40 x 90)	3,600	25,000	28,600		
Biscuit, Soap, Cosmetics	15,000	16,000	31,000		
Salt, Water, Spice, Egg	18,000	15,000	33,000		
Noddles, Bulb, Candle light, Chips etc	17,000	9,000	26,000		
Fridge (1)	21,000	0	21,000		
Showcase (1)	2,000	0	2,000		
Rack (1)	1,000	0	1,000		
LCD (1)	7,000	0	7,000		
Total	97,000	100,000	197,000		

### **Source of Finance**



- Entrepreneur's Contribution 97,000
- Investor's Investment 100,000
- Total 197,000

Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	
Revenue (sales)					
Grocery Item	5,050	151,500	1,818,000	1,908,900	
Total Sales (A)	5,050	151,500	1,818,000	1,908,900	
Less. Variable Expense					
Grocery Item	4,293	128,775	1,545,300	1,622,565	
Total variable Expense (B)	4,293	128,775	1,545,300	1,622,565	
Contribution Margin (CM) [C=(A-B)	758	22,725	272,700	286,335	
Less. Fixed Expense					
Electricity Bill		2,000	24,000	24,000	
Mobile Bill		300	3,600	4,000	
Salary (self)		5,000	60,000	60,000	
Transportation		1,500	18,000	20,000	
Salary (staff)		3,000	36,000	36,000	
Non Cash Item					
Depreciation		492	5,900	5,900	
Total Fixed Cost		12,292	147,500	149,900	
Net Profit (E) [C-D)		10,433	125,200	136,435	
Investment Payback			60,000	60,000	

## Cash flow projection on business plan (rec. & Pay)

<b>SI #</b>	Particulars	Year 1 (BDT)	Year 2 (BDT)
1	Cash Inflow		
1.1	Investment Infusion by Investor	100,000	
1.2	Net Profit	125,200	136,435
1.3	Depreciation (Non cash item)	5,900	5,900
1.4	Opening Balance of Cash Surplus		71,100
	Total Cash Inflow	231,100	213,435
2	Cash Outflow		
2.1	Purchase of Product	100,000	
2.2	Payment of GB Loan		
	Investment Pay Back (Including Ownership		
2.3	Tr. Fee)	60,000	60,000
	Total Cash Outflow	160,000	60,000
3	Net Cash Surplus	71,100	153,435



### Strength **W**<sub>EAKNESS</sub> Lack of Capital/Investment Employment: Self: 01 Family:0 Others:01 Experience & Skill : 08 Years Quality goods & services; Skill and experience; THREATS **PPORTUNITIES** Theft Huge demand in the community Fire Location of shop; Political unrest Regular customers;

Pictures













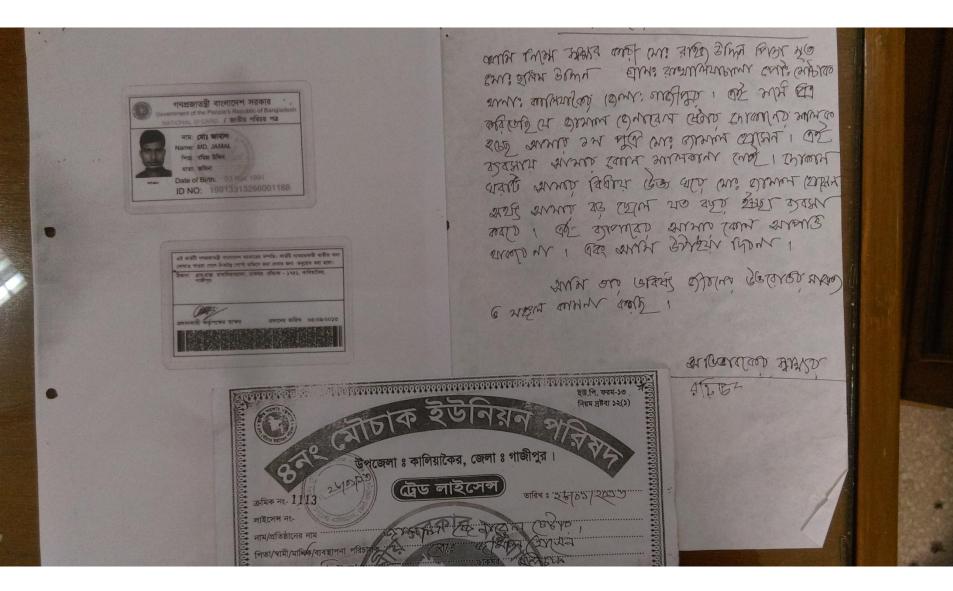








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# **FAMILY PICTURE**