Proposed NU Business Name: POSHU PALON



Project identification and prepared by: Md Shahinur Rahman, Sherpur Unit, Bogra

Project verified by: Md Mozaharul Islam Sarkar



| Brief Bio of The Proposed Nobin Udyokta | | | | | | |
|--|-------|--|--|--|--|--|
| Name | : | ROTON KUMAR SHIL | | | | |
| Age | : | 27-05-1985 (31 Y <i>ears)</i> | | | | |
| Education, till to date | : | Class Five | | | | |
| Marital status | : | Married | | | | |
| Children | : | 1 Son | | | | |
| No. of siblings: | : | 2 Sister | | | | |
| Address | : | Vill: Poschim Naishimul, P.O: Bishalpur, P.S: Sherpur, Dist: Bogra | | | | |
| 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 ANGORI RANI PROFULLO CHANDRA SHIL Branch: Aloa Tarash, Centre # 54 (Female), Member ID: 9082, Group No: 07 Member since: 08-10-1990 (26 Years) 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 12,000/-, Outstanding loan: BDT 5,664/- Mother 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 | : | 15 years experience in running business. |
| Training Info | : | He has hand training. |
| Other Own/Family Sources of Income | : | - |
| Other Own/Family Sources of Liabilities | | None |
| Entrepreneur Contact No. | : | 01713-714408 |
| Family's Contact No. | : | 01709-548053 |
| NU Project Source/Reference | : | Grameen Shakti Samajik Byabosha Ltd. Sherpur Unit, Bogra |

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

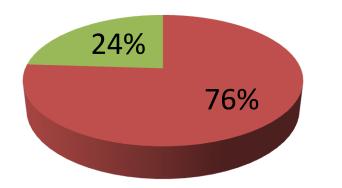
ANGORI RANI joined Grameen Bank since 26 years ago. At first she took 2,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

| Proposed Nobin Udyokta Business Info | | | | | | |
|--|---|---|--|--|--|--|
| Business Name | : | POSHU PALON | | | | |
| Location | : | Poschim Naishimul, Sherpur, Bogra | | | | |
| Total Investment in BDT | : | BDT 250,000/- | | | | |
| Financing | : | Self BDT 190,000/-(from existing business) 76% | | | | |
| | | Required Investment BDT 60,000/-(as equity) 24% | | | | |
| Present salary/drawings from business (estimates) | : | BDT 5,000/- | | | | |
| Proposed Salary | : | BDT 5,000/- | | | | |
| Size of shop | : | 20 ft x 10 ft = 200 square ft | | | | |
| Implementation | : | He has two buffalo and one calf in his farm. Average daily milk production is 8 liter and milk price is BDT 50. The business is operating by the entrepreneur. Existing no employee. The farm is owned. Collects goods from Sherpur, Bogra. Agreed grace period is 3 months. | | | | |

| Existing Business (BDT) | | | | | | |
|-----------------------------------|-------|---------|---------|--|--|--|
| Particular | Daily | Monthly | Yearly | | | |
| Revenue (sales) | | | | | | |
| Milk | 400 | 12,000 | 144,000 | | | |
| Total Sales (A) | 400 | 12,000 | 144,000 | | | |
| Less. Variable Expense | | | | | | |
| Feed | 100 | 3,000 | 36,000 | | | |
| Total variable Expense (B) | 100 | 3,000 | 36,000 | | | |
| Contribution Margin (CM) [C=(A-B) | 300 | 9,000 | 108,000 | | | |
| Less. Fixed Expense | | | | | | |
| Mobile Bill | | 300 | 3,600 | | | |
| Salary (self) | | 4,000 | 48,000 | | | |
| Transportation | | 500 | 6,000 | | | |
| Total fixed Cost (D) | | 4,800 | 57,600 | | | |
| Net Profit (E) [C-D) | | 4,200 | 50,400 | | | |

| Investment Breakdown | | | | | | | | | |
|----------------------|---|-------|---------|-----------------|----------|--------|----------|--|--|
| Existing | | | | | Proposed | | | | |
| Particulars Qty | | Unit | Amount | Qty. Unit Price | | Amount | Proposed | | |
| | | Price | (BDT) | | | (BDT) | Total | | |
| Buffalo | 2 | 80000 | 160,000 | 1 | 60000 | 60,000 | 220,000 | | |
| Calf | 1 | 30000 | 30,000 | 0 | 0 | 0 | 30,000 | | |
| Total | 3 | | 190,000 | 1 | | 60,000 | 250,000 | | |

Source of Finance



- Entrepreneur's Contribution 190,000
- Investor's Investment 60,000

Total 250,000

| Financial Projection (BDT) | | | | | | | |
|-----------------------------------|-------|---------|----------|----------|----------|--|--|
| Particular | Daily | Monthly | 1st Year | 2nd Year | 3rd Year | | |
| Revenue (sales) | | | | | | | |
| Milk | 650 | 19,500 | 234,000 | 245,700 | 257,985 | | |
| Calf sale | | | 30,000 | 30,000 | 30,000 | | |
| Total Sales (A) | 650 | 19,500 | 264,000 | 275,700 | 287,985 | | |
| Less. Variable Expense | | | | | | | |
| Feed | 180 | 5,400 | 64,800 | 68,040 | 71,442 | | |
| Total variable Expense (B) | 180 | 5,400 | 64,800 | 68,040 | 71,442 | | |
| Contribution Margin (CM) [C=(A-B) | 470 | 14,100 | 199,200 | 207,660 | 216,543 | | |
| Less. Fixed Expense | | | | | | | |
| Mobile Bill | | 400 | 4,800 | 5,500 | 6,000 | | |
| Salary (self) | | 4,000 | 48,000 | 48,000 | 48,000 | | |
| Transportation | | 700 | 8,400 | 9,500 | 10,500 | | |
| Total Fixed Cost | | 5,100 | 61,200 | 63,000 | 64,500 | | |
| Net Profit (E) [C-D) | | 9,000 | 138,000 | 144,660 | 152,043 | | |
| Investment Payback | | | 24,000 | 24,000 | 24,000 | | |

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

| SI # | Particulars | Year 1 (BDT) | Year 2 (BDT) | Year 3 (BDT) |
|-------------|--|--------------|--------------|--------------|
| 1 | Cash Inflow | | | |
| 1.1 | Investment Infusion by Investor | 60,000 | | |
| 1.2 | Net Profit | 138,000 | 144,660 | 152,043 |
| 1.3 | Depreciation (Non cash item) | | - | - |
| 1.4 | Opening Balance of Cash Surplus | | 114,000 | 234,660 |
| | Total Cash Inflow | 198,000 | 258,660 | 386,703 |
| 2 | Cash Outflow | | | |
| 2.1 | Purchase of Product | 60,000 | | |
| 2.2 | Payment of GB Loan | | | |
| | Investment Pay Back (Including Ownership | | | |
| 2.3 | Tr. Fee) | 24,000 | 24,000 | 24,000 |
| | Total Cash Outflow | 84,000 | 24,000 | 24,000 |
| 3 | Net Cash Surplus | 114,000 | 234,660 | 362,703 |



Strength

Employment: Self: 01 Family:0 Others:0 Experience & Skill : 15 Years Quality goods & services; Skill and experience;

W_{EAKNESS}

Lack of Capital/Investment

O_{PPORTUNITIES}

Huge demand in the community Location of farm; Regular customers;

THREATS

Theft Fire Political unrest Pictures



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FAMILY PICTURE

