### **Proposed NU Business Name: SHUVO DAIRY FARM**



Project identification and prepared by: Md. Abu Bakkar Siddique, Dakshinkhan Unit, Dhaka

Project verified by: Md. Abu Bakkar Siddique



Brief Bio of The Proposed Nobin Udyokta						
Name	:	MD ASHRAFUZZAMAN SHUVO				
Age	:	02-02-1996 ( 21 Years)				
Education, till to date	:	BSC				
Marital status	:	Married				
Children	:					
No. of siblings:	:	02 Brothers 01 Sisters				
Address	:	Vill:124 Askona ,P.O: Haji champ ,P.S: Dakshinkhan, Dist: Dhaka				
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  MORSIDA AKTER  MD ALAMGIR HOSSAIN  Branch: Dakshinkhan, Centre # 89 (Female),  Member ID: 9686, Group No: 02  Member since: 03-07-2007 (10 Years)  First loan: BDT = 10000 /-				
Further Information: (v) Who pays GB loan installment (vi) Mobile lady (vii) Grameen Education Loan (viii) Any other loan like GB, BRAC ASA etc	: : :	Outstanding loan:= 261000/- 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 & Skill	:	05 years of business experience.
Own Business and	:	05 years experience in running business.
Training Info	:	He has no training
Other Own/Family Sources of Income	••	
Other Own/Family Sources of Liabilities	••	None
Entrepreneur Contact No.		01688-918390
Family's Contact No.	:	01712-266323
NU Project Source/Reference	••	Grameen Shakti Samajik Byabosha Ltd. Dakshinkhan Unit, Dhaka

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

**Morsida** joined Grameen Bank since 10 years ago. At first she took BDT 10,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business.

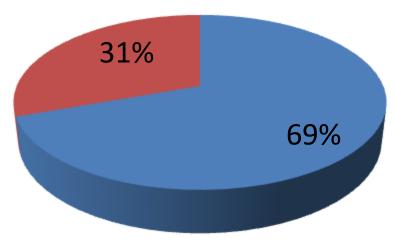
Proposed Nobin Udyokta Business Info						
Business Name		SHUVO DAIRY FARM				
Location	:	124,Askona, Dakshinkhan, Dhaka				
Total Investment in BDT	:	BDT 13,10,000/-				
Financing	:	Self BDT 9,10,000/- (from existing business) 69 % Required Investment BDT 400,000/- (as equity) 31 %				
Present salary/drawings from business (estimates)	:	BDT 7,000				
Proposed Salary	:	BDT 7,000				
Size of shop	:	30 ft x 30 ft= 900 square ft				
Security of the shop	:	Own House				
Implementation	:	<ul> <li>The business is planned to be scaled up by investment in existing goods like; cow feding etc.</li> <li>Average 40 % gain on sales.</li> <li>The business is operating by entrepreneur. Existing two employee.</li> <li>The shop is owner.</li> <li>Collects goods from Manikgonj, Savar.</li> <li>Agreed grace period is 3 months.</li> </ul>				

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Milk Sell	3,200	96,000	1,152,000			
Total Sales (A)	3,200	96,000	1,152,000			
Less. Variable Expense						
Milk feed	1,920	57,600	691,200			
Total variable Expense (B)	1,920	57,600	691,200			
Contribution Margin (CM) [C=(A-B)	1,280	38,400	460,800			
Less. Fixed Expense						
Electricity Bill		2000	24,000			
Transportation		2,000	24,000			
Mobile Bill		500	6,000			
Entertainment		500	6,000			
Salary (sttaf)		15,000	180,000			
Salary (self)		7,000	84,000			
Total fixed Cost (D)		27,000	324,000			
Net Profit (E) [C-D)		11,400	136,800			

Investment Breakdown								
Posti culose Exist		Existing	3	Particulars	Particulars Proposed			Proposed
Particulars	Quantity	Price	Unit Price		Quantity	Price	Unit Price	Total
Cow	7	105000	735000	Cow	2	200000	400,000	1,135,000
Cattle	5	35000	175000					175,000
Others			0	Others			0	0
Total			910,000				400,000	1,310,000

### **Source of Finance**

■ Entrepreneur's contibution 910000 ■ Investor's Investment 400000 ■ Total 1310000



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	3rd year
Revenue (sales)					
Milk Sell	4,000	120,000	1,440,000	1,512,000	1,587,600
Total Sales (A)	4,000	120,000	1,440,000	1,512,000	1,587,600
Less. Variable Expense					
Milk feed	2,400	72,000	864,000	907,200	952,560
Total variable Expense (B)	2,400	72,000	864,000	907,200	952,560
Contribution Margin (CM) [C=(A-B)	1,600	48,000	576,000	604,800	635,040
Less. Fixed Expense					
Electricity Bill		2100	25,200	26,460	27,783
Transportation		2,200	26,400	27,720	29,106
Mobile Bill		600	7,200	7,560	7,938
Entertainment		500	6,000	6,300	6,615
Salary (sttaf)		15,000	180,000	189,000	198,450
Salary (self)		7,000	84,000	84,000	84,000
Non Cash Item					
Depreciation		0	0	0	0
Total Fixed Cost		27,400	328,800	341,040	353,892
Net Profit (E) [C-D)		20,600	247,200	263,760	281,148
Investment Payback			160,000	160,000	160,000

## 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	400,000		
1.2	Net Profit	247,200	263,760	281,148
1.3	Depreciation (Non cash item)	0	0	0
1.4	Opening Balance of Cash Surplus		87,200	190,960
	Total Cash Inflow	647,200	350,960	472,108
2	Cash Outflow			
2.1	Purchase of Product	400,000		
2.2	Payment of GB Loan			
	Investment Pay Back (Including	160,000	160,000	160,000
2.3	Ownership Tr. Fee)	160,000	160,000	160,000
	Total Cash Outflow	560,000	160,000	160,000
3	Net Cash Surplus	87,200	190,960	312,108

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:02

Experience & Skill: 05 Years

Own Business: 05 Years

Quality goods & services;

Skill and experience;

# WEAKNESS

Lack of Capital/Investment

### **O**PPORTUNITIES

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

### THREATS

Theft

Fire

Political unrest

# Pictures







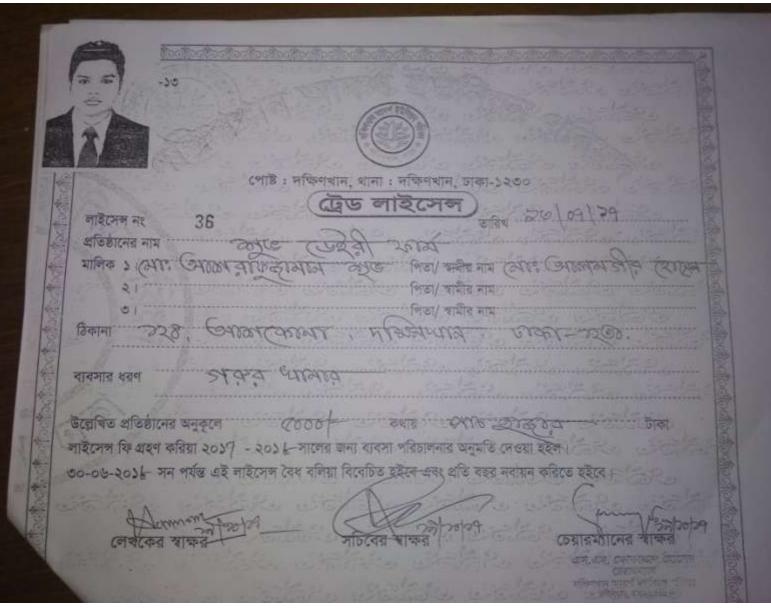


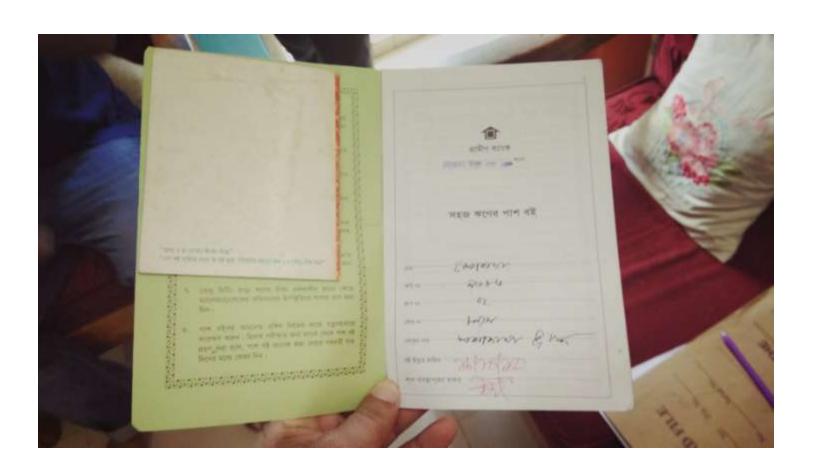












# **FAMILY PICTURE**

