**SIMPLIFIED**

**BUSINESS PLAN**

**On**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*Name of Project*

By:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*Name of Agripreneur/Proponent*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*Date Prepared*

1. **GENERAL INFORMATION** (Input NA if not applicable)

|  |  |  |
| --- | --- | --- |
| Project Title | : |  |
| Proponent/Borrower | : |  |
| Registering Entity (SEC/CDA/DTI/DOLE) | : |  |
| Registration Number | : |  |
| Registration Date | : |  |
| Accreditation Ctrl. No.(RSBSA/FFEDIS) |  |  |
| Type of Business | : | ( ) Crop Production Specify type of crop: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_( ) Livestock Production Specify type of livestock: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_( ) Fisheries( ) Trading( ) Processing( ) Integrated Farming( ) Others: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Business Address | : | *(Lot no., Street, Brgy., Municipality, Province, Region)*  |
| Contact Person | : |  |
|  Designation | : |  |
|  Contact Number  | : |  |
|  Email Address | : |  |
| Total Project Cost | : | Php |
| Financing Requirement | : | Php  |
|  Counterpart | : | Php |
| **Name of Agriprenuer** | : |  |
| **Home Address** | : |  |
| **Contact Number** | : |  |
| **Email Address** | : |  |
| **Experience/years in the business of similar project** | : |  |

**Vision**

(How do you see your business in five years)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

**Mission**

(What will you do to achieve that vision)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

**Project Description**

*(Describe your business, its scope/scale, when will you start the project, and how are you going to start your business)*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

This project aims to achieve the following targets:

*(within loan period)*

1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. **EXECUTIVE SUMMARY**

The project, on its first year of operation, will generate an income in the amount of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. This represents an annual ROI of \_\_\_\_\_\_\_\_\_ %. With this income capacity of the project, the loan amount of Php\_\_\_\_\_\_\_\_\_\_\_\_\_ can be repaid in \_\_\_ years, with a grace period of \_\_\_\_\_\_ years/months.

This project will provide a total volume of \_(*quantity to be produced for the market*)\_ which will satisfy \_\_\_\_% of the target buyers. For the next \_\_\_\_\_\_\_ years, its production is projected to supply \_\_\_\_% of its current demand.

The project will be able to generate employment of \_\_\_ people/workers from \_(*groups*)\_.

Add: Innovativeness or uniqueness of the project.

1. **MARKET**

**Market Analysis**

(*Describe the market you want to engage in. State a market gap/problem you want to solve through your business. You may or may not use the table presented*)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

|  |  |  |
| --- | --- | --- |
| **Problem or Gap in the Market** | **Solution**(The product or service you want to offer) | **Who will Benefit**(Your target Customer group/s) |
|  |  |  |
|  |  |  |

**Supply Channel**

(*Specify the names of your potential suppliers)*

|  |  |  |  |
| --- | --- | --- | --- |
| **Inputs/Equipment to produce the product** | **Source/Supplier of Input** | **Quantity** | **Cost per unit** |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

 *Add more rows if needed*

**Contact Information and other relevant information of Suppliers:**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Target Buyers**

(*Names of your Target Buyers should also be specified; it may be name of an individual or name of a store/institution*)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Product** | **Name of Target Buyer** | **\*Volume Requirement of the Buyer** | **Quantity to be Supplied by the project** | **Selling Price per unit** | **Mode of Payment** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

*Add more rows if needed*

*\*needed as of now*

**Contact Information and other relevant information of Buyer/s:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. **MANAGEMENT**

**Do you have experience in farming or managing agri-related businesses?**

( ) YES. What type of business?

Please specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_,

How long have you been farming/doing business? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

( ) NO.

**Labor Requirement**

|  |  |  |  |
| --- | --- | --- | --- |
| **Type of Work**(ex. construction, farm preparation, farm work) | **Number of Workers Needed** | **Wage per Person per Day** | **Man-Days** |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

**Other relevant information:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

1. **TECHNICAL ASPECT**

**Is your project location inspected and certified suitable (by MAO/Buyer)?**

( ) YES ( ) NO

**What are the processes involved in producing the product?**

(*Give short details if needed*)



**What are the available utilities in your proposed project site?**

**Is it available all year round?**

 ( ) Electricity ( ) YES ( ) NO

 ( ) Water ( ) YES ( ) NO

 ( ) Communication Network ( ) YES ( ) NO

**Other relevant information:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

1. **FINANCIAL ASPECT**

**Projected Income Statement**

See Annex A: Projected Income Statement

**Cash Flow**

(*The periods can be changed according to repayment e.g. monthly/less than 5 years*)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **Year 1** | **Year 2** | **Year 3** | **Year 4** | **Year 5** |
| **INITIAL CAPITAL/BEGINNING BALANCE** |  |  |  |  |  |
| **ADD: CASH INFLOW** |
| **Loan Proceeds** |  |  |  |  |  |
| **Capital Infusion** |  |  |  |  |  |
| **Cash Sales** (Add back Depreciation) |  |  |  |  |  |
| **Collections on Credit Sales** |  |  |  |  |  |
| **Income from investment, savings, donations.** |  |  |  |  |  |
| **Total Cash Inflow** |  |  |  |  |  |
| **LESS: CASH OUTFLOW** |
| **Materials, Labor, Overhead, etc.** |  |  |  |  |  |
| **Operating Expenses** |  |  |  |  |  |
| **Bill Payments** |  |  |  |  |  |
| **Other Project Cash Spending** |  |  |  |  |  |
| **Loan/ Interest Payment** |  |  |  |  |  |
| **Total Cash Outflow** |  |  |  |  |  |
| **ENDING BALANCE** |  |  |  |  |  |

**Financial Ratios**

|  |  |  |
| --- | --- | --- |
| **Financial Ratios** | **Formula** | **Rate** |
| Return on Investment | $$=\left[\frac{Annual Net Income}{Borroweer^{'}s Equity+Loan}\right]×100$$ |  |
| Return on Equity | $$=\left(\frac{Annual Net Income}{Borrower^{'}s Equity}\right) ×100$$ |  |
| Profitability Rate | $$= \left(\frac{Annual Net Income}{Annual Sales}\right) ×100$$ |  |
| Payback Period | $$=\frac{Loan}{(Net income x No. of period per year)}$$ |  |

*\*Annual Net Income from the Project*

Prepared by:

**\_\_\_\_\_\_(FULL NAME AND SIGNATURE)\_\_\_\_\_\_\_**

 Proponent