Proposed NU Business Name: MA FURNITURE



Project identification and prepared by: Md Shahidul Islam Bagha, Rajshahi Unit

Project verified by: Md Abdul Mannan Talukdar



Brief Bio of The Proposed Nobin Udyokta					
Name	:	MD. RAFIQUL ISLAM			
Age	:	21-10-1984 (32 Years)			
Education, till to date	:	Class 5			
Marital status	:	Married			
Children	:	1 SON			
No. of siblings:	:	3 Brothers 1 SISTER			
Address	:	Vill: South Milik Bagha, P.O: Bagha, P.S: Bagha, Dist: Rajshahi.			
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 MOST. JORINA BEWYA LATE MOJER UDDIN Branch: Monigram, Centre # 17 (Female), Member ID: 4992/3, Group No: 4 Member since: 10-10-1995(22 Years) First loan: BDT 2000 Taka.			
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 180000, Outstanding loan: 9852/- 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.)		None
Business Experiences and		12years experience in running business. 12 Years in own business
Training Info	:	He has no training.
Other Own/Family Sources of Income	••	
Other Own/Family Sources of Liabilities	:	None
Entrepreneur Contact No.	:	01751-363795
Family's Contact No.	:	01744-981508
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Bagha Unit,Rajshahi

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

MOST. JORINA BEWYA Joined Grameen Bank Since 22Years Ago. At First She Took 2000 taka Loan from Grameen Bank. She Gradually Took Loan From GB. Utilize Loan In Business.

Proposed Nobin Udyokta Business Info				
Business Name	:	MA FURNITURE		
Location	:	South Milik Bagha		
Total Investment in BDT	:	BDT 165,000		
Financing	:	Self BDT 115,000 (from existing business) 70% Required Investment BDT 50,000 (as equity) 30%		
Present salary/drawings from business (estimates)	:	BDT 5,000 Taka.		
Proposed Salary	:	BDT 5,000 Taka.		
Size of shop	:	30 ft x 15 ft= 450 Square ft		
\Implementation	:	 The business is planned to be scaled up by investment in existing goods like; wood wooden furniture etc. Average 20 % gain on sale. The business is operating by entrepreneur. Existing no Employees. Collects goods from local area. Agreed grace period is 3 months. 		

Existing Business (BDT)							
Particular	Daily	Monthly	Yearly				
Revenue (sales)							
Wooden Furniture	5000	150000	1800000				
Total sales (A)	5000	150000	1800000				
Less Variable Exp.							
Wooden Furniture	4000	120000	1440000				
Total Variable exp. (B)	4000	120000	1440000				
Contribution Margin CM [C= (A-B)	1000	30000	360000				
less fixed exp.							
Electricity bill		700	8400				
Transportation		10000	120000				
Salary (self)		5000	60000				
Entertainment		100	1200				
Mobile		300	3600				
total fixed cost (D)		16100	193200				
Net profit (E) [C-D]		13900	166800				

Investment Breakdown							
	Proposed						
Particulars	Qty.	Unit	Amount	Qty	Unit	Propose	
		Price			Price		d
			(BDT)			(BDT)	Total
Chair	5	400	2,000			0	2,000
showcase	5	6000	30,000			0	30,000
window	5	3000	15,000			0	15,000
weardrob	2	10000	20,000			0	20,000
Others	4	12000	48,000			0	48,000
wood			0	50	1000	50,000	50,000
Total	21		115.000	50		50.000	165.000

Source of Finance



Financial Projection							
Particular	Daily	Monthly	1st Year	2nd Year	3rd Year		
Revenue (sales)							
Wooden Furniture	6000	180000	2160000	2268000	2381400		
Total Sales (A)	6000	180000	2160000	2268000	2381400		
less variable Expenses							
Wooden Furniture	4800	144000	1728000	1814400	1905120		
Total variable Expenses (B)	4800	144000	1728000	1814400	1905120		
Contribution Margin (CM)= (A-B)	1200	36000	432000	453600	476280		
Less Fixed Expenses							
Electricity bill		700	8400	8400	8400		
Transportation		12000	144000	144000	144000		
Salary (self)		5000	60000	60000	60000		
Entertainment		150	1800	1800	1800		
Mobile		400	4800	4800	4800		
Total Fixed Cost		18250	219000	219000	219000		
Net Profit (E) (C-D)		17750	213000	234600	257280		
Investment Payback			20000	20000	20000		

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

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SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)	
1	Cash Inflow				
1.1	Investment Infusion by Investor	50,000			
1.2	Net Profit	213,000	234,600	257280	
1.3	Depreciation (Non cash item)				
1.4	Opening Balance of Cash Surplus		193,000	407600	
	Total Cash Inflow	263000	427600	664880	
2	Cash Outflow				
2.1	Purchase of Product	50,000			
2.2	Payment of GB Loan				
	Investment Pay Back (Including				
2.3	Ownership Tr. Fee)	20000	20000	20000	
	Total Cash Outflow	70,000	20000		
3	Net Cash Surplus	193,000	407600	644880	

SWOT ANALYSIS

Strength

Employment: Self: 0 Family:0 Others:0

Experience & Skill: 12Years

Quality goods & services;

Skill and experience;

WEAKNESS

Lack of Capital/Investment

OPPORTUNITIES

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

THREATS

Theft

Fire

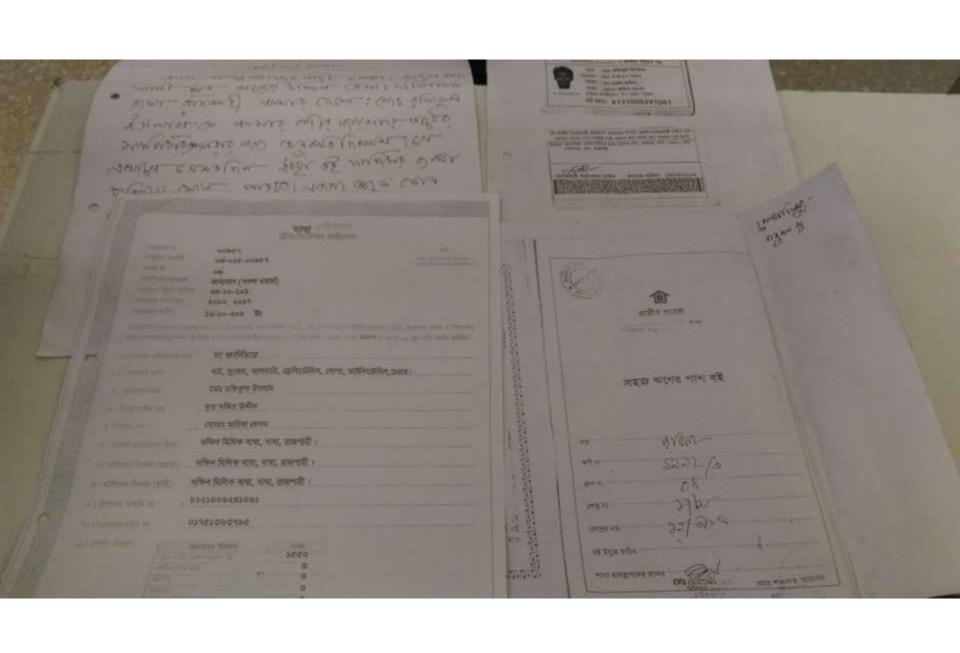
Political unrest

Pictures









FAMILY PICTURE

