Proposed NU Business Name: LALMIA STORE



Project identification and prepared by: Md Habiluddin Nagorpur Unit, Tangail

Project verified by: Md Mizanur Rahman Patowary



Brief Bio of The Proposed Nobin Udyokta						
Name	:	MD LALMIA				
Age	:	14-05-1984 (32 Years)				
Education, till to date	:	Class V				
Marital status	:	Married				
Children	:	03 Sons				
No. of siblings:	:	02 Brothers 02 Sisters				
Address	:	Vill: Mirjapur P.O: Meghnabaazar P.S: Nagorpur , Dist: Tabgail				
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 LAILY BEGUM MD BUDDU MIA Branch: Nagorpur, Centre: 58 (Female), Member ID: 4091, Group No: 03 Member since: 03-11-1991 (10 Years) First loan: BDT 4000				
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 19000 Outstanding loan: Nil 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.)		
Business Experiences and		22 years experience in running business. 22 Years in own business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	NA
Other Own/Family Sources of Liabilities	:	Cow rearing, Poultry
Entrepreneur Contact No.	•	01783-707740
Family's Contact No.	:	01732-360490
NU Project Source/Reference	•	Grameen Shakti Samajik Byabosha Ltd. Nagorpur Sadar Unit, Tangail.

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

LAILY BEGUM joined Grameen Bank since 10 years ago. At first she took BDT 4000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

Proposed Nobin Udyokta Business Info					
Business Name	:	LALMIA STORE			
Location	:	Mirzapur baazar, Masudnagar			
Total Investment in BDT	:	BDT 220,000/-			
Financing	:	Self BDT 140000/- (from existing business) 64% Required Investment BDT 80000/- (as equity) 36%			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	15 ft x 10 ft= 150 square ft			
Implementation	•	 The business is planned to be scaled up by investment in existing goods like Grocery items. Average 15 % gain on sales. The business is operating by entrepreneur. Existing no employee. The shop is rented. Collects goods from Nagorpur. Agreed grace period is 3 months. 			

Existing Business (BDT)

Particular	Daily	Monthly	Yearly
Revenue(Sales)			
Grocery items	3700	111000	1332000
Total Sales (A)	3700	111000	1332000
Less Variable Expense			
Grocery items	3145	94350	1132200
Total variable Expense (B)	3,145	94350	1132200
Contribution Margin (CM) [C=(A-B)	555	16650	199800
Less Variable Expense			
Rent		500	6000
Electricity bill		700	8400
Transportation		2,000	24000
Salary (self)		5000	60000
Entertainment		500	6000
Mobile bill		300	3600
Total fixed cost (D)		9,000	108000
Net Profit (E)= [C-D]		7,650	91800

Investment Breakdown								
	Exist	ting	Proposed					
Particulars	Particulars Qty.		Amount	Qty	Unit Price	Amount	Proposed	
			(BDT)			(BDT)	Total	
Rice	4	2000	8,000	10	2,000	20,000	28,000	
Pulse	2	4000	8,000	20	800	16,000	24,000	
Sugar	2	3000	6,000	1	17000	17,000	23,000	
Atta, Flour	3	1000	3,000	1	15000	15,000	18,000	
Soyabin	1	0	0	3	4000	12,000	12,000	
Dizel	1	17000	17,000	0	0	0	17,000	
Roughage	1	14000	14,000	0	0	0	14,000	
Shoe	3	800	2,400	0	0	0	2,400	
Polithin	80	70	5,600	0	0	0	5,600	
Washing powder	100	80	8,000	0	0	0	8,000	
Soap	100	25	2,500	0	0	0	2,500	
Others	1	40500	40,500	0	0	0	40,500	
Security	1	25000	25,000	0	0	0	25,000	
Total	299	0	140,000	35	0	80,000	220,000	

Source of Finance



Financial Projection (BDT)						
Paticular	Daily	Monthly	Year1	Year 2	Year 3	
Revenue(Sales)						
Grocery items	5400	162000	1944000	2041200	2143260	
Total Sales (A)	5400	162000	1944000	2041200	2143260	
Less Variable Expense						
Grocery items	4590	137700	1652400	1735020	1821771	
Total variable Expense (B)	4,590	137700	1652400	1735020	1821771	
Contribution Margin (CM) [C=(A-B)	810	24300	291600	306180	321489	
Less Variable Expense						
Rent		500	6000	6,000	6000	
Electricity bill		1000	12000	12500	13000	
Transportation		2,400	28800	29,300	29800	
Salary (self)		5000	60000	60000	60000	
Entertainment		500	6000	6000	6000	
Mobile bill		400	4800	4900	5000	
Total fixed cost (D)		9,800	117,600	118,700	119800	
Net Profit (E)= [C-D]		14500	174000	187,480	201689	
Investment Payback			32,000	32,000	32,000	

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

SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
1.1	Investment Infusion by Investor	80,000		
1.2	Net Profit	174,000	187,480	201689
1.3	Depreciation (Non cash item)			
1.4	Opening Balance of Cash Surplus		142,000	297480
	Total Cash Inflow	254000	329480	499169
2	Cash Outflow			
2.1	Purchase of Product	80,000		
2.2	Payment of GB Loan			
2.3	Investment Pay Back (Including Ownership Tr. Fee)	32000	32000	32000
	Total Cash Outflow	112,000	32000	32000
3	Net Cash Surplus	142,000	297480	467169

SWOT ANALYSIS

Strength

Employment: Self: 0 Family:0 Others:0

Experience & Skill: 22 Years

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

