#### **Proposed NU Business Name: MOW FURNITURE**



Project identification and prepared by: Md. Sahjamal Sirazi, Puthia Unit, Rajshahi

Project verified by: MD. Abdul Mannan Talukder



Brief Bio of The Proposed Nobin Udyokta			
Name	:	MD. MITHU SARDAR	
Age	:	28-03-1986( 30Years )	
Education, till to date	••	Class -9	
Marital status	:	Married	
Children	:	3 Daughter	
No. of siblings:	:	3 Brothers	
Address	:	Vill: Kanaipara, P.O: Zeupara, P.S: Puthia, 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  MST. KHAIRUN BEGOM  MD. KALU SARDAR  Branch: Puthia, Centre # 39 (Female),  Member ID: 6327/1, Group No: 09  Member since: 1998 (18 Years)  First loan: 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 30,000/- Outstanding loan: BDT 28,620 /- Self 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	:	10 years experience in running business.
Training Info	:	He has no training.
Other Own/Family Sources of Income	:	-
Other Own/Family Sources of Liabilities	:	Agriculture (BDT 8000 Monthly)
Entrepreneur's Contact No.	:	01766-896042
Wife's Contact No.	:	01558-685411
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Puthia, Unit, Rajshahi

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

**MST. KAIRUN BEGOM** joined Grameen Bank since 18 years ago. At first she took 2,000 taka loan from Grameen Bank. She gradually took loan from GB. Utilize loan in business & agriculture.

Proposed Nobin Udyokta Business Info			
Business Name	:	MOW FURNITURE	
Location	:	Jholmolia Baazar, Puthia, Rajshahi	
Total Investment in BDT	:	BDT 140,000/-	
Financing	:	Self BDT 90,000/-(from existing business) 64%	
		Required Investment BDT 50,000/-(as equity) 36%	
Present salary/drawings from business (estimates)	:	BDT 5,000/-	
Proposed Salary	:	BDT 5,000/-	
Size of shop	:	50 ft x 100 ft= 5,000 square ft	

■The business is planned to be scaled up by investment in existing

■The business is operating by entrepreneur. Existing 1 employee.

BDT -

goods like; Furniture etc.

■The shop is self.

■ Average 30% gain on sale.

■Collects goods from Jholmolia.

Agreed grace period is 3 months.

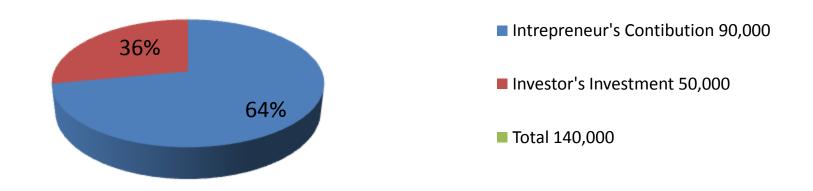
Security of the shop

Implementation

Existing Business (BDT)						
Particular	Daily	Monthly	Yearly			
Revenue (sales)						
Furniture Item	3,000	90,000	1080,000			
Total Sales (A)	3,000	90,000	1080,000			
Less. Variable Expense						
Furniture Item	2,100	63,000	756,000			
Total variable Expense (B)	2,100	63,000	756,000			
Contribution Margin (CM) [C=(A-B)	900	27,000	324,000			
Less. Fixed Expense						
Rent		-	-			
Electricity Bill		500	6,000			
Transportation		2,000	24,000			
Salary (self)		5,000	60,000			
Salary (staff)		8,000	96,000			
Entertainment		300	3,600			
Guard		1,500	18,000			
Bank Charge		100	1,200			
Mobile Bill		300	3,600			
Total fixed Cost (D)		17,700	212,400			
Net Profit (E) [C-D)		9,300	111,600			

Investment Breakdown					
Particulars	Existing	Proposed	<b>Proposed Total</b>		
Khat(30x1,400)	42,000		42,000		
Chair(30x200)	6,000		6,000		
Table (30x400)	12,000		12,000		
Shokesh (2x4,500)	9,000		9,000		
Branch (12x300)	3,600		3,600		
Shegun wood		20,000	20,000		
Kathal wood		20,000	20,000		
Mehogni wood		10,000	10,000		
Dore(10x1,200)	12,000		12,000		
Others	5,400		5,400		
Total	90,000	50,000	140,000		

### **Source of Finance**



Financial Projection (BDT)					
Particular	Daily	Monthly	1st Year	2nd Year	3 <sup>rd</sup> Year
Revenue (sales)					
Carton &Paper	4,000	120,000	1440,000	1512,000	1587,600
Total Sales (A)	4,000	120,000	1440,000	1512,000	1587,600
Less. Variable Expense					
Carton &Paper	2,800	84,000	1008,000	1058,400	1111,320
Total variable Expense (B)	2,800	84,000	1008,000	1058,400	1111,320
Contribution Margin (CM) [C=(A-B)	1,200	36,000	432,000	453,600	476,280
Less. Fixed Expense					
Rent		-	-	-	-
Electricity Bill		500	6,000	6,000	6,000
Transportation		2,500	30,000	31,500	33,075
Salary (self)		5,000	60,000	60,000	60,000
Salary (staff)		8,000	96,000	96,000	96,000
Entertainment		300	3,600	3,600	3,600
Guard		1,500	18,000	18,000	18,000
Bank Charge		100	1,200	1,200	1,200
Mobile Bill		500	6,000	6,300	6,615
Total Fixed Cost		18,400	220,800	222,600	224,490
Net Profit (E) [C-D)		17,600	211,200	231,000	251,190
Investment Payback			20,000	20,000	20,000

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

SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)	Year 3 (BDT)
1	Cash Inflow			
	Investment Infusion by			
1.1	Investor	50,000		
1.2	Net Profit	211,200	231,000	251,190
1.3	Depreciation (Non cash item)			
	Opening Balance of Cash			
1.4	Surplus		191,200	402200
	Total Cash Inflow	261200	422200	653390
2	Cash Outflow			
2.1	Purchase of Product	50,000		
2.2	Payment of GB Loan			
	Investment Pay Back			
2.3	(Including Ownership Tr. Fee)	20000	20000	20000
	Total Cash Outflow	70,000	20000	20000
3	Net Cash Surplus	191,200	402200	633390

### SWOT ANALYSIS

# Strength

Employment: Self: 01 Family:0 Others:0

Experience & Skill: 10 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











