Proposed NU Business Name: MEMBER STORE



Project identification and prepared by: Aowlad Hossain, Feni Sadar Unit, Feni

Project verified by: Susanta Kumar Bishwash



Brief Bio of The Proposed Nobin Udyokta					
Name	: MD. EMRAN HOSSAIN READ				
Age	:	08-01-1996 (20 Years)			
Education, till to date		SSC			
Marital status		Unmarried			
No. of siblings:	:	02 Brothers 02 Sisters			
Address	:	Vill: West bijoy sing ; P.O: Pasgasia ; P.S: Feni Sadar ; Dist: Feni			
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 JOSHNA BEGUM SIRAZUL ISLAM Branch: Pasgasia, Feni , Centre # 03 (Female), Member ID: 1058/2 , Group No: 01 Member since: 27-04-2011 To 30-04-2016 (05 Years) First loan: BDT 20,000/-			
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 20,000 Outstanding loan: Nill 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 and	•••	05 years experience in running business. 03 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.	:	01832-158741
Family's Contact No.	:	01714-309280
NU Project Source/Reference	:	Grameen Shakti Samajik Byabosha Ltd. Feni Sadar Unit, Feni

BRIEF HISTORY OF GB LOAN UTILIZATION BY HIS FAMILY

JOSHNA BEGUM joined Grameen Bank since 05 years ago. At first she took BDT 20,000 loan from Grameen Bank. She gradually took loan from GB. Utilize loan in Business.

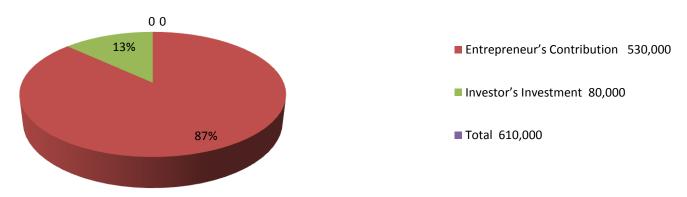
Proposed Nobin Udyokta Business Info					
Business Name	:	MEMBER STORE			
Location	:	Pasgasia Bazar, Feni			
Total Investment in BDT	:	BDT 630,000/-			
Financing	:	Self BDT 530,000/- (from existing business) 87% Required Investment BDT 80,000/- (as equity) 13%			
Present salary/drawings from business (estimates)	:	BDT 5,000			
Proposed Salary	:	BDT 5,000			
Size of shop	:	15 ft x 12 ft= 180 square ft			
Implementation	:	 The business is planned to be scaled up by investment in existing goods like; Bangles, Hair clip, Chain, Ear Ring, Bra, Panty, Cosmetics etc Average 15% gain on sales. The shop is own. The business is operating by entrepreneur. Existing no employee. Collects goods from Dhaka. Agreed grace period is 3 months. 			

Existing Business (BDT)

Daily	Monthly	Yearly
10,000	300,000	3,600,000
10,000	300,000	3,600,000
8,500	255,000	3,060,000
8,500	255,000	3,060,000
1500	45,000	540,000
	800	9,600
	5,000	60,000
	5,000	60,000
	500	6000
	200	2400
	150	1800
	300	3600
	11,950	143,400
	33,050	396,600
	10,000 10,000 8,500 8,500	10,000 300,000 10,000 300,000 8,500 255,000 8,500 255,000 1500 45,000 5,000 5,000 500 200 150 300 11,950

Investment Breakdown							
Existing				Proposed			
Particulars	Qty.	Unit Price	Amount	Qty	Unit	Amount	Proposed
			(BDT)		Price	(BDT)	Total
Bangles	833	120	100,000	216	120	26,000	126,000
Hair clip	1000	100	100,000	200	100	20,000	120,000
Hair band	80	70	5,600				5,600
Chain	600	100	60,000	340	100	34,000	94,000
Ear Ring	200	600	120,000	0	0	0	120,000
Garlands	50	150	7,500		0	0	7,500
Cosmetics	0	0	120,000	0	0	0	120,000
Bra, Panty	5	300	1500	0	0	0	1500
Others	1	15400	15,400	0	0	0	15,400
Total	0	0	530,000	0	0	80,000	610,000

Source of Finance



Financial Projection (BDT)							
Paticular	Daily	Monthly	Year1	Year 2	Year 3		
Revenue(Sales)							
Bangles, Chain, Ear Ring, Bra, Panty,							
Cosmetics etc	10,500	315,000	3,780,000	3,969,000	4,167,450		
Total Sales (A)	10,500	315,000	3,780,000	3,969,000	4,167,450		
Less Variable Expense							
Bangles, Chain, Ear Ring, Bra, Panty,							
Cosmetics etc	8,925	267,750	3,213,000	3,373,650	3,542,332		
Total variable Expense (B)	8,925	267,750	3,213,000	3,373,650	3,542,332		
Contribution Margin (CM) [C=(A-B)	1575	47,250	567,000	595,350	625,117		
Less Variable Expense							
Electricity bill		1100	13,200	13,500	14,000		
Transportation		5500	66,000	66,400	67,000		
Salary (self)		5000	60,000	60,000	60,000		
Entertainment		500	6,000	6,000	6,000		
Guard		200	2400	2400	2400		
Generator		150	1800	1800	1800		
Mobile bill		400	4800	5000	5,300		
Total fixed cost (D)		12,850	154,200	155,100	156,500		
Net Profit (E)= [C-D]		34,400	412,800	440,250	468,617		
Investment Payback		-	32,000	32,000			
•			-	· •	-		

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

SR#	Particulars	Year 1 (BDT)	Year 2 (BDT)	
1	Cash Inflow			
1.1	Investment Infusion by Investor	80,000		
1.2	Net Profit	412,800	440,250	468,617
1.3	Depreciation (Non cash item)			
1.4	Opening Balance of Cash Surplus		380,800	789,050
	Total Cash Inflow	492,800	821,050	1,257,667
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)	32,000	32,000	32,000
	Total Cash Outflow	112,000	•	,
3	Net Cash Surplus	380,800	789,050	1,225,667

SWOT ANALYSIS

Strength

Employment: Self: 00 Family:0 Others:00

Experience & Skill: 10 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



















