

BUSINESS PLAN

ON

SUPER ORGANIC MANURE

MY TREASURE

EXECUTIVE SUMMARY

This business plan is a projection for the period from 01/08/2019 till 31/12/2021.

Name of the business:

Contact address:

Type of business:

- ✓ Manufacturer of the following good(s): SUPER ORGANIC
- Service operator to provide the following service(s): MY TREASURE - MY TREASURE
- Retailer running the following type of shop:
- Wholesaler running the following wholesale business:
- Other (please specify):

Telephone:

Legal form:

Owners:

- MUSONGO MUSONGO
- LOCAL FARMERS
- (CO-OP PARTNERS)

Managers:

- MANAGING DIRECTOR.
- SUPERVISOR, ACCOUNTANT, AND
- MARKETING OFFICER.

Qualifications and experience in attached CVs

Sources of start-up capital:

Amount (\$):

OWNERS' EQUITY	K65,975.00
OTHER SOURCES	K263,200.00
TOTAL AMOUNT:	K329,175.00

Customers:

CASHIEN FARMERS, CO-OPERATIVES,
INDIVIDUALS/HOUSEHOLDS, GREEN HOUSE FARMERS,
AND WHOLESALEERS.

Staff:

SUPERVISOR, ACCOUNTANT, MARKETING
OFFICER, OPERATOR/DRIVER, SALES PERSONNEL
AND PART-TIME WORKERS.

1. BUSINESS IDEA

Name of the business:

SUPER ORGANIC MANURE — MY TREASURE.

Type of business:

- ☒ Manufacturer
 ☐ Service operator
 ☐ Retailer
 ☐ Wholesaler
 ☐ Other:

The business is going to produce the following products:

1. SUPER ORGANIC MANURE (SOM) — MY TREASURE;
10kgs AND 25kgs PACKAGES.

The customers will be:

CATTLE FARMERS, COOPERATIVES, INSTITUTIONS, HOMESTEADS,
MARKETS AND GREENHOUSE FARMERS.

The business will sell in the following ways:

1. DIRECT — Through retail outlets in Public Markets.
 2. Wholesales — Giving discounts for Value purchases.

The business will satisfy the following needs of the customers:

organic fertilizer produced locally and readily available to their door steps
all the time. Also, the cost price margins — Chemical fertilizers are too expensive.
Desire needs for wholesale buyers.

My personal motivation to retain this business idea:

- Apart from the hobby side of the story, we will not only turn waste into treasure, but also help societies dispose waste in a way that is environmentally friendly.
- Encourage other local farmers to come on board and partner with them as well as teach them through the innovations of SOM — MY TREASURE to make something

- new out of the waste from their cow manure to earn a living.
- Reduce on waste disposal at abattoirs polluting the air (environmental friendly).

BUSINESS IDEA CONTINUES:

Through the 'CASTLE'S INFRASTRUCTURE DEVELOPMENT PROJECT (CIDP)' in Western Province which tendered the contracts for the 'SUPPLY AND DELIVERY OF GRAFTED AND UNGRAFTED CASTLE'S SEEDLINGS' for the 2018-2019 Castle's Planting Season, I came to learn that Western Province has been allocated 43,000 hectares which translates into 4.3 million new Castle's trees to be planted. Under the same project, Mongu and Limulunga have been allocated 6,000 hectares (600,000 trees) and 5,700 hectares (570,000 trees) respectively meaning that these are our major customers of our products.

Our Business Idea is to engage into the 'Production and marketing of high quality processed and packaged Super Organic manure' for bulk sale to Castle's growers, Green house farmers, individuals/households, co-operatives, and wholesalers. Our main objective is to provide Super Organic Manure - my treasure under this project. More specifically to produce 20,000,000 kgs (20,000 tonnes) of Super Organic manure - my treasure per annum. This targets about 585,000 trees covered under the project. In addition, there is also the PDCK project which has targeted a lot of farmers in Western Province in Mongu and Limulunga in particular.

By way of a Compost Turner (moving type), the project will produce SUPER ORGANIC MANURE - MY TREASURE as follows:

- STEP. 1: Collection of Cow dung and Agricultural waste will be sourced locally from local farmers | villagers.
- STEP. 2: Loading Cow dung and Agricultural waste for fermentation and processing.

- STEP. 3: Collection and packaging of finished products in 10kgs and 20kgs bags.
- STEP. 4: Marketing. Through our two (2) retail outlets; one based at the plant and the other in Mangu district.

The moving type COMPOST TURNER, uses less dung and Agricultural waste as its raw materials; not only turns waste into treasure but also reduces waste disposal in a way that is environmentally friendly.

1.1. EQUIPMENT REQUIREMENTS.

The following Machinery and tools/ equipment will be required by the Project.

TABLE:1.

ITEM.	QUANTITY.
1. COMPOST TURNER.	1.
2. PACKING MACHINE.	1.
3. CONSTRUCTION OF WAREHOUSE/ OFFICES	2.
4. SINKING OF A BOREHOLE	1.
5. TRAINING OPERATOR	1
6. SHOVELS: SPADE/ SPOON TYPE	4.
7. GUM-BOOTS	5 PAIRS.
8. HAND GLOVES	5 PAIRS.
9. NOSE AND MOUTH MASKS	10
10. OMER-BALLS	5.
11. WIRE FENCING	3,136m Perimeter Fencing.

Many local farmers have been producing farm yard manure from cow dung without the knowledge on how to process it. Our partners will be trained using 'SUPER ORGANIC MANURE-MIX TREASURE' technological innovations to process and ferment it.

TABLE 1.2

OPERATIONAL PLAN

2019

2020

[illegible]

2020

2021

[illegible]

TABLE: 3

2.1 MARKET RESEARCH

Products	Customers	Needs and preferences of customers	Competitors	Gaps (that competitors have not fulfilled)
Product 1: SUPER ORGANIC MANURE - MY TREASURE.	a. Cebu farmers. b. Co-operatives. c. Green house farmers.	a. Organic food taste sweet and Natural.	a. Heavily Exported companies like ETG.	a. Late deliveries of manure in the farming/planting season.
Product 2:-	d. Individuals/ house holds.	b. Quick supply on demand and on time.	b. Cheap farm yard manure locally made.	b. packaged in smaller quantities.
Product 3:-	e. Wholesale sellers.	c. Best price negotiating.	c. Other local farmers.	c. The brand to protect the system.
Product 4:-		d. Ready to use.		d. Cost price margins.

2.2 MARKETING PLAN

Product

TABLE: 4

SUPER ORGANIC				
Good, service or range of products:				
	1. TRAVERS	2.	3.	4.
Quality	FERMENTED AND PROCESSED.			
Colour	BROWN, ORANGE, RED, YELLOW, GRAY, etc as you like			
Size	N/A.			
Packaging	10kgs and 20kgs bags.			
Certification	Super Organic Mixture - my Treasure label.			

2.3 MARKETING PLAN

TABLE:5

Price

	Good, service or range of products:			
	1. _____	2. _____	3. _____	4. _____
Cost	K11.1			
The price that customers are willing to pay	K6.0			
Competitors' prices	K7.0			
Price (our price)	K5.0			
Reasons for setting this price	It's clear and competitive.			
Discounts will be given to the following customers	Only for Value purchases.			
Reason for giving discounts	To support the Cardous industry.			
Credit will be given to the following customers	N/A.			
Reason for giving credit	N/A.			

2.4 MARKETING PLAN

Place

Location: **A.** Warehouse in Limulunga, Mangochi plot no. 5164 due to its proximity to markets.

B. Direct selling in all Agricultural Camps in Mongu and Limulunga districts.

C. Wholeselling at the Plant and Retail at the outlet in Mongu district.

This location is chosen for the following reasons:

a. Proximity to markets means more people visiting our business premises.

b. Outskirt. Since we are dealing with waste products, need to take care of our people and the environment not to pollute our towns which are heavily congested. The monthly cost of this location is: No specific (→ section 6.3) This cost includes: Change.

Method of distribution:

The business will sell to:

☒ Direct

☒ Retail

☒ Wholesale

☐ Others (please specify): _____

This method of distribution is chosen for the following reason:

The Super Organic Manure would be made available to Greenhouse farmers and small scale farmers who buy small quantities from Retailers and those that go for larger quantities at discounted prices directly from SUPER ORGANIC MANURE - MY TREASURE Plant.

2.8 MARKETING PLAN

Physical Evidence

Physical Evidence	Description
Office premises and interior decoration	WELL FURNISHED AND DECORATED.
Internet presence and website	WWW. Super Org. manure/my Treasure. Com
Packaging	Super Organic manure - my treasure (Designed logo).
Signage	Quality and Quick Establishment.
Employee uniforms	SOM - MY TREASURE Shirts, work Suit and Caps
Business cards	SOM Senior Employees.
Mail boxes, etc.	We Value your Comments and Concerns!

NOTE: SOM - My Treasure \Rightarrow Super Organic Manure - My Treasure.

2.7 MARKETING PLAN Process

Steps	Description
1. CUSTOMERS CALL THE HOT LINE.	JUST AT THE CLICK OF THE BUTTON, YOUR CALL WILL BE ANSWERED AND ATTENDED TO.
2. FACTORY WEBSITE	TO CONVEY SPECIFIC, HELPFUL INFORMATION TO SPECIFIC USERS SO THAT THEY CAN UNDERSTAND IT BETTER.
3. GET ADVANCE	YOU WILL NOT BE CHARGED FOR THE SERVICE, IT WILL BE RENDERED TO YOU FOR FREE.
4. BUY SUPER ORGANIC MANURE - MY TREASURE	A PAMPHLET WILL BE PROVIDED FOR REFERENCE ON HOW TO USE AND SPECIFICATIONS ON THE APPLICATIONS OF SUPER ORGANIC MANURE - MY TREASURE.
5. FURTHER INFORMATION CONTACT MANAGER OR SUPERVISOR.	FOR ANY CLARIFICATIONS YOU CAN CONTACT THE MANAGER OR SUPERVISOR DIRECT AND WILL ADVISE ACCORDINGLY.
7.	

2.6 MARKETING PLAN People

Position	Recruiting criteria	Training plan
MANAGING DIRECTOR MD.	<ul style="list-style-type: none"> CERTIFICATE IN TECHNOLOGY AND INNOVATION IN AGRIC. BUSINESS MANAGEMENT FROM HIGHER INSTITUTIONS OF LEARNING. 	CONDUCT IN-HOUSE TRAININGS IN: GOOD GOVERNANCE,
PLANT FACTORY MANAGER OR SUPERVISOR ACCOUNTANT.	SCIENCE DEGREE WITH A DIPLOMA IN BUSINESS ADMINISTRATION.	FINANCIAL MANAGEMENT TRAININGS
MARKETING OFFICER. DRIVER.	DIPLOMA IN SALES & MARKETING QUALIFIED DRIVERS LICENCE. 3 YEARS WORK EXPERIENCE.	MARKETING & ENTERPRISE DEV. TRAININGS
PART-TIME WORKERS. LABORERS .	CERTIFICATE IN ORGANIC FARMING.	INDUCTION TRAININGS
SALES PERSONNEL.	AT LEAST THREE YEARS WORK EXPERIENCE.	CREDIT MGT TRAININGS

2.5 MARKETING PLAN

Promotion

Means	Details	Costs
Direct marketing		
WEBSITE	WIKI - Super org. meurel my treasure. Com	K 150.00 ~
Advertising		
BILL BOB		K 350.00 ~
RADIO STATION		K 500.00 ~
Publicity		
		our marketing officer.
Sales promotion		
		N/A
Total promotion costs (→ section 6.3)		K 1,000.00 ~

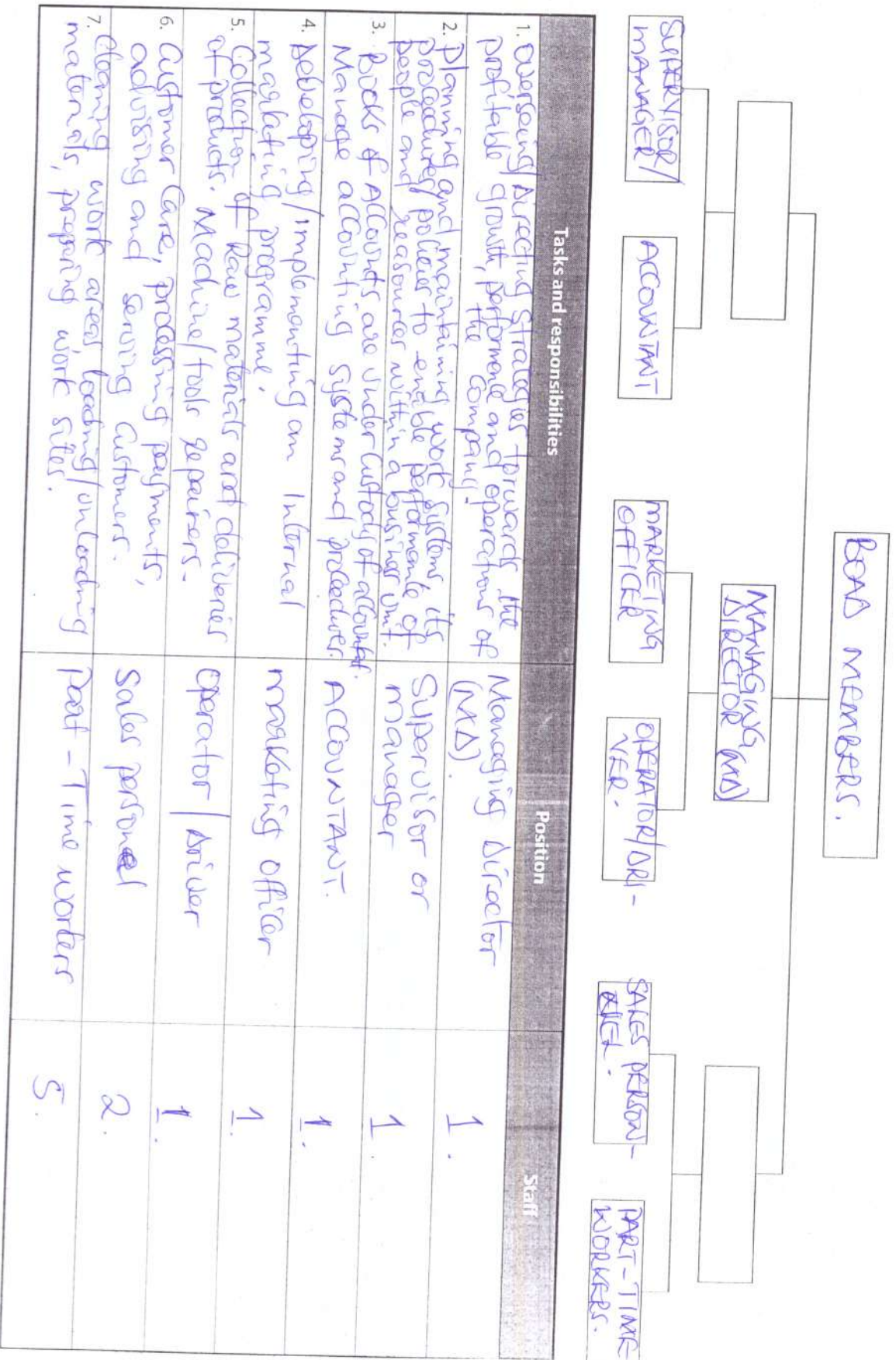
TABLE: 6

3. SALES ESTIMATION (UNITS)

Aug. SEP. OCT. NOV. DEC. JAN. FEB. MAR. APR. MAY. JUN. JUL.

Product	Distribution	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
1. SUPER 006 MANURE (m³ TRCA sure)	Direct	30%	5000.1	5000.1	5000.1	5000.1	5000.1	5000.1	5000.1	5000.1	5000.1	5000.1	5000.1	60,001
	Retail	70%	11,666	11,667	11,667	11,667	11,667	11,667	11,667	11,667	11,667	11,667	11,667	140,003
													
	Total													
2.	Direct													
	Retail													
													
	Total													
3.	Direct													
	Retail													
													
	Total													
4.	Direct													
	Retail													
													
	Total													
Total		16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	16,667	200,004 tons
Total sales volume		→												
Total sales in the market		1,000,000 tons												
Market share		51%												

4.1 ORGANIZATION STRUCTURE



4.2 STAFF REQUIREMENTS AND COSTS

Task	Required skills and experience	Performed by	Monthly pay	Contributions to pension fund and health insurance
1. Collecting cow dung.	Certificate in animal husbandry and have kept cattle before.	Local farmers/ villagers.	K800.	
2. Collecting waste from Aboshoir.	Attended organic training/workshop before and worked on a farm.	Farm workers and villagers.	K800.	
3. Taking raw materials to the plant.	Qualify driver's license.	Operator or driver (PETA)	K1,000.	K100.00
4. Keeping records of raw materials.	At least one year of experience selling of organic manure to farmers.	Mr. Munundo	K1,250	K12500
5. Marketing officer.	Diploma in Sales and marketing.	Mr. Muleko.	K1,100.	K110.00
6. Watchman	At least 6 months experience working in a security company.	Mr. Barrier.	K300.	K30.00
7. Supervisor	Science degree in Agriculture and diploma in Administration.	Mr. Tabo.	K2,500	K250.00
8. Managing Director.	Certificate in Marketing, Business Administration, Governance System, Financial Mgt and Credit management.	Mr. Mungongo.	K3,500.	K350.00
Total number of permanent staff				K965.00
Total staff cost per month (→ Section 6.3)				K11,200.00

5.1 LEGAL FORM OF BUSINESS

The business will operate as a:

☐ Sole Proprietorship

☒ Partnership

☐ Cooperative

☐ Limited Company

☐ Other: _____

The reason for choosing this form of business is:

- There is Power in Unity and Good interaction.
- The volumes of our target markets requires concerted efforts, and
- when we have so many entrepreneurs, life becomes better.

The owners will be:

Name: MUTSONGO MUTSONGO

Position in the business: MANAGING DIRECTOR

Description of skills: CERTIFICATE IN AND

TRAINED IN FINANCIAL MGT, MARKETING
AND ENTERPRISE DEVELOPMENT AS WELL
AS CREDIT MANAGEMENT / GOVERNANCE.

Relevant experience:

WORKED AS BOARD DIRECTOR FOR
MANAGED DAIRY COOPERATIVE SOCIETY
FOR 6 YEARS.

Name: CATTLE FARMERS GROUP

Position in the business: MEMBERS

Description of skills:

TRAINED IN ANIMAL HUSBANDRY
PRACTICES AND SOME KNOWLEDGE
IN ORGANIC FARMING.

Relevant experience:

AT LEAST ONE YEAR WORK
EXPERIENCE, AND FARMING
EXPERIENCE.

5.2 LEGAL RESPONSIBILITIES AND INSURANCE

The following taxes apply to the business: ZRA.

NAPS

The following regulations apply to the employees: MINIMUM WAGE, ALLOWABLE NUMBER OF HOURS AN EMPLOYEE CAN WORK PER DAY, HOLIDAYS, OCCUPATIONAL SAFETY AND HEALTH, SICK LEAVE.

The business will need the following licences and permits:

TRADING LICENCE.

Cost:

2,400 / year.

The business will have the following insurance:

COMPREHENSIVE INSURANCE 6% of total value / 3% Tax 7,200 / year.

Other legal responsibilities of the business:

6.1 PRODUCT COSTING FORM

(for manufacturers and service operators)

Product 3:

1. VARIABLE COST PER ITEM

1	2	3	4
Input	Cost of purchase (\$)	Estimated quantity per item	Estimated cost per item (\$)
1. Cow Manure.	0.002	810 kgs.	K1.6
2. Waste from Abattoir.	0.001	400 kgs.	K0.4
3. Waste Vegetables.	0.003	100 kgs.	K0.3
4. Labour / wages (part-time workers).	K2.00/hour	0.4 hours	K0.8
5. Consumables / Fuels / oils.	K15.00	0.02 litres	K0.3

Estimated Variable Cost per item (\$) (1) (→ section 6.5)

K3.40 ~ / kg

2. FIXED COST PER ITEM

Estimated total Fixed Cost per month (\$) (2) (see section 6.3)	K18,653
Estimated total Variable Cost of the business per month (\$) (3) (see section 6.5)	K57,800
Fixed Cost per Variable Cost (4) = (2)/(3)	0.32
Estimated Fixed Cost per item (\$) (5) = (4) x (1)	K1.09 ~

3. TOTAL COST PER ITEM (\$) (6) = (1) + (5)

K4.49 ~ / kg

(for retailers and wholesalers)

FIXED COST CHARGE (%)

TOTAL VARIABLE COST PER MONTH (2) (see section 6.3)

TOTAL VARIABLE COST PER MONTH (3) (see section 6.6)

$$\begin{array}{r} 18,653 \\ \hline 57,800 \end{array}$$

× 100

11

5.

50

FIXED COST CHARGE (4)

[illegible]

6.3 FIXED COST FORM

Details	Cost per month (\$)
Rent (see section 2.4)	
Electricity and water including waste water	K250
Licences	K200
Insurance	K600
Labour (see section 4.2)	K11,200
Consumables including recycling and disposal	K500
Depreciation (see section 6.4)	K3,403
Transport / Fuels.	K1,000
Repairs	K500
Marketing (promotion) costs (see section 2.5)	K1,000
Total Fixed Cost per month	K18,653

N.B. Even if we're not producing, we may have to incur these costs.

6.4 DEPRECIATION FORM

TABLE: 7

Equipment	Estimated cost of purchase (K) / (M)	Estimated life of the equipment	Depreciation per year (K) / (M)
COMPOST TURNER (MOVING TYPE)	K111,800.00	5 years.	K1,000.00
WARE HOUSE	K50,000.00	25 years.	K167.00
OFFICE BUILDING	K15,000.00	25 years.	K50.00
TOOLS / EQUIPMENT	K2,500.00	2 years.	K104.00
PACKING MACHINE	K67,900.00	5 years.	K1,140.00
FURNITURE	K1,500.00	2 years.	K42.00
Total	K248,200.00		K3,403.00
Depreciation per month / 12			K284.00

6.5 TOTAL VARIABLE COST PER MONTH

Products	Quantity produced per month (see section 3)	Variable Cost per Item (\$) (see section 6.1)	Total Variable Cost per month (\$) (see section 6.1)
SUPER EDGALIC MANURE Product 1: (MY TREASURE) @ K3.40/kg.	17,000 kgs.	K3.40~	K57,800.00~
Product 2:			
Product 3:			
Product 4:			
Total Variable Cost per month			K57,800.00~

TABLE: 8

7.1 SALES PLAN

Product	Details	Aug.	SEP.	OCT.	NOV.	DEC.	JAN.	FEB.	MAR.	APR.	MAY	JUN.	JUL.	AUG.	SEP.	OCT.	NOV.	DEC.	Total
Product 1: SUPER CREAM VANILLA - MY TREASURE	Sale volume (kg) (1)	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	17,000	204,000
	Sales price (\$) (2)	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	
	Sales value (\$) (3)	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	
	Sales value (\$) (4)																		
Product 2:	Sale volume																		
	Sales price (\$)																		
	Sales value (\$) (2)																		
	Sales value (\$) (3)																		
Product 3:	Sale volume																		
	Sales price (\$)																		
	Sales value (\$) (2)																		
	Sales value (\$) (3)																		
Product 4:	Sale volume																		
	Sales price (\$)																		
	Sales value (\$) (2)																		
	Sales value (\$) (3)																		
Total sales value (\$)		85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	
(5) = (1) + (2) + (3) + (4)		85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	85,000	1,020,000

NOTE: our price = $164.49 / kg$.

7.3 PROFIT PLAN

TABLE: 10

Details	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	(Unit:)
Total sales value (1) (see section 7.1) (K)	85000	85000	85000	85000	85000	85000	85000	85000	85000	85000	85000	85000	1,020,000	
Total Variable Cost (2) (see section 7.2) (K)	(57800)	(57800)	(57800)	(57800)	(57800)	(57800)	(57800)	(57800)	(57800)	(57800)	(57800)	(57800)	(693,600)	
Gross Profit (3) = (1) - (2) (K)	27200	27200	27200	27200	27200	27200	27200	27200	27200	27200	27200	27200	326,400	
Total Fixed Cost (4) (K)	(18653)	(18653)	(18653)	(18653)	(18653)	(18653)	(18653)	(18653)	(18653)	(18653)	(18653)	(18653)	(223,836)	
Net Profit: (5) = (3) - (4) (K)	8547	8547	8547	8547	8547	8547	8547	8547	8547	8547	8547	8547	102,564.00	

- ASSUMPTIONS:
1. All equipment purchases to be treated as purchased in the first month of expenditure—August 2017
 2. 50% of sales are paid for in the month of sales. The other 50% in the following month.
 3. Licences and fees are paid out at the beginning of each year.

TABLE 4.1

7.4 CASH FLOW PLAN

Details	Aug. 2017											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1. Cash at the beginning of the month (1)	248,200	(30,550)	(18,600)	(6,650)	5,300	17,250	29,200	41,150	53,100	65,050	77,000	88,950
2. Cash from cash sales	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500
3. Cash from credit sales	NIL	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500	42,500
4. Other cash in	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
5. Total cash in (2)	290,700	54,450	66,400	78,350	90,300	102,250	114,200	126,150	138,100	150,050	162,000	173,950
6. Purchase of goods cost of the month (from 6.1)	57,800	57,800	57,800	57,800	57,800	57,800	57,800	57,800	57,800	57,800	57,800	57,800
7. Payment of wages	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200
8. Purchase of equipment	248,200	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
9. Loan repayment	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
10. Other payments	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050
Fixed costs less wages/depreciation	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050	4,050
11. Total cash out (3)	321,250	73,050	73,050	73,050	73,050	73,050	73,050	73,050	73,050	73,050	73,050	73,050
12. Cash at month end (4) = (1) + (2) - (3)	(30,550)	(18,600)	(6,650)	5,300	17,250	29,200	41,150	53,100	65,050	77,000	88,950	100,900

4. The 16248,200 showing as Cash at the beginning of is the purchase price of all equipment for the project as listed in the depreciation schedule (from 6.4) which also appears as Cash outflow in the same month.

8. REQUIRED START-UP CAPITAL

For the period from: <u>01.08.2019</u> to: <u>31.12.2021</u>	
(Unit:)	
INVESTMENTS	Amount
Business premises	
• Construction or purchase of a building <u>WARE HOUSE</u>	<u>59,000</u>
• <u>OFFICE BUILDING</u>	<u>15,000</u>
• Conversion or reconstruction of business premises	<u>NIL</u>
Equipment	
• Machinery and Tools	<u>182,200</u>
• Furniture	<u>1,500</u>
WORKING CAPITAL	
Stock of raw materials or finished goods	<u>39,100</u>
Licenses and fees <u>/ INSURANCE</u>	<u>9,600</u>
Marketing expenses	<u>1,000</u>
Salaries	<u>11,200</u>
Rent <u>CONSUMABLES / REPAIRS</u>	<u>1,000</u>
Electricity and water	<u>3,000</u>
Contingency for emergency <u>5%</u>	<u>15,000</u>
TOTAL START-UP CAPITAL	<u>K329,175.00n</u>

9.1 SOURCES OF START-UP CAPITAL

(Unit:)

	Amount
Required start-up capital	K 329,175.00
Sources of start-up capital	
• Owner's equity	K 65,975.00
• Other sources	K 263,200.00
Total (must be the same amount as the required start-up capital)	K 329,175.00
Collateral (if applying for a loan)	