

BMUKA CASSAVA PRODUCTION & MARKETING ENTERPRISE

CASSAVA PRODUCTION, PROCESSING & MARKETING BUSINESS PLAN

PHYSICAL ADDRESS:

Kandiana Village, Mawawa Area

POSTAL ADDRESS:

C/o Mawawa School

P. O. Box 910035

Mongu

Submitted to:

CARITAS CZECH REPUBLIC OFFICE

By: Bravo Kabombo Mushaukwa

Contact No's: +2609657 784552, 0979 722565 & 0950 868292

June 2019

EXECUTIVE SUMMARY

This business plan is a projection for the period from 01/ 09/ 2019 till 31 / 08 / 2022

Name of the Business: BMUKA CASSAVA PRODUCTION & MARKETING ENTERPRISE

Contact address: Mawawa School, Mongu
0979 722565

Telephone: 0965 786452 &

Type of business:

Legal Form: Sole Proprietor

- Primary cassava production
Mushaukwa
- Processing & Value addition processing cassava products
- Marketing, distribution and selling cassava products
Kabombo Mushaukwa

Owners: Mr. Bravo Kabombo

Managers: Mr. Bravo

Customers:

Sources of start-up capital:

Amount (K): 157.500.00

1. Household and individual consumers
K 157,500.00

(i) Caritas Czech Republic

2. Business buyers and Marketeers
In kind contribution

(ii) Owner's equity

3. School children

4. Cassava smallholders & NGOs

1. BUSINESS IDEA

Name of the Business: BMUKA CASSAVA PRODUCTION & MARKETING ENTERPRISE

Type of business: Primary production, Processing, Value addition, Marketing & distribution of cassava and its products

The business is going to produce the following products:

- Fresh cassava tubers . Dry cassava chips . Cassava cuttings (cultivars) for propagation
- Soaked cassava tubers (lombo) . Cassava flour . Dried cassava leaves

The customers will be:

- (i) Household and individual consumers
- (iii) School children
- (ii) Business buyers and Marketeers
- (iv) NGOs & Cassava smallholders

The business will sell the following ways:

- Direct selling to household and individual consumers, business buyers, marketeers, cassava smallholders and NGOs
- Through retail distribution and selling outlets
- Sales representatives on commissions

The business will satisfy the following needs:

- Provide consistent and reliable supply of cassava and its products to meet the market demand.
- Create employment opportunities
- Provide a reliable supply of high yielding and early maturity cassava varieties.
- Improve food and nutritional security
- Increased household income

My personal motivation to retain this business idea: To satisfy the high demand for all forms of cassava and its products which is currently mainly supplied by Kaoma and Luampa farmers and reduce high rural unemployment and poverty levels.

2.1 MARKET RESEARCH

Products	Customers	Needs and preferences of customers	Competitors	Gaps (that competitors have not fulfilled)
Product 1: Fresh cassava tubers	Household consumers Marketeers	Consistent supply and availability	Kaoma, Luampa and local farmers	Inconsistent and un reliable supplies
Product 2: Soaked cassava tubers	Household consumers Marketeers	Consistent supply and availability	Kaoma, Luampa and local farmers	Inconsistent and un reliable supplies
Product 3: Dry cassava chips	Household consumers Marketeers School children	Consistent & reliable supply Right sizes & affordable price	Kaoma and Luampa farmers	Inconsistent and seasonal supplies. Sold at un affordable prices to school children
Product 4: Cassava flour	Household consumers Marketeers	Consistent & reliable supply Good quality	Local Traders and marketers	Low quality flour and un packaged. Inconsistent and un reliable supplies
Product 5: Cassava cuttings (cultivars)	Smallholder farmers NGOs	Disease free, high yielding & early maturing varieties	Local small scale farmers Farmers in Chisamba	Poor varieties Distant sources of supplies
Product 6: Dried cassava leaves	Sylvia Catering Urban Marketeers	Consistent & reliable larger dried quantities	Central & Eastern provinces farmers	Inconsistent and Low quantities supplied

2.2 MARKETING PLAN

Product

Range of products						
	1. Fresh cassava tubers	2. Soaked cassava tubers	3. Dry cassava chips	4. Cassava flour	5. Cassava cuttings	6. Dried Cassava leaves
Quality	Good quality	Good quality	Good quality	High quality cassava flour(HQCF)	High yielding & Early maturity	High quality hygienically dried
Colour	N/A	N/A	White colour	White colour	N/A	Greenish colour
Size	Large & medium	Large & medium	Large sizes	10 kg bags	Medium size bundles	5 kg packets
Packaging	N/A	N/A	Ordinary plastics	Labeled packaging material	N/A	Labeled packaging material
Certification	N/A	N/A	Labeled packaging material	ZABS certification	ZARI Certification	ZABS certification

2.3 MARKETING PLAN

Price

RANGE OF PRODUCTS						
	1. Fresh cassava tubers	2. Soaked cassava tubers	3. Cassava Flour	4. Dry cassava chips	5. Cassava cuttings	6. Dried Cassava leaves
Cost	K 50.00 per bafa	K 65.00 per bafa	K 20.00 per bag	K 15.00 per bucket	K 10.00 per bundle	K 3.00 per packet
The price customers are willing to pay	K 105.00	K 85.00	K 35.00	K 25.00	K 15.00	K 6.00
Competitors' price	K 105.00	K 80.00	K 35.00	K 25.00	K 20.00	K 7.00
Price	K 100.00	K 75.00	K 30.00	K 20.00	K 15.00	K 7.00
Reasons for setting this price	To be lower than competitors price and attract more customers	To attract more customers	To attract more customers	To attract more customers	To prime the price because of good quality varieties.	It is the market price for the product
Discounts will be given to the following	Discounts to be given to all customers buying in bulk.	Discounts to be given to all customers buying in bulk.	Discounts to be given to all customers buying in bulk.	No discounts	No discounts	Discounts to be given to all customers buying in bulk.

customers						
Reason for giving discounts	To motivate them to be buying in large quantities	To motivate them to be buying in large quantities	To motivate them to be buying in large quantities	N/A	N/A	Encourage customers to buy more
Credit will be given to the following customers	Business buyers and marketeers	Business buyers and marketeers		No credit	NGOs buying in bulk	Business buyers and marketeers
Reason for giving credit	To encourage them to do more business with us	To encourage them to do more business with us	To encourage them to do more business with us	N/A	To encourage them to do more business with us	To encourage them to do more business with us

2.4 MARKETING PLAN

Place

Location:

Kandiana Village, Mawawa Area (and a rented distribution & retail outlet in Mongu Township

The location is chosen for the following reasons:

Closer proximity to the area of production and source of raw material

Availability of smallholder cassava farmers

Closer to the big markets with many potential customers

The monthly cost of this location (the rented distribution outlet only) is: K 650.00

This cost includes: Maintenance Cost

Method of distribution:

The business will sell to:

Directly to customers and through distribution and retail outlets

This method of distribution is chosen for the following reasons:

The target customers will be approached and accessed directly avoiding middle men, hence reducing the ultimate cost on the final consumer

2.5 MARKETING PLAN

Promotion

Means	Details	Costs
Directing marketing		
Telephone	Phoning and texting messages through cell phones	K 100.00
Text messages		
Advertising		
Radio	Providing information to potential customers through local radio stations	K1,500.00
Publicity		
Project awareness creation and sensitization	Telling people how the business will benefit consumers, marketeers and small scale cassava farmers	Do it my self
Sales promotion		
Discounts	Buy in bulk and get 5 % discounts on all cassava products	K 1,276.00
Display	Displaying and exhibiting at agricultural and commercial shows	
	Total promotion costs for the year	K 2,876.00

2.6 MARKETING PLAN

People

Position	Recruiting criteria	Training plan
Director (Proprietor)	Have background in Agribusiness Management, Entrepreneurship and leadership skills and agro processing and value addition knowledge.	Train him in business management
General workers	They must have a background in crop production	Train them on the various product specification and consultative sales skills

2.7 MARKETING PLAN

Process

Steps	Description
1. Customer places an order	The product is packaged and delivered at his home or business premises
2. The farmer or NGO's finds out about cassava vines	The farmer or NGO is advised on the available varieties and if places an order the cassava stems are ready for delivery. Trained how to plant these varieties.
3. The consumer, farmer or NGO calls	He/she are given advice can place an order and can call again for more advice

2.8 MARKETING PLAN

2.9 Physical Evidence

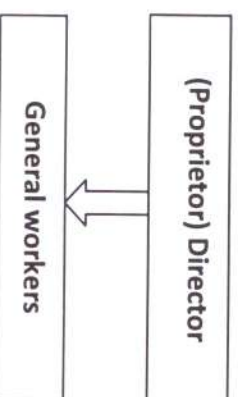
Physical Evidence	Description
Office premises & Interior decoration	Convenient and spacious parking space, Ambient environment
Packaging	Attractive appearance and quality packaging material portraying the quality of the product
Signage	Eye catching and attractive sign writing
Employee uniforms	Quality and ever new clean employee uniforms
Business cards	Pleasant appearance of business cards
Mail Boxes, letter heads, Envelopes	High quality official envelopes and letter heads

3.1 SALES ESTIMATION

Product	Distribution	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL
Fresh tubers	Direct(67%)	32	32	32	37	37	37	37	37	37	37	32	32	419
	Retail(33%)	16	16	16	18	18	18	18	18	18	18	16	16	206
	Total	48	48	48	55	55	55	55	55	55	55	48	48	625
Soaked tubers	Direct(100%)	41	41	41	41	60	60	60	60	60	60	41	41	625
	Retail	-	-	-	-	-	-	-	-	-	-	-	-	-
	Total	41	41	41	60	60	60	60	60	60	60	41	41	625
Cassava flour	Direct(80%)	112	112	112	132	132	132	132	132	132	132	120	120	1,500
	Retail(20%)	28	28	28	33	33	33	33	33	33	33	30	30	375
	Total	140	140	140	165	165	165	165	165	165	165	150	150	1,875
Cassava chips	Direct(100%)	130	130	140	150	180	185	185	150	180	175	140	130	1,875
	Retail	-	-	-	-	-	-	-	-	-	-	-	-	-
	Total	130	130	140	150	180	185	185	150	180	175	140	130	1,875
Cassava	Direct(100%)	500	500	500	500	300	-	-	100	150	200	300	500	3,550

cuttings (cultivars)	Retail Total	- 500	- 500	- 500	- 500	- 300	- -	- -	- 100	- 150	- 200	- 300	- 500	- 3,550
Cassava leaves	Direct (83%)	500	500	500	500	400	200	200	200	250	300	450	500	4,500
	Retail(17%)	100	100	100	-	-	-	-	-	-	-	-	50	350
	Total	600	600	600	500	400	200	200	200	250	300	450	550	4,850

4.1 ORGANIZATION STRUCTURE



4.2 STAFF REQUIREMENTS AND COSTS

Task	Required skills and experience	Performed By	Monthly Pay	Contributions to NAPSA
Overall direction and administration	The Proprietor	Bravo Kabombo Mushaukwa	K1,500.00	K 75.00
Day to day operations	Skills in handling agricultural products	5 General workers	K3,750.00	K 187.50
	Total number of staff	6	K5,250.00	K 262.50
Total staffing cost per month				K 5,512.50

5.1 LEGAL FORM OF BUSINESS

The business will operate as a: Sole Proprietor

The reason for choosing this form of business is:

It is cheaper to form and register this form of business

That the family members should support me and the business

The owners will be:

Name: Bravo Kabombo Mushaukwa

Names: _____

Position in the business: Director

Position in business: _____

Description of skills:

Description of skills:

Entrepreneurial skills

Agricultural skills

Leadership skills

Relevant experience:

Relevant experience:

Agricultural operations

5.2 LEGAL RESPONSIBILITIES AND INSURANCE

The following taxes shall apply to the business: Turn Over Tax

The following regulations apply to the employees:

Contributions to Social Security & Pensions Fund (NAPSA)

Pay As You Earn contributions to ZRA

The business will need the following licenses and permits:

Business Certificate of Registration

Cost:

K 250.00

Tax Registration Certificate

K _____

Trading licence

K 135.00

Fire and Health Permits

K 400.00

The business will have the following insurance:

Fire insurance

K 3,600.00

Other legal responsibilities of the business:

Register with Zambia Public Procurement Authority (ZPPA)

K 350.00

6.1 PRODUCT COSTING FORM

Product 1: Fresh Cassava tubers

1. VARIABLE COST PER ITEM

1	2	3	4
Input	Cost of purchase	Estimated quantity per item	Estimated cost Per item
Cassava cuttings (cultivars)	30.00	125	3,750.00
Fertilizers	400.00	5	2,000.00
Labour (planting, weeding & harvesting)	125.00	25	3,125.00
Estimated Variable Cost per item (1) see 6.5			K 8,875.00

2. FIXED COST PER ITEM

Estimated total Fixed Cost per month (2) see 6.3	K 1,950.00
Estimated Variable Cost of the business per month (3) see 6.5	K 8,875.00
Fixed Cost per Variable Cost (4) =(2)/(3)	K 0.22
Estimated Fixed Cost per item (5)=(4) x(1)	K 1,953.00
3. TOTAL COST PER ITEM (6) = (1) + (5)	K 10,828.00

6.1 PRODUCT COSTING FORM

Product 2: Soaked cassava tubers

1. VARIABLE COST PER ITEM

1	2	3	4
Input	Cost of purchase	Estimated quantity per item	Estimated cost Per item
Cassava cuttings (cultivars)	30.00	125	3,750.00
Fertilizers	400.00	5	2,000.00
Labour (planting, weeding, harvesting, soaking)	175.00	25	4,375.00
Estimated Variable Cost per item (1) see 6.5			K 12,200.00

2. FIXED COST PER ITEM

Estimated total Fixed Cost per month (2) see 6.3	K 1,950.00
Estimated Variable Cost of the business per month (3) see 6.5	K12,200.00
Fixed Cost per Variable Cost (4) =(2)/(3)	0.16
Estimated Fixed Cost per item (5)=(4) x(1)	K 1,952.00
3. TOTAL COST PER ITEM (6) = (1) + (5)	K14,152.00

6.1 PRODUCT COSTING FORM

Product 3: Cassava Flour

1. VARIABLE COST PER ITEM

1	2	3	4
Input	Cost of purchase	Estimated quantity per item	Estimated cost Per item
Cassava cuttings (cultivars)	30.00	125	3,750.00
Fertilizers	400.00	5	2,000.00
Labour (planting, weeding, harvesting, soaking & drying)	225.00	25	5,625.00
Processing & packaging material	5.50	1,875	10,313.00
Estimated Variable Cost per item (1) see 6.5			K 21,668.00

2. FIXED COST PER ITEM

Estimated total Fixed Cost per month (2) see 6.3	K 1,950.00
Estimated Variable Cost of the business per month (3) see 6.5	K 21,668.00
Fixed Cost per Variable Cost (4) =(2)/(3)	0.10
Estimated Fixed Cost per item (5)=(4) ×(1)	K 2,167.00
3. TOTAL COST PER ITEM (6) = (1) + (5)	K 23,835.00

6.1 PRODUCT COSTING FORM

Product 4: Cassava Chips

1. VARIABLE COST PER ITEM

1	2	3	4
Input	Cost of purchase	Estimated quantity per item	Estimated cost Per item
Cassava cuttings (cultivars)	30.00	125	3,750.00
Fertilizers	400.00	5	2,000.00
Labour (planting, weeding, harvesting, soaking, drying, slicing and grading)	225.00	25	5,625.00
Estimated Variable Cost per item (1) see 6.5			K 11,375.00

2. FIXED COST PER ITEM

Estimated total Fixed Cost per month (2) see 6.3	K 1,950.00
Estimated Variable Cost of the business per month (3) see 6.5	K 11,375.00
Fixed Cost per Variable Cost (4) =(2)/(3)	0.17
Estimated Fixed Cost per item (5)=(4) x(1)	K 1,934.00
3. TOTAL COST PER ITEM (6) = (1) + (5)	K 13,309.00

6.1 PRODUCT COSTING FORM

Product 5: Cassava cuttings

1. VARIABLE COST PER ITEM

1	2	3	4
Input	Cost of purchase	Estimated quantity per item	Estimated cost Per item
Cassava cuttings (cultivars)	30.00	125	3,750.00
Fertilizers	400.00	5	2,000.00
Labour (planting, weeding & cutting)	334.00	25	8,350.00
Estimated Variable Cost per item (1) see 6.5			K 14,100.00

2. FIXED COST PER ITEM

Estimated total Fixed Cost per month (2) see 6.3	K 1,950.00
Estimated Variable Cost of the business per month (3) see 6.5	K 14,100.00
Fixed Cost per Variable Cost (4) =(2)/(3)	0.14
Estimated Fixed Cost per item (5)=(4) x(1)	K 1,974.00
3. TOTAL COST PER ITEM (6) = (1) + (5)	K 16,074.00

6.1 PRODUCT COSTING FORM

Product 6: Dried Cassava Leaves

1. VARIABLE COST PER ITEM

1	2	3	4
Input	Cost of purchase	Estimated quantity per item	Estimated cost Per item
Cassava cuttings (cultivars)	30.00	125	3,750.00
Fertilizers	400.00	5	2,000.00
Labour (planting, weeding & processing)	434.00	25	3,125.00
Packaging material	0.10	4,800	480.00
Estimated Variable Cost per item (1) see 6.5			K 9,355.00

2. FIXED COST PER ITEM

Estimated total Fixed Cost per month (2) see 6.3	K 1,950.00
Estimated Variable Cost of the business per month (3) see 6.5	K 9,355.00
Fixed Cost per Variable Cost (4) =(2)/(3)	0.21
Estimated Fixed Cost per item (5)=(4) x(1)	K 1,965.0
3. TOTAL COST PER ITEM (6) = (1) + (5)	K 11,320.00

6.2 PRODUCT COSTING FORM

FIXED COST CHARGE (%)

$$\text{TOTAL FIXED COST PER MONTH (2)} \quad (\text{see section 6.3}) \quad = \quad \frac{1,950}{6,464} \times 100 \quad = \quad 30. \%$$

TOTAL VARIABLE COST PER MONTH (3) (see section 6.6) 6,464 FIXED COST CHARGE (4)

(an average of total average costs K 77,573.00)

	1	2	3
Product	Variable Cost per item (K) (1)	Fixed Cost per item (K) (5) = (1) x (4)	Total Cost per item (K) (6) = (1) + (5)
Fresh cassava tubers	14.20	426	440.00
Soaked cassava tubers	19.52	585.6	605.00
Cassava flour	11.57	347.1	359.00
Cassava chips	6.07	182.1	188.00
Cassava cuttings	4.00	120.	124.00
Dried cassava leaves	1.92	57.6	60.00

6.3 FIXED COST FORM

Details	Cost per month (K)
Rent (see section 2.4)	650.00
Electricity & water including waste water	365.00
Licenses (for Trading) at K 135 per year	11.00
City Council Market fees (for both direct and retail sales)	75.00
Insurance at K 3,600.00 per year	300.00
Labour (see section 4.2)	5,513.00
Consumables including recycling and disposal (communication & stationary)	224.00
Depreciation (see section 6.4)	754.00
Transport	500.00
Repairs	350.00
Marketing (promotion) costs (see section 2.5)	2,876.00
Legal Business Certificates & Permits at K 1,000.00 per year	83.00
Total Fixed Cost per month	11,701.00

NB: K 11,701.00 is divided by the 6 products = K 1,950.00 Fixed Costs per month

6.4 DEPRECIATION FORM

FIXED ASSET	Estimated cost of purchase (K)	Estimated life of the fixed asset	Depreciation per year (K)
Ox cart	10,000.00	5	2,000.00
Oxen	12,000.00	5	2,400.00
Plough & Trek chain	1,500.00	5	300.00
Hoes	500.00	5	100.00
Plastic drums	3,500.00	5	700.00
Storage/store room	25,000.00	25	1,000.00
Solar dryer	10,000.00	5	2,000.00
Buffalo Bicycle	1,500.00	5	300.00
Weighing scales	500	2	250.00
Total			9,050.00

6.5 TOTAL VARIABLE COST PER MONTH

Products	Quantity produced per month (see section 3)	Variable cost per item (K) (section section 6.1)	Total variable cost per month (K)
Product 1: Fresh Tubers	625	14.20	8,875.00
Product 2: Soaked Tubers	625	19.52	12,200.00
Product 3: Cassava Flour	1,875	11.57	21,668.00
Product 4: Cassava Chips	1,875	6.07	11,375.00
Product 5: Cassava Cuttings	3,550	4.00	14,100.00
Product 6: Dried Cassava Leaves	4,850	1.92	9,355.00
	Total Variable Cost per month		77,573.00

6.6 MONTHLY PURCHASE FORM

Product	Estimated number of items sold per month (K) (see section 3)	Variable Cost per item (Purchase price) (K)	Total Variable Cost per month (K)
Fresh Tubers	625	14.20	8,875.00
Soaked Tubers	625	19.52	12,200.00
Cassava Flour	1,875	11.57	21,668.00
Cassava Chips	1,875	6.07	11,375.00
Cassava Cuttings	3,550	4.00	14,200.00
Dried Cassava Leaves	4,800	1.92	9,216.00
	Total Variable Cost per month		77,534.00

7.1 SALES PLAN

[illegible]

	Sales Value(K) (3)	4,200	4,200	4,200	4,125	4,125	4,125	4,125	4,125	4,125	4,125	4,125	3,750	3,750	48,975
Product4: Chips	Sales volume	130	130	140	150	180	185	185	150	180	175	140	130		1,875
	Sales price (K)	20	20	20	15	15	15	15	15	15	15	20	20		
	Sales Value(K) (4)	2,600	2,600	2,800	2,250	2,700	2,775	2,775	2,250	2,700	2,625	2,800	2,600		31,475
Product5: Cuttings (cultivars)	Sales volume	500	500	500	500	300	-	-	100	150	200	300	500		3,550
	Sales price (K)	15	15	15	15	15	-	-	15	15	15	15	15		
	Sales Value(K) (5)	7,500	7,500	7,500	7,500	4,500	-	-	1,500	2,250	3,000	4,500	7,500		53,250
Product6: Dried Leaves	Sales volume	600	600	600	500	400	200	200	200	250	300	450	500		4,800
	Sales price (K)	5	5	5	5	5	7	7	7	7	7	5	5		

	Sales Value(K) (6)	3,000	3,000	3,000	3,000	2,500	2,000	1,400	1,400	1,400	1,750	2,100	2,250	2,500	26,300
Total	Sales Value	25,175	25,175	25,375	25,525	22,475	17,450	17,450	17,450	18,425	19,975	21,000	21,175	24,225	263,425

11/11

7.2 COST PLAN

Product	Details	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Product1: Fresh Tubers	Production volume	48	48	48	55	55	55	55	55	55	55	48	48	625
	Variable cost per item(K)	14.20	14.20	14.20	14.20	14.20	14.20	14.20	14.20	14.20	14.20	14.20	14.20	
	Total													
Product2: Soaked Tubers	Variable Cost(K) (1)	682	682	682	781	781	781	781	781	781	781	682	682	8,877
	Production volume	41	41	41	60	60	60	60	60	60	60	41	41	625
	Variable cost per item(K)	19.5	19.5	19.5	19.5	19.5	19.5	19.5	19.5	19.5	19.5	19.5	19.5	
Product3: Production	Total													
	Variable Cost(K) (2)	800	800	800	1,170	1,170	1,170	1,170	1,170	1,170	1,170	800	800	12,190
	Production	140	140	140	165	165	165	165	165	165	165	150	150	1,875

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	Variable Cost(K) (5)	2,000	2,000	2,000	2,000	1,200	-	-	400	600	800	1,200	2,000	14,200
Product6: Dried Leaves	Production volume	600	600	600	500	400	200	200	200	250	300	450	500	4,800
	Variable cost per item(K)	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	1.92	
	Total													
	Variable Cost(K) (6)	1,152	1,152	1,152	960	768	384	384	384	480	576	864	960	9,216
Total	Variable Costs	7,043	7,043	7,104	7,732	6,922	5,368	5,368	5,556	6,034	6,299	6,132	6,967	77,568
Total	Fixed Costs	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	23,400
Total	Costs	8,993	8,993	9,054	9,682	8,872	7,318	7,318	7,506	7,984	8,249	8,082	8,917	100,968

7.3 PROFIT PLAN

Details	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	De	Total
Total sales Value (1)	25,175	25,175	25,375	25,525	22,475	17,450	17,450	18,425	19,975	21,000	21,175	24,225	263,425
(see section 7.1)													
Total Variable Cost (2)	7,043	7,043	7,104	7,732	6,922	5,368	5,368	5,556	6,034	6,299	6,132	6,967	77,568
(see section 7.2)													
Gross Profit (3) = (1) - (2)	18,132	18,132	18,271	17,793	15,553	12,082	12,082	12,869	13,941	14,701	15,043	17,258	185,857
Total Fixed cost (4)	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	1,950	23,400
Net Profit (5) = (3) - (4)	16,182	16,182	16,321	15,843	13,603	10,132	10,132	10,919	11,991	12,751	13,093	15,308	162,457

7.4 CASH FLOW PLAN (FOR 2019 ONLY)

	Details	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Cash	1. Cash at the beginning of the month (1)	-	-	-	-	-	-	-	-	157,500	120,858	109,716	103,674	
	2. Cash from cash sales	-	-	-	-	-	-	-	-	-	-	-	-	-
	3. Cash from credit sales	-								-	-	-	-	
In	4. Other cash in									-	-	-	-	
	5. Total Cash in (2)									157,500	120,858	109,716	103,674	
Cash	6. Purchase of goods									15,000	8,500	3,500	-	27,000
	7. Payment of wages									2,292	1,292	2,292	2,292	9,168
	8. Purchase of equipment									17,500	-	-	-	17,500
	9. Loan repayment									-	-	-	-	
Out	10. Other payments									1,850	350	250	250	2,700
	11. Total cash out (3)									36,642	11,142	6,042	2,542	56,368
	12. Cash at month end (4) = (1) +(2) -(3)									120,858	109,716	103,674	101,132	

8. REQUIRED START-UP CAPITAL

For the period from: **September 2019**

To: **August 2022**

INVESTMENTS		Amount
Business Premises		
<ul style="list-style-type: none"> • Construction of storage (store room) • Cassava cuttings & Transport (K 15,000.00 & K 3,500.00 respectively) • Fertilizer 		25,000.00 18,500.00 8,000.00
Equipment		
<ul style="list-style-type: none"> • Processing/soaking plastic drums • Ox cart • Oxen • Plough & Trek chains • Hand hoes • Weighing scales • Buffalo bicycle 		3,500.00 10,000.00 6,000.00 1,500.00 500.00 500.00 1,500.00
TOTAL FIXED ASSESTS		75,000.00
WORKING CAPITAL		

<ul style="list-style-type: none"> • Cassava processing fees & packaging material • Measuring ropes and Tying twines • Licenses & fees • Marketing expenses • Salaries & wages • Rent & insurance • Electricity & water • Maintenance & repairs • Transport, communication & stationary • Contingency for emergence 	10,313.00 7,500.00 1,035.00 2,876.00 27,500.00 9,000.00 4,380.00 3,900.00 8,688.00 7,308.00
TOTAL WORKING CAPITAL	82,500.00
TOTAL START UP CAPITAL	157,500.00

9.1 SOURCES OF START-UP CAPITAL

	Amount
Required start-up capital	157,500.00
SOURCES OF START-UP CAPITAL	
<ul style="list-style-type: none"> Owner's equity (In kind contribution) one of investment fund (Caritas Czech Republic) 	-
	157,500.00
Total (must be the same amount as the required start-up capital)	157,500.00
Collateral (if applying for a loan)	

9.2 LOAN REPAYMENT SCHEDULE (NOT APPLICABLE)

Loan provider: _____

Total Amount borrowed: K _____ Loan period: _____ Installment period: _____

Interest rate: _____ Grace period: _____ 1st year capital cost: K _____ (see section 7.2)

Insurance policy: _____

Installment period	Outstanding capital	Installment	Capital repayment	Interest	Insurance
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					
11.					
Total					