Smallholder Agribusiness and Resilience Project (SARP)

Youth Entrepreneurship Development Programme - Matching Grant Assistance

BUSINESS PROPOSAL

Proposed Agribusiness :………………………………………………………………………………………

Type of Business: Start-up: ☐ Scale up: ☐

1. **Applicant's Details**
   a. **Personal Information**

Full Name:		
Address:		
NIC No:	**Mobile:** **WhatsApp:**	**Email:**
Date of Birth:	**Age:**	
Gender: M / F		
Educational Qualifications:		
District:	**Divisional Secretariat:**	
Grama Niladhari Division (GND):	**Agrarian Service Center (ASC):**	
Existing Land and Building Status & Ownership:		
Owned ☐ Leased ☐ Other………………………………………………………………		
Land Extend (Acre):	Size of building/ structure (Sqft):	Other (If any):
Related Experience	:	

b. **Business Information (If exist)**

Business Name	:
Business Address	:
T.P. Number	:
Nature of the business (sector/ industry)	:
Scale of the business (Investment cost, Annual turnover and etc..)	:
Experience (Years)	:
Is this business profitable?	: Yes ☐ No ☐
If yes, indicate the annual net profit	
Product/s or services	:
Brand Name (If available)	:

Is your business registered?	: Yes ☐ No ☐
If registered provide information	
Registration number and authority	:

Financial plan for proposed business			
Total investment	Own contribution	Proposed Bank Loan	SARP Contribution

Signature of the applicant and date	Signature: Date:

2. Executive Summary

Provide brief overview of the business idea, Target Market, key products/ services, expected outcome and funding/ support requested

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3. Background & Rationale

Current situation in your target agribusiness sector, why this business is needed and opportunities for growth and innovation

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4. Objectives

General Objective- Main goal of the business
(e.g. Establish a profitable youth-led organic farm)
Specific objectives (Measurable targets)
(e.g. Produce 500 kg of organic vegetables monthly)

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5. Business Description

Type of agribusiness, product or services, sizes/ land extends and etc.

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6. Market Analysis

Target customer, customer needs, Market size and trends, Marketing and sales strategy

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7. Others

Social & Environmental impact
Risk analysis and assumptions
Succession plan

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8. Financial Plan

i) **Expenditure -projections**- Min-3 years*. (Please use provided table, if need provide additional information separately)*

Table-1:

Expenditure details	***Year-1***	***Year 2***	***Year 3***
Raw material	*XX,XXX*	*XXX,XXX*	*XXX,XXX*
Laboure cost	*XX,XXX*	*XXX,XXX*	*XXX,XXX*
Overheads	*XX,XXX*	*XXX,XXX*	*XXX,XXX*
Others (Running cost)	*XX,XXX*	*XXX,XXX*	*XXX,XXX*
Total working cost	***XX,XXX***	***XXX,XXX***	***XXX,XXX***
Capital cost			
- ……	*XXX,XXX*	---	…
- …	*XXX,XXX*		
Total capital	*X,XXX,XXX*	---	…
Total cost	***X,XXX,XXX***	***X,XXX,XXX***	***X,XXX,XXX***

ii) **Revenue projections** Min-3 years *(Please use provided table, if need provide additional information separately)*

Table-2:

Revenue details	***Year-1***	***Year 2***	***Year 3***
Sales income	*X XX,XXX*	*XXX,XXX*	*XXX,XXX*
………	*XX,XXX*	*XXX,XXX*	*XXX,XXX*
Other income	*XX,XXX*	*XXX,XXX*	*XXX,XXX*
Total income	*X, XXX,XXX*	*X,XXX,XXX*	*X,XXX,XXX*

Item	***Year-1***	***Year 2***	***Year 3***
Net Operating income (before loan repayment and taxes)	*XXX,XXX*	*XXX,XXX*	*XXX,XXX*

iii) Investment plan- *(Please use provided table)*

Table-3 Investment plan for the proposed business

Description	**Unit**	**Unit price**	**Entrepreneurs' Contributions (Rs.)**	**SARP Contributions (Rs.)**	**Proposed Bank Loan (Rs.)**	**Total Cost (Rs.)**
Fixed Assets						
Constructions- (Eg. Shed/ Greenhouse etc.)				XXX,XXX		XXX,XXX
……			XXX,XXX			XXX,XXX
Machineries and equipment (Eg. Micro Irrigation System, Insect proof net, Solar water pump etc.)			XXX,XXX	XXX,XXX		XXX,XXX
…..					XXX,XXX	XXX,XXX
Other Equipment/ tools			XXX,XXX	XXX,XXX		XXX,XXX
……			XXX,XXX			XXX,XXX
Total Fixed Assets			**XXX,XXX**	**XXX,XXX**		**XXX,XXX**
Initial working capital						
Initial preparation cost (Land preparation, Value addition related and etc.)			XXX,XXX			XXX,XXX
Raw Materials			XX,XXX			XX,XXX
Cost of inputs			XXX,XXX			XXX,XXX
Initial labour charges			XX,XXX			XX,XXX
Transport, Admin and Management cost (Initiation cost)			XX,XXX			XX,XXX
Others (including utilities)			XXX,XXX			XXX,XXX
Total initial working capital			**XXX,XXX**			**XXX,XXX**
Total Project Cost			**X,XXX,XXX**	**XXX,XXX**	**XXX,XXX**	**X,XXX,XXX**
Contribution %			**XX%**	**XX%**	**XX%**	**100%**

iv) **Loan repayment details (If loan proposed)**

a) Expected Loan repayment period - ……..
b) Monthly instalment (including interest) Rs. ………….

9. Financial analysis

a) Net Profit Margin (%) = …………… (Net Profit ÷ Revenue) × 100%
b) Return On Investment (ROI %) = ………… (Net Profit / Total cost of Investment) x 100
c) Payback Period = ………. (Initial Investment ÷ Annual Cash Inflow (Net)
d) Debt Service Coverage Ratio (DSCR) = …… (Net Operating Income /Total Debt Service)

10. Recommendation by relevant government officer

(Relevant line agency such as Department of Agriculture, Department of Animal Production & Health and etc.)
Recommendation includes all relevant estimated cost of the above proposed agribusiness proposal.

Comments by relevant officer:

Name of the officer:

Official rubber stamp with designation:

Signature and date:

Note:

1. *SARP intervention- encourage to consider capital requirement for modern technologies, machineries and equipment for agribusiness value addition.*
2. *Maximum SARP contribution is 45% from the total investment*
3. *If loan proposed, owner contribution should be minimum 10% from the total investment*

Please attached following

1. *Approved (line agency) plan and estimate for any structures involved. (E.g. Cattle shed)*
2. *Current site photoes*
3. *Document to proof relevant cost (Quotation/ BOQ and etc.)*
4. *Copy of land ownership or any other proof documents*
