**Business Idea Profile Template**

**St. Vincent and the Grenadines (SVG)**

**PRODUCTIVE ALLIANCE SUMMARY**

|  |  |  |  |
| --- | --- | --- | --- |
| 1. **Proponent (Institution Submitting Proposal)**   Choose an item. | | 1. **Category:** Choose an item. 2. **Sub-Category:** Choose an item. | |
| 1. **Potential Value Chain** | | Category: Choose an item.  Value Chain: Choose an item. | |
| 1. **Name of Productive Alliance** | |  | |
| 1. **Business Name (AA/Proponent)** | |  | |
| 1. **Business Address (AA)** | |  | |
| 1. **Contact Person/ Position** | |  | |
| 1. **Contact Information** | |  | |
| 1. **Type of Supplying Partners** | | Choose an item. | |
| 1. **Number of Supplying Partners (FFs)** | |  | |
| 1. **Lead Focal Point Name (FF)** | |  | |
| 1. **Lead Focal Point for FF Address (FF)** | |  | |
| 1. **Lead Focal Point for FF Contact information** | |  | |
| 1. **Type of Financial Institution (AAs)** | | Choose an item. | |
| 1. **Name of Financing Institution** | |  | |
| 1. **Type of Financial Institution (FFs) (List)** | |  | |
| 1. **Name(s) of Financing Institutions** | |  | |
| 1. **Estimated Total Investment AAs (EC$):** | | 1. **Grant Amount AAs (EC$):** | |
| 1. **Estimated Total Investment FFs (EC$):** | | 1. **Grant Amount FFs (EC$):** | |
| 1. **Estimated Total Investment PA (EC$):** | | 1. **Grant Amount PA (EC$):** | |
| 1. **Est. of Projected Avg. Annual Sales (EC$):** | **Domestic (EC$):** | | **Export (EC$):** |
| **Date of first submission/ version number:** | | *[2019-05-27] [V.1]* | |
| **Date of final submission/ version number** | | *[2019-07-28] [V.2]* | |

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| EXECUTIVE SUMMARY (Max 500 words) |
| --- |
| ***Characteristics of AA (Max 100 Words)*** |
| *Briefly summarize your business (highlight legal status, years in operations, ownership, etc)* |
| ***Description of Productive Alliance (Max 100 Words)*** |
| *Briefly describe the goals and objectives of the productive alliance in commercial terms and how it plans to achieve them including relationship with Suppliers, FFs, buyers, FIs etc.* |
| ***Production, Marketing and Sales Plan (Max 100 Words)*** |
| *Summarize key elements of the products, marketing and sales arrangements under the alliance.* |
| ***Economic, Social and Environmental considerations (Max 100 Words)*** |
| *Summarize the potential economic, environmental and social risks associated with the business operations of the Productive Alliance and the proposed mitigation measures to minimize these risks*. |
| ***Investment Requirement & Financial Projections (Max 100 words)*** |
| *Summarize the investment requirements by AAs and FFs, proposed financing arrangements,* |

| SECTION 1: CHARACTERISTICS OF AA | | |
| --- | --- | --- |
| **1.1: Business Name** |  | |
| **1.2: Type of Business** | Choose an item. | |
| **1.3: Date Registered[[1]](#footnote-1)** | 30/05/2019 | |
| **1.4: Years in Business** | Choose an item. | |
| **1.5: Business History (Max 150 words)** | | |
| *Brief History of Business* | | |
| **1.6: Business Address** | | |
|  | | |
| **1.7: Ownership** | | |
| *Who is/are the owners/directors/administrators of the business? For Cooperatives, producer organizations and similar organizations provide information on number of members, composition of board of directors. Disaggregate all information by age and gender in* ***Appendix 1****.*   |  |  |  |  | | --- | --- | --- | --- | | **Name** | **Position** | **Age Group** | **Gender** | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. |  | Choose an item. | | | |
| **1.8: Name and Position of Contact Person** |  | |
| **1.9: Contact Information** | | |
| *Address:*  *Mobile Number:*  *Telephone Number:*  *Email Address:* | | |
| **1.10: Management Team** | | |
| *Names of persons who have day-to-day responsibility for managing other individuals and maintaining responsibility for key business functions (Manager, Accountant) and their positions in the business*  **Table 1.1: Management Team**   |  |  |  |  | | --- | --- | --- | --- | | NAME | POSITION | GENDER | AGE GROUP | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. | Choose an item. | |  |  |  |  | | | |
| **1.11: Employees** | | |
| *Number of full time and part time employees disaggregated by age and gender. Provide details in* ***Appendix 2 -*** *(Add rows if needed)* | | |
| **1.12: Products and Services offered** | | |
| *List and briefly describe the products/product groups and services that you currently offer to buyers. Attach detailed product list if applicable.*   |  |  | | --- | --- | | **Products/Product Group** | **Description** | |  |  |  |  |  | | --- | --- | | **Services** | **Description** | |  |  | | | |
| **1.13: How long have you been providing these products and services?** | | Choose an item. |
| **1.14: Where do you obtain your products for sale?** | Choose an item. | |
| **1.15: Suppliers** | | |
| *Who are your current suppliers? Include name, address, product supplied, amounts if possible, formal or informal arrangement, etc.*   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | Name | Address | Products | Amount | Arrangement | Other | |  |  |  |  |  |  | |  |  |  |  | Choose an item. |  | |  |  |  |  | Choose an item. |  | |  |  |  |  | Choose an item. |  | |  |  |  |  | Choose an item. |  | |  |  |  |  | Choose an item. |  | |  |  |  |  | Choose an item. |  |   *Any additional information you may wish to provide*. | | |
| **1.16: Financial Statements** | | |
| *Please answer the following:*   1. **Do you have Financial Statements for the last two years?** Choose an item. 2. **If answer to (a) is no, please fill out form attached in Appendix A and B.** 3. **If yes, are these Statements audited?** Choose an item. | | |
| **1.17: Credit Rating** | | |
| 1. **Can you provide the minimum co-financing required for the project from your own resources?** Choose an item. 2. **If ‘No’ would you require financing from a Financial Institution?** Choose an item. 3. **Evidence of Credit Standing with Financial Institution attached?** Choose an item. | | |

|  |
| --- |
| SECTION 2: OTHER PRODUCTIVE ALLIANCE MEMBERS |
| **2.1: Farmers and Fishers** |
| *List participating FFs for this Alliance (Disaggregate by Gender/ Age/products). Add rows as needed.*  **Table 2.1.1. List of FFs**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | Name | Gender | Age Group | Products | Status of Agreement with AA | Registered (Yes/No) | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | |  | Choose an item. | Choose an item. |  | Choose an item. | Choose an item. | | Total |  |  |  |  |  |   ***Total # Employees*** *(Disaggregate by Gender/ Age).*  **Table2.1.2: FFs disaggregated by Age and Gender**   |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | | Name FF | Total # Employees | # Employees by Gender | | # Employees by Age Group | | | | | **# Males** | **# Females** | **# <35** | **# 36-45** | **# 46-69** | **# >60** | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | |  |  |  |  |  |  |  |  | | Total |  |  |  |  |  |  |  | |
| **2.2: Buyers** |
| *List of Buyers*  **Table 2.2.1: List of Buyers**   | **Name** | **Products** | **Type of Agreement** | **Legally Established (Yes/No)** | | --- | --- | --- | --- | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | |  |  | Choose an item. | Choose an item. | | **Total** |  |  |  |   *For each buyer please verify that they have provided the following? (Copy for additional Buyers if applicable)*   |  |  | | --- | --- | | **BUYER NAME # 1:** |  | | **Type of Buyer** | Choose an item. | | **Has potential Buyer provided an official ‘Expression of Interest’ to AA:**  Choose an item. | | | **Product Specifications:** Choose an item. | | | *Please specify the following:* | | | - **Proposed buyer has physical offices and legal representative in country** Choose an item. | | | - **Buyer Legal Status**: Choose an item. | | | **- Estimated Annual Purchases/Sales of Buyer:** Choose an item. | | | - **Buyer Credit History:** Choose an item. | | | - **Years Buying from AA:** Choose an item. | | | - Buyer Payment History (If available): Choose an item. | |  |  |  | | --- | --- | | **BUYER NAME # 2:** |  | | **Type of Buyer** | Choose an item. | | **Has potential Buyer provided an official ‘Expression of Interest’ to AA:**  Choose an item. | | | **Product Specifications:** Choose an item. | | | *Please specify the following:* | | | - **Proposed buyer has physical offices and legal representative in country** Choose an item. | | | - **Buyer Legal Status**: Choose an item. | | | **- Estimated Annual Purchases/Sales of Buyer:** Choose an item. | | | - **Buyer Credit History:** Choose an item. | | | - **Years Buying from AA:** Choose an item. | | | - Buyer Payment History (If available): Choose an item. | |  |  |  | | --- | --- | | **BUYER NAME # 3:** |  | | **Type of Buyer** | Choose an item. | | **Has potential Buyer provided an official ‘Expression of Interest’ to AA:**  Choose an item. | | | **Product Specifications:** Choose an item. | | | *Please specify the following:* | | | - **Proposed buyer has physical offices and legal representative in country** Choose an item. | | | - **Buyer Legal Status**: Choose an item. | | | **- Estimated Annual Purchases/Sales of Buyer:** Choose an item. | | | - **Buyer Credit History:** Choose an item. | | | - **Years Buying from AA:** Choose an item. | | | - Buyer Payment History (If available): Choose an item. | | |
| **2.3: Technical Assistance Provider(s)** |
| *Would you foresee the need for Technical Assistance or Business Development services for the successful implementation of the productive alliance? Please describe the nature of the services and likely service providers.* |
| **2.4: Financial Institution** |
| *Please provide name and address of proposed Financing Institution, if appropriate.* |

| SECTION 3: BUSINESS IDEA FOR PROPOSED PRODUCTIVE ALLIANCE |
| --- |
| **3.1: Productive Alliance and Value Chain Description (Max. 250 Words)** |
| *Briefly describe the business model for the Productive alliance*. *Describe the key stakeholders, planned activities (production, products, markets, marketing, technology to be applied)* |
| **3.2: Products to be provided under the PA** |
| *Describe the products to be provided under the PA including product quality requirements, volumes and levels of demand throughout the year.* |
| **3.3: Innovation Max. 100 words)** |
| *Please indicate any innovative solutions (technological, organizational, marketing, etc.) to be incorporated into the PA in order to improve efficiency and/or to better conform to market demands for both FF and AA.* |
| **3.4: Value Addition/Creation (Max 150 words)** |
| *Describe any transformation or other type of value adding element (e.g. selection, grading, packing, certification, distribution) that will be incorporated by the FF and/or AA within the framework of the PA.* |
| **3.5.: Market (Max 250 words)** |
| *Briefly describe the market being served by the Buyer, including market trends and preferences, demanded attributes (quality, health and safety, production and manufacturing processes and certifications, etc.) historical and current prices, main competitors, substitute products, etc. Describe how the product to be supplied by the AA conforms to market demands.* |

| SECTION 4: PRODUCTION PLAN |
| --- |
| **4.1: Production Strategy (ies)** |
| *Outline the production objectives, challenges, opportunities and proposed actions and approaches to achieve the production targets, goals and objectives for both AAs and FFs*. |
| **4.2: Coordination of Production Planning by AA with FFs and Buyers (Max. 250 Words)** |
| *Describe the processes that will be used for contracting FFs. the scheduling of production, allocation and utilization of production resources (materials and supplies, lands, buildings, equipment, Labour, transport, packaging), delivery of production orders, contingency planning, payment arrangements to FFs and by Buyers etc.*  . |
| **4.3: Production Plan Summary (AA)** |
| *Summarize monthly requirements from buyers and value.*  ***Table 4.3.1: Buyers Product Requirement from AA***   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | **PRODUCTS** | **ITEM** | **MONTH** | | | | | | | | | | | | **Total** | | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | | ***Product 1*** | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value[[2]](#footnote-2)*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Product 2*** | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Product 3*** | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Product 4*** | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Product 5*** | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***TOTAL*** | ***Lbs. product (1+2)*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC $***  ***(total value / total lbs)*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value product (1+2)*** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | | **4.4: Production Plan Summary (FFs)** |   ***Table 4.4.1: Summary of Product Deliveries required by AA from FFs (Include a yearly forecast as appendix)***   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | **FF NAME** | **PRODUCTS** | **ITEM** | **MONTH** | | | | | | | | | | | | **Total** | | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | | ***FF1*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value[[3]](#footnote-3)*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF2*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF3*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF4*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF5*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF6*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF7*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF8*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF9*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***FF10*** |  | ***Lbs.*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Price EC$*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***Value*** |  |  |  |  |  |  |  |  |  |  |  |  |  | | ***TOTAL*** |  | ***Lbs.*** *(all FFs product)* |  |  |  |  |  |  |  |  |  |  |  |  |  | |  | ***Price (****total value / total lbs****)*** |  |  |  |  |  |  |  |  |  |  |  |  |  | |  | ***Value (****all FFs* ***value)*** |  |  |  |  |  |  |  |  |  |  |  |  |  | |
| **4.5: Production Challenges, Root Causes, Risks & Mitigation Measures** |
| *Outline the production challenges, risks, root causes and mitigation measures that would be applied to address these issues using the table below. Production risks include weather, pest & diseases, resource availability e.g. Labour, machinery & equipment, etc.*  **Table 4.4: Production Risk Analysis**   |  |  |  |  | | --- | --- | --- | --- | | **CHALLENGES** | **ROOT CAUSES** | **RISKS** | **MITIGATION MEASURES** | |  |  |  |  | |  |  |  |  | |  |  |  |  |   ***Provide information on the use of pesticides and other agro-chemicals in your production operations***  . |

| SECTION 5: SALES PLAN FOR ALLIANCE |
| --- |
| **5.1: Customer Segments** |
| *Define the different customer segments for the products offered under the productive alliance. This may include detail product description, of product quality, packaging, place of delivery, demographics, prices offered, geographic distribution, preferences, etc.* |
| **5.2: Target Market Segment Strategy (Max 150 words)** |
| *Describe your target market, why you are targeting this market segment* |
| **5.3: Marketing & Sales Strategy (Max 150 Words)** |
| *Describe your sales process, services, order processing, messaging, etc.* |
| **5.4: Sales Forecast** |
| *Provide estimated forecast for the first 5 years broken down monthly for first year*.  **Table 5.4.1: Forecast sales of FF to AA (EC$)**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | **PRODUCTS** | **TOTAL** | | | | | | **YR1** | **YR2** | **YR3** | **YR4** | **YR5** | |  |  |  |  |  |  | |  |  |  |  |  |  | |  |  |  |  |  |  | |  |  |  |  |  |  | |  |  |  |  |  |  | |  |  |  |  |  |  | |
| **5.5: Market Risks** |
| *Outline the marketing and sales challenges, risks, root causes and mitigation measures that would be applied to address these issues using the table below Market risks include price volatility, changes in quality specifications, demand and supply fluctuations, etc*   |  |  |  |  | | --- | --- | --- | --- | | **CHALLENGES** | **POTENTIAL IMPACT** | **RISKS** | **MITIGATION MEASURES** | |  |  |  |  | |  |  |  |  | |  |  |  |  | |  |  |  |  | |  |  |  |  | |

| SECTION 6: ENVIRONMENTAL AND SOCIAL CONSIDERATIONS |
| --- |
| **6.1: Social Barriers, Risks and Mitigation Measures** |
| 1. *Please provide a brief overview of the key social (Labour, Crime – praedial larceny, land ownership, Community)*   ***Table 6.1.1: Social Risk Analysis***   |  |  |  |  | | --- | --- | --- | --- | | **BARRIERS** | **POTENTIAL IMPACT** | **RISKS** | **MITIGATION MEASURES** | |  |  |  |  | |  |  |  |  | |  |  |  |  | |
| **6.2: Environmental, Hazards, Risks and Mitigation Measures** |
| *These include: Climate Change – (rainfall, extreme weather conditions, temperature; deforestation); and environmental (biodiversity; soil degradation; waste; pollution) risks (potential negative consequences to a business that result from its impacts) and any mitigation measures related to the proposed business.*  ***Table 6.2: Environmental Risk Analysis***   |  |  |  |  |  | | --- | --- | --- | --- | --- | | **CHALLENGES** | **HAZARD** | **RISK** | **POTENTIAL IMPACT** | **MITIGATION MEASURES** | | Climate change |  |  |  |  | |  |  |  |  | |  |  |  |  | | Environmental |  |  |  |  | |  |  |  |  | |  |  |  |  |  |   *Provide information on storage, protection, disposal, etc. of* ***pesticides and other agro-chemicals*** *in your production operations* |
| **6.3: Good Agricultural and Manufacturing Practices (Max 150 words)** |
| *Describe how good agricultural and good manufacturing practices will be mainstreamed in the business operations* |
| **6.4: Women and Youth (Max 150 words)** |
| *Outline your business strategy to facilitate women and youth participation* |

| SECTION 7: FINANCIAL INFORMATION, FINANCING AND INVESTMENT PLAN |
| --- |
| **7.1: Assumptions** |
| Market Assumptions:   * Sales Quantity * Market Price Range * Terminal Price * Marketing Cost (Transport, freight, handling, packaging, license and fees etc.) * Other   Production Assumptions:   * Producer Prices * Production Costs * Production Quantities * Other |
| **7.2: Estimated Capital Investment Requirement** |
| AA (Details in Annex)   |  |  |  |  |  | | --- | --- | --- | --- | --- | | INVESTMENTs | Description | Existing | New | Total | | FIXED ASSETS |  |  |  |  | | Land (Improvements) |  |  |  |  | | Buildings/Facilities & Improvement |  |  |  |  | | Irrigation System |  |  |  |  | | Tools/Equipment |  |  |  |  | | Vehicles (Type) |  |  |  |  | | Other |  |  |  |  | | WORKING CAPITAL |  |  |  |  | | Packaging Materials |  |  |  |  | | Production Inputs |  |  |  |  | | Other |  |  |  |  | | TOTAL |  |  |  |  |   FFs   |  |  |  |  |  | | --- | --- | --- | --- | --- | | INVESTMENTs | Description | Existing | New | Total | | FIXED ASSETS |  |  |  |  | | Land (Improvements) |  |  |  |  | | Buildings & Improvement |  |  |  |  | | Irrigation System |  |  |  |  | | Equipment |  |  |  |  | | Vehicles |  |  |  |  | | Other |  |  |  |  | | WORKING CAPITAL |  |  |  |  | | Packaging Materials |  |  |  |  | | Production Inputs |  |  |  |  | | Other |  |  |  |  | | TOTAL |  |  |  |  | |
| **7.3: Financing Plan** |
| AA (SUMMARY for new investments only; please use Annex XX for details)   |  |  |  |  |  | | --- | --- | --- | --- | --- | | ITEMS | SOURCE OF FUNDS (Only for new investments) | | | TOTAL | | **OWNERS EQUITY (Cash Only)** | **LOAN (FI)** | **GRANT** | | FIXED ASSETS |  |  |  |  | | Land (Improvements) |  |  |  |  | | Buildings & Improvement |  |  |  |  | | Irrigation System |  |  |  |  | | Equipment |  |  |  |  | | Vehicles |  |  |  |  | | Other |  |  |  |  | | WORKING CAPITAL |  |  |  |  | | Packaging Materials |  |  |  |  | | Production Inputs |  |  |  |  | | Other |  |  |  |  | | TOTAL |  |  |  |  | | % Total |  |  |  |  |   FF (SUMMARY for new investments only; please use Annex XX for details)   |  |  |  |  |  | | --- | --- | --- | --- | --- | | ITEMS | SOURCE OF FUNDS (0nly for new investments) | | | TOTAL | | **OWNERS EQUITY (Cash Only)** | **LOAN (FI)** | **GRANT** | | FIXED ASSETS |  |  |  |  | | Land |  |  |  |  | | Buildings & Improvement |  |  |  |  | | Irrigation System |  |  |  |  | | Equipment |  |  |  |  | | Vehicles |  |  |  |  | | Other |  |  |  |  | | WORKING CAPITAL |  |  |  |  | | Packaging Materials |  |  |  |  | | Production Inputs |  |  |  |  | | Other |  |  |  |  | | TOTAL |  |  |  |  | | % Total |  |  |  |  | |
| **7.4: Summarized Proforma Annual Financial Projections (AA)** |
| **Projected Cash Flow**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | ITEM | FY1 | FY2 | FY3 | FY4 | FY5 | | CASH INFLOWS |  |  |  |  |  | | a. Cash Investments (Equity) |  |  |  |  |  | | b. Matching Grant(s) |  |  |  |  |  | | c. Sales Revenue |  |  |  |  |  | | d. Total Cash Inflows (a+b+c) |  |  |  |  |  | | CASH OUTFLOWS |  |  |  |  |  | | e. Operating Expenses |  |  |  |  |  | | f. Loan Repayments |  |  |  |  |  | | g. Tax |  |  |  |  |  | | h. Total Cash Outflows (e+f+g) |  |  |  |  |  | | i. Net Cash Flow (d-h) |  |  |  |  |  |   **Projected Income & Expenditure**   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | ITEM | FY1 | FY2 | FY3 | FY4 | FY5 | | a. Sales Revenue |  |  |  |  |  | | b. Cost of Sales/Production Cost |  |  |  |  |  | | c. Gross Margin (a-b) |  |  |  |  |  | | d. Gross Margin % (c/a\*100) |  |  |  |  |  | | e. Selling General & Admin (including depreciation & interest) |  |  |  |  |  | | f. Net Income Before Tax |  |  |  |  |  | | k. Tax |  |  |  |  |  | | l. Net Income After Tax |  |  |  |  |  | |

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| **SECTION 8: SUPPORTING DOCUMENTS SUBMITTED** |
| ☐ Signed Business Profile Submission Letter  ☐ AA Company Registration Certificate  ☐ Financial Statements AA (Last 2 Years)  ☐ Sub Project Agreement AA and FF(s)  ☐ Statement from FP expressing willingness to evaluate request for financing from AA, FF or both  ☐ Credit Reference by a Financing Institution  ☐ Letter of Intent from Buyer to purchase products/ services from AA  ☐ List of FFs with signatures  ☐ Signed Statement by legal representative (principal) of AA certifying that all listed FFs meet eligibility criteria to participate in the project  ☐ Copy of Identification Card of each participating FF (Farmer Registration ID) and the legal representative of the AA  ☐ Calculation tables of estimates of sales, costs, and profitability/ employment generation  ☐ Copy of last year Financial Statement |

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| SECTION 9: APPENDICES |

**APPENDIX 1: OWNERS OF BUSINESS**

|  |  |  |  |
| --- | --- | --- | --- |
| **Name** | **Male** | **Female** | **Age Group** |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
|  |  |  | Choose an item. |
| **Total** |  |  |  |

**APPENDIX 2: LIST OF AA EMPLOYEES *(In case of cooperatives & producer organizations those that are directly involved in Productive Alliance Activities)***

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Name** | **Full Time** | | **Part Time** | | **Age Group** |
| **Male** | **Female** | **Male** | **Female** |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
| **Total** |  |  |  |  |  |

**APPENDIX 3: LIST OF FF EMPLOYEES**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Name** | **Full Time** | | **Part Time** | | **Age Group** |
| **Male** | **Female** | **Male** | **Female** |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
|  |  |  |  |  | Choose an item. |
| **Total** |  |  |  |  |  |

|  |
| --- |
| SECTION 10: ATTACHMENTS |

**ATTACHMENT A: STATEMENT OF REVENUE & EXPENDITURE (INCOME STATEMENT SUMMARY) of AA**

| **ITEM** | **2017** | **2018** |
| --- | --- | --- |
| Total Sales |  |  |
| Cost of Sales |  |  |
| Gross Margin |  |  |
| Selling, General & Admin Expenses |  |  |
| Net Profits |  |  |

**ATTACHMENT B: ASSETS & LIABILITIES (BALANCE SHEET SUMMARY) of AA**

| **ITEM** | **2017** | **2018** |
| --- | --- | --- |
| **ASSETS** |  |  |
| **Current Assets** |  |  |
| *Cash* |  |  |
| *Accounts Receivable* |  |  |
| Other Current Assets |  |  |
| **Total Current Assets** |  |  |
| **Long Term Assets** |  |  |
| *Long Term Assets* |  |  |
| *Accumulated Depreciation* |  |  |
| **Total Long-Term Assets** |  |  |
| **TOTAL ASSETS** |  |  |
| **LIABILITIES** |  |  |
| **Current Liabilities** |  |  |
| *Accounts Payable* |  |  |
| *Current Borrowing* |  |  |
| *Other Current Liabilities* |  |  |
| **Total Current Liabilities** |  |  |
| **Long Term Liabilities** |  |  |
| *Long Term Liabilities* |  |  |
| **Total Long-Term Liabilities** |  |  |
| **TOTAL LIABILITIES** |  |  |
| **EQUITY** |  |  |
| Owners Investment |  |  |
| Retained Earnings |  |  |
| **TOTAL EQUITY** |  |  |
| **Working Capital** |  |  |

1. Attach copy of registration document [↑](#footnote-ref-1)
2. Sales value [↑](#footnote-ref-2)
3. Sales value [↑](#footnote-ref-3)