

**Kingdom of Cambodia
Nation Religion King**



Ministry of Agriculture, Forestry, and Fisheries

General Directorate of Agriculture

Department of Agricultural Cooperative Promotion

Business Plan

.....

20.....

Start from/...../20...

..... **Agricultural Cooperative**

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Business Plan

..... agricultural cooperative was established on/...../..... which is located in village, commune
..... district, province.

For 201..., business plan is developed base on last year result and adopted by general meeting on/...../.....

1 The Summary

Name of AC	
Category of business	
Outline of Business To whom? Of what? And How?	
Purpose and motivation to start the business including the relation with members	
Experience on a similar business	
Competitors	
Selling point comparing with competitors	
Customer	

2 Demand of AC members

No	Services	Remarks	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1														
2														
3														

3 Plan to provide service

No	Service	Remarks	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1														
2														
3														

4 Determination of time to provide service to members

Service Schedule

No.	Name of Village	Name of Member	Size of land (ha)	Service period(hour)	Timeline for service
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					
11					
12					
13					
14					
15					

5 Necessary investment to start the business

5.1 Fixed assets

Necessary investment	Description	Amount of money (USD)	Remarks
1. Land			
2. Building (including construction costs)			
Total			

5.2 Operation costs

Necessary costs	Remarks	Jan	Feb	Mar	April	May	June	July	August	Sept	Oct	Nov	Dec	Total of year
1. Variable costs (1)	2+3+4+5													
	2													
	3													
	4													
	5													
2. Fixed costs (6)	7+8+9													
	7													
	8													
	9													
Total	(1)+(6)													

6 Way of raising necessary funds for investment to start the business

Necessary investment	Amount of money (USD)	Way of raising	Amount of money (USD)	%
1. Costs for procurement of fixed assets		Own fund		
		Capital increase		
		Borrowing from a bank		
		Support from BPAC		
		Others		
2. Operation costs		Own fund		
		Capital increase		
		Borrowing from a bank		
		Support from BPAC		
		Others		
Total				

7 Manpower Plan at the Beginning

Position/job description	Number	Monthly salary	Remark

8 Competitors

	Business content	Target customers	Strong points	Weak points
AC				

9 Comparison of Suppliers

Item	Supplier	Location	Price	Conditions	Strong point	Weak point

10 Comparison of customers

Item	Customer	Location	Price(\$)	Conditions	Strong point	Weak point

11 List of cooperators

	Name	Type of cooperation/support (human resource, good, fund, technology, information, etc.)
Customer		
Supplier		
Governmental agency		
Financial institution		
University/research institute		
Consultant		
Others		

12 Target Turnover

	Remarks	Jan	Feb	Mar	April	May	June	July	August	Sept	Oct	Nov	Dec	Total of year
Total amount of turnover	(3)+(6)+(9)													
Item A														
Unit price (1)														
Volume of sales (2)														
Amount of turnover (3)	(1)*(2)													
Item B														
Unit price (4)														
Volume of sales (5)														
Amount of turnover (6)	(4)*(5)													
Item C														
Unit price (7)														
Volume of sales (8)														
Amount of turnover (9)	(7)*(8)													

13 Estimated Expense

	Remarks	Jan	Feb	Mar	April	May	June	July	August	Sept	Oct	Nov	Dec	Total of year
Variable costs for														
Total of variable costs (1)														
Variable costs for														
Total of variable costs (1)														

Variable costs for

Total of variable costs (3)														
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Fixed costs

Total of fixed costs	(2)													
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Total of the costs	(1)+(2)													
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14 Target profit and loss

	Remarks	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Total of year
Total amount of turnover	(1)													
Total of variable costs	(2)													
Marginal profit (3)	(1)-(2)													
Marginal profit ratio (4)	(3)/(1)													
Total of fixed costs (5)														
Break-even sales (6)	(5)/(4)													
Total of the costs (7)	(2)+(5)													
Current profit (8)	(1)-(7)													
Interest expense (9)														
Business profit	(8)-(9)													

15 Repayment of Loan (Yearly)

Name of bank													
Amount of loan (USD)													
Interest per year (%)													
Period (years)													
	Jan	Feb	Mar	Apr	May	June	July	August	Sept	Oct	Nov	Dec	Total of year
Principal repayment													
Interest payment													
Total payment													
Balance after principal repayment													

....., Date....., Month....., Year 201...

Chairperson of Agricultural Cooperative