

LEGACY INVESTMENTS BUSINESS PLAN

JUDITH NKHOMA



Describe your business

LEGACY INVESTMENTS is a fast food/wholesale water business with more than 30 customers. when given the entraprov loan, we will buy our own refrigerator \$395, deep fryer \$105, flour worth \$200, potatoes 200, this will help us increase our revenue because we are currently renting a fridge which is about \$20 per month and this will help expand our business cause when it comes to food we will be able to have everything available hence strengthening our pool.

EXPLAIN THE PROBLEM.

Shortage of sachets of water, as it is a very big deal this time of the year, and we have a lot of shop owners who need lunch, but there are no quality food places around

EXPLAIN YOUR SOLUTION.

To provide chilled sachet water for both wholesale and retail, and to provide quality fast foods for our customers.

BUSINESS MISSION STATEMENT:

To provide quality, affordable drinks and food to our local area.

HOW LONG HAVE YOU BEEN IN BUSINESS?

3 years.

YOUR NET INCOME

Explain how much your revenue is, what your expenses are, including salaries, and what your profit is.

$\$300 - \$196 = \$104$

SERVICE OR PRODUCT DELIVERABLE:

A Service or Product Deliverable is a specific outcome or item that a company promises to provide to a client as part of a contract or agreement.

Water sachet

Soft drinks

pies

chips

chips mayayi

samosas

DESCRIBE YOUR BEST CUSTOMER:

Shop owners, marketers, and people who come to the market where our shop is located

WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS:

Because we offer quality and affordable foodstuffs in a clean place.

WHAT IS THE MOST COMMON CAUSE FOR A BUSINESS LIKE THIS TO FAIL?

Failure to provide quality and affordable food in a clean place.

HOW CAN YOU AVOID THIS PROBLEM?

By providing quality and affordable food in a clean environment.

LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES: --

Water sachets \$1

Bottled drinks \$0.28

Disposable drinks \$0.5

Chips \$1

Pies \$1.6

Chips Mayayi \$1.4

Samosas \$0.2

HOW DO CUSTOMERS KNOW THAT YOU EXIST?

Location: our shop is located in the middle of the market.

WHY DID YOU CHOOSE THIS BUSINESS?

Food, water, and drinks are in high demand in our area, and I have enough experience in this field.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:

Social media advertising

undertaking promotions

Insert pictures of your business activities here and give a brief explanation of each:



These are water sachets.



These are soft and bottled drinks.

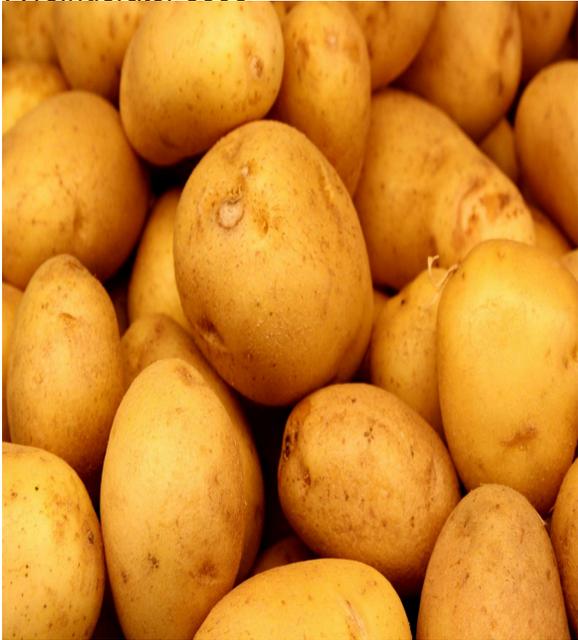
HOW WILL YOU USE THE MONEY? (Include pictures of the product/service (s))



Deep fryer \$105



A refrigerator \$395



Irish potatoes \$200

Total Amount:\$900

Income statement:

Month	9 Months Ago	8 Months Ago	7 Months Ago	6 Months Ago	5 Months Ago	4 Months Ago	3 Months Ago	2 Months Ago	Last Month	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Total
Sales revenue	120	140	150	165	185	200	212	300	310	340	360	423	2,905
Total transactions or units sold	21	21	21	21	25	25	45	50	65	70	85	100	549
Revenue per transaction or unit	6	7	7	8	7	8	5	6	5	5	4	4	5
Expenses													
Self salary	20	20	25	27	30	35	46	50	55	63	75	100	546
Employee salaries	0	0	0	0	0	0	0	0	0	0	0	30	30
Raw materials	5	5	5	5	5	5	5	5	5	10	10	15	80
Store Rent	15	15	15	15	15	15	15	15	15	15	15	40	205
Technology	2	2	2	2	2	2	2	2	2	2	3	4	27
Advertising	0	0	0	0	0	0	0	0	0	5	5	5	15
Transportation	3	3	3	3	3	3	3	3	5	5	5	5	44
Loan repayment	0	0	0	0	0	0	0	0	0	0	0	38	38
Taxes/Fees	0	0	0	0	0	0	0	0	0	0	0	5	5
Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	45	45	50	52	55	60	71	75	82	100	113	242	990
Expense per transaction or unit	2	2	2	2	2	2	2	2	1	1	1	2	-
Net Income to reinvest	75	95	100	113	130	140	141	225	228	240	247	181	1,915
Net Profit Margin	63%	68%	67%	68%	70%	70%	67%	75%	74%	71%	69%	43%	

Cash Flow Statement:

	2 months ago	last month	this month	month 1 forecast	month 2 forecast	month 3 forecast	month 4 forecast
Income	300	310	327	340	360	390	490
- Fixed expenses	-150	-147	-132	-178	-184	-185	-192
- Loan payment	0	0	0	0	-38	-38	-38
- Variable expenses	-46	-63	-70	-83	-88	-96	-104
= Profit (or loss)	104	100	125	79	50	71	156
Starting cash	87	191	291	416	495	545	616
Available cash	191	291	416	495	545	616	772

WHAT HAVE YOU DONE WITH THE PROFITS YOU MADE TWO MONTHS AGO AND LAST MONTH? BE VERY SPECIFIC ABOUT ITEMS PURCHASED AND THE AMOUNT SPENT.

Buy more stock, we bought more drinks and sachets of water.

What did you learn from the practice pitch you gave to your area supervisor's Rotary Club? What was the date of that practice pitch event?

I learned that I need to be consistent and to think outside the box for my business to grow, and it was held on 22 October 25.

Share about your family and picture here:



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