

# **C&G CLEANING AND LOGISTICS SERVICES BUSINESS PLAN**

LWANGA CHARITY



## **DESCRIBE YOUR BUSINESS:**

C & G CLEANING AND LOGISTICS SERVICES is a cleaning and logistics services company that currently serves 10 regular customers, when given the entrapov loan we will purchase floor polishing machine \$600 and vacuum cleaner machine \$300 this will help our business improve its working efficiency so we can better serve our customers and this will help us generate more revenue and help us become more self-reliant.

## **EXPLAIN THE PROBLEM.**

Many companies and organizations in our community lack an effective company that can provide high-quality cleaning and logistical services.

## **EXPLAIN YOUR SOLUTION.**

To provide high-quality cleaning and logistical services in our community and to other customers who need our services.

## **BUSINESS MISSION STATEMENT:**

A clean working environment is our pride, and we are committed to providing this to our customers.

## **HOW LONG HAVE YOU BEEN IN BUSINESS?**

**3 years**

## **YOUR NET INCOME**

Our total revenue was \$198 2 months ago, and our total expenses were \$11,0, including salaries and other expenses, which gave us a profit of \$8,8, which we reinvested in the business.

$\$198 - \$110 = \$88$

## **SERVICE OR PRODUCT DELIVERABLE:**

- Office cleaning
- Hall cleaning
- Windows cleaning

- Chairs cleaning
- Carpet cleaning etc

**DESCRIBE YOUR BEST CUSTOMER:**

Churches and banks in our community

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

The quality of our services and affordable prices.

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

Low-quality services and high prices

**HOW CAN YOU AVOID THIS PROBLEM?**

By providing quality services at affordable prices.

**LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:**

- Office cleaning \$100
- Hall cleaning \$50
- Windows cleaning \$40
- Chairs cleaning \$60
- Carpet cleaning \$30

**HOW DO CUSTOMERS KNOW THAT YOU EXIST?**

- Facebook
- WhatsApp

- Word of mouth

### **WHY DID YOU CHOOSE THIS BUSINESS?**

It's what I have knowledge in and experience in, and I have been in this business long enough to understand its challenges and how to solve them.

### **LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:**

- Facebook feeds
- WhatsApp advertising
- Word of mouth and
- Referrals

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



Hall cleaning and chair arranging.



Floor and window cleaning



Floor and curtain cleaning

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



vacuum cleaning machine \$300



floor polishing machine \$600

Total Amount: \$900

## Income Statement:

Your name is: CHARITYLWANGA													
Business name: C&G CLEANING AND LOGISTIC SERVICES													
Current Date: #####													
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	45	70	87	105	134	156	180	198	215	230	256	320	1,996
Total transactions or units sold	10	13	15	20	22	26	28	30	33	35	40	50	322
Revenue per transaction or unit	5	5	6	5	6	6	6	7	7	7	6	6	6
<b>Expenses</b>													
Self salary	10	20	30	20	35	45	50	50	60	70	70	70	530
Employee salaries	0	0	0	0	0	0	100	0	0	0	20	20	140
Raw Materials	10	10	10	10	10	10	10	10	10	15	20	20	145
Store Rent	0	0	0	0	0	0	0	0	0	0	0	0	0
Technology	2	2	2	2	2	2	2	2	2	2	2	2	24
Advertising	3	3	3	3	3	3	3	3	3	5	5	5	42
Transportation	5	5	5	5	5	5	5	5	5	5	5	5	60
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	0	0
Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	30	40	50	40	55	65	170	70	80	97	122	160	979
Expense per transaction or unit	3	3	3	2	3	3	6	2	2	3	3	3	
Net Income to reinvest	15	30	37	65	79	91	10	128	135	133	134	160	1,017
Net Profit Margin	33%	43%	43%	62%	59%	58%	6%	65%	63%	58%	52%	50%	

## Cash Flow Statement:

	2 months ago	last month	this month	month 1 forecast	month 2 forecast	month 3 forecast	month 4 forecast
Income	198	215	225	230	256	320	357
- Fixed expenses	-60	-100	-100	-100	-100	-100	-120
- Loan payment	0	0	0	0	0	0	-38
- Variable expenses	-50	-50	-70	-70	-70	-90	-100
= Profit (or loss)	88	65	55	60	86	130	99
Starting cash	53	141	206	261	321	407	537
Available cash	141	206	261	321	407	537	636

**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.**

We made \$147 in profits 2 months ago, and last month total, and we used it to buy cleaning materials.

**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've learnt that if given a loan, I have to make sure I pay back so that other entrepreneurs can benefit from the same money.

It was held on 25<sup>th</sup> November, 2025.

**Share about your family and family picture:**

I am a mother of 3, and the two are grown up, and the third one is in high school. As a family, we do things together, and we want to be more self-reliant We are a happy family.



### **CONTACT DETAILS:**

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### **Course Facilitator Details**

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