

ERICKMAR FASHION & DESIGNS BUSINESS PLAN

DESCRIBE YOUR BUSINESS

ERICKMAR FASHION & DESIGNS is sewing business dealing with clothing and bag for both women, men's and children. We have more than 40 customers in our area and around some communities.



HOW WILL YOU USE THE MONEY?

If I get luck and receive the loan will use to buy some new industrial sewing machine that cost 550\$, and I will order some fabrics that I will be using on customer and sell on a higher prices coz in our area it is hard to find these fabrics, they only sale the fabrics in town, and I will use 350\$.



550\$



350\$

This will help our business to grow because we will able to help more customer in a short period of time: 4 times and we will be able to provide unique and quality clothes to our customer coz of the install, and we will make more profits than before.

I have been in this business for 2 years

My net income

Explain how much your revenue is, what your expenses are includes salaries.

MY REVENUE AND EXPENSE LOG				
DATES	DESCRIPTIONS	EXPENSES	REVENUE	ACCONUNT BALANCE
MY BUSINESS STARTING BALNCE				31
2/3-09-2025	6 dress and 4 bags	11	20	9
4/5-09-2025	2 trousers and 2 skirts	8	31	23
6/7- 09-2025	5 bags, 3 dresses, 1 bag	14	54	40
8/9-09-2025	10 dresses, 2 bags	17	171	154
10/11-09-2025	2 bags and 2 trousers	2	11	9
12/13-09-2025	4 trousers, 2 skirts, 2 bags	11	45	34
14/15-09-2025	5 dresses and 2 bags	5	57	52
16/17-09-2025	10 bags and 3 bags	2	57	55
18/19-09-2025	1 dress, 4 bags, 2 skirts	11	34	23
20/21-09-2025	5 skirts, 5 shirts, 2 bags	8	37	29
22/23-09-2025	5 shirts and 6 trousers	17	85	68
24/25-09-2025	2 trousers and 5 dresses	8	31	23
26/27-09-2025	3 bags and 2 dresses	11	34	23
28/29-09-2025	5 trousers and 5 shirts	14	57	43
30/31-09-2025	5 trousers and 5 jackets	17	85	68
Total	32 Dresses, 40 Bags, 26 Trousers, 11 Skirts, 15 Shirts and 5 Jackets	156	809	653
MY BUSINESS ENDING BALNCE				653

WHAT YOUR PROFIT IS

Income –Expenses=Net Profit
450\$ - 350\$ = 100\$

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

Customers love to do business with ERICKMAR FASHIONS AND DESIGNS because our prices are affordable and we make quality and unique designs and beautiful outfit. We give our customer the exact outfits they ordered no disappointment.

WHAT IS THE COMMON CAUSE FOR A BUSINESS TO FAIL?

- a. Allowing people to take things on a credit.
- b. Allowing things in cheap prices when is used the higher amount on materials.
- c. Use friendship as a bait to pull you down on your success.
- d. Not offering the customer`s demand

HOW TO AVOID THEM?

- a. In business everyone is a customer no friendship, no relations
- b. I calculate the exact amount of the material I used and add labour to get exact amount to charge to a customer.
- c. We always obey our customer demands; we need offer quality outfits.

HOW DOES CUSTOMER KNOW THAT YOU EXIST?

- a. I use technology advertising, like whatsapp, Facebook and etc.
- b. Display on the business location.

WHY DID I CHOOSE THIS BUSINESS?

- a. Because its my passion on style & to help people and I want to help in styles and change the unique of people bringing beautiful outfits to the community.

INCOME STATEMENT

YOUR NAME IS : MARIE MBEWE NJIKHO
 BUSINESS NAME : ERICKMAR FASHIONS AND DESIGNS
 CURRENT DATE : 24/10/2025

Month	4 Months Ago	3 Months Ago	2 Months Ago	1 Months Ago	Month 1 Forecast	Month 2 Forecast	Month 3 Forecast	Month 4 Forecast	Month 5 Forecast	Month 6 Forecast	Month 7 Forecast	Month 8 Forecast	Total
Sales revenue	150	180	228	350	480	488	572	585	630	738	801	855	6,057
Total transactions or units sold	25	30	38	50	60	61	70	65	70	80	89	95	733
Revenue per transaction or unit	6	6	6	7	8	8	9	9	9	9	9	9	8
Expenses													
Self salary	28	28	28	28	30	30	30	30	30	30	30	30	352
Employee salaries	0	0	0	0	0	0	0	0	0	0	0	0	0
Raw Materials	17	21	25	30	35	38	45	40	50	55	60	65	481
Store Rent	11	11	11	11	11	11	11	11	11	11	11	11	132
Technology	0	0	0	0	0	0	0	0	0	0	0	0	0
Advertising	5	5	5	5	5	5	5	5	5	5	5	5	60
Transportation	3	3	3	3	3	3	3	3	3	3	3	3	36
Loan repayment	0	0	0	0	0	0	0	0	0	0	0	0	0
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	64	68	72	77	84	87	94	89	99	104	109	114	1,061
Expense per transaction or unit	3	2	2	2	1	1	1	1	1	1	1	1	0
Net Income to reinvest	86	112	156	273	396	401	478	496	531	634	692	741	4,996
Net Profit Margin	57%	62%	68%	78%	83%	82%	84%	85%	84%	86%	86%	87%	

CASH FLOW STATEMENT

	3 months ago	2 months ago	1 months ago	This months	1 months forecast	2 months forecast	3 months forecast	4 months forecast
Income	180	228	350	480	488	572	585	630
Fixed expenses	-90	-105	-180	-205	-235	-250	-268	-280
Loan payments	0	0	0	0	0	-38	-38	-38
Variables expenses	-50	-80	-85	-100	-125	-150	-165	-180
Profit (or Loss)	40	43	85	175	128	134	114	132
Starting cash	90	130	173	258	433	561	695	809
Available cash	130	173	258	433	561	695	809	941

WHAT HAVE YOU DONE WITH THE PROFIT YOU MADE TWO MONTHS AGO AND LAST MONTHS?

- a. We made a profit of 150\$ and I bought some piglets.
- b. I used some cash to build a small house where to raise the pigs and I add some cash to the business to meet our customer demands.

WHAT DID YOU LEARN FROM THE PRACTICES?

- a. I learn more in this practices pitch, I learn on how to use the profit margins and I use to pay tithes using the profit money. I also learn on how to make more profits and how to present a business plan to sponsors.

FAMILY PICTURE



I am a mother of 3 kids, 2 boys and 1 girl. I also live with my sick mother, I love my family and my kids a lot, I have been always trying to help my family through the tailoring business that I do.

CONTACT DETAILS

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