

**UNIVERSITY OF NIGERIA,
NSUKKA
FACULTY OF THE SOCIAL SCIENCES**

**DEPARTMENT OF PUBLIC ADMINISTRATION AND
LOCAL GOVERNMENT**

**TOPIC:
BUSINESS PLAN FOR WASTE
COLLECTION AND MANAGEMENT
(PRINCESS & CO. WASTE VENTURE)**

**A BUSINESS PLAN
SUBMITTED IN PARTIAL FULFILLMENT FOR THE
REQUIREMENT OF THE COURSE: CEDR 342
(BUSINESS MANAGEMENT AND DEVELOPMENT)**

BY

**UGWUMBA CHIDIMMA SELENA
REG. NO.: 2014/193453**

**LECTURER:
DR. (MRS.) C. NWAOGA**

JULY 2017

PART ONE

PRINCESS & CO. WASTE VENTURES LIMITED

1.0 Executive Summary

1.1 The following report and recommendation relate to the proposal by Princess & Co. Waste Ventures Limited to establish and manage a mobile toilet in the following geographical locations: Lagos, Onitsha, Enugu city, Port Harcourt, Universities and Collage campuses (particularly Eastern and Western ones). But as a new venture we will limit our area of operations in Enugu particularly in University of Nigeria, Nsukka Campus.

1.2 The project would require a start-up capital of 74200 for the fixed assets and #320,100 for the working capital.

1.3 The company's vision is to be the most outstanding and sure provider of a portable, comfortable and affordable convenience services on the campus.

1.4 The project will be located at Nsukka metropolis on weekend booking base and in the University of Nigeria, Nsukka campus on five working booking bases and in the University of Nigeria,

Nsukka campus on five working days bases. The location will be majority on the campus because of its high rate of civilized and dignified minds who wouldn't like to be publicly embarrassed in the name of improper execration of waste.

Also they will understand the importance and have nursery knowledge about the use of modern mobile toilet without a stressful enlightenment and awareness.

1.5 A huge enthusiastic population, especially students, is available for the business to serve.

1.6 The financial projections shown that the project will be financially stable and liquid the five business natures.

However, the financial projections reveal a good liquidity and stability. The projections turn over for year 1, 2 and 3 are 168000, 1848000, and 2032800 respectively after tax payment.

1.7 The company edge lies on its nearness to the customers.

1.8 The profitability indicators are extracted from the projection embedded in our business plan are as follows:

	Year 1 (N)	Year 2 (N)	Year 3 (N)
--	------------	------------	------------

Turn over	1680.00	1848000	2032800
Operating profit	1379576	132662.27	104191.33
Returns on equity	82.1%	7.1%	5.1%
Returns on investment	103.2%	9.9%	7.8%

1.9 Conclusion and recommendation

Based on the funding of our business proposal, the proposed, he proposed project is found to be statistically feasible, financially viable and economically desirable. However, the project good investment benefits and is therefore high recommended for implementation.

PART TWO

2.0 Background

2.1 Introduction

Excretion is a must-to-act by human being and are of the basic characteristics of man. When nature calls one must ease oneself in order not to discomfort or inconvenience other persons which is tantamount to public embarrassment and disgrace. But the question now is where and how do people ease themselves since excretion is an involuntary action. The study reveals that many individuals, on the campus, and in parties and ceremonious celebrations, are compelled to defecate indiscriminately as a result of non-availability of conformable toilet facility, hence engendering environmental hazard. The study also reveals that students and sometimes lecturers within the university community do board shuttle to get to a stationary toilet facility to ease themselves. This made the demand for a comfortable and affordable mobile toilet. And it will certainly take care to these problems. Mobile toilet will bring a comfortable service to its customers door step.

2.2 Vision

To be the most outstanding and sure provider of a portable, comfortable and affordable convenience services on the campus and in Nsukka metropolis.

2.3 Mission

To provide people with a modern mobile toilet facilities and save them from unheralded discomfort and potentials embarrassment.

2.4 Key success factors

- a. The provision of a good looking and comfortable mobile toilet
- b. Constant use of disinfectant in cleaning the toilet for optimum cleanliness
- c. The toilets are structurally made up of hard plastic materials both interior and exterior. This is to enhance safety unlike the ceramic metal types.

d. The partners have a genuine link in the United State of America, particularly the united sit service company, for the updates on the latest trends in mobile toilet business.

e. a properly fixed light transparent roof to enhance lighting, and elegant perforations for suitable ventilation. The former is provided to avoid electric shock to our customers.

2.5 Inherent risks.

a. Any element of unprofessionalism in the disposal of the waste may attract the attention of the environmental law enforcement agencies.

b. The implementation of this business may attract competitors

c. Breakdown of the company's vehicle may momentarily distract the business.

d. Provision of basic utility like water is not guaranteed.

2.6 Business Ownership

The business is a partnership business owned and managed by student of Adult Education, University of Nigeria, Nsukka

2.7 Location Factors

The mobile toilet project is located in Nsukka metropolis and in the University of Nigeria, Nsukka campus respectively. What informed the choices of these locations are:

- a. Large population
- b. Incessant celebration and parties
- c. Experiences in the past/identifiable need
- d. Emergent need from the people and environment

2.8 Available Market

Information from survey and investigation shows that about 200-3000 students on daily based make use of lecture halls' out post and back sites when urinating, hence causing discomfort. In parties and celebrations invitees do make us nearby bush or do set to the detriment of the host or hostess. These numbers increase daily as if it has become a culture among people and students. However, the more the population the more the indecent excretion. The university community and Nsukka metropolis will serve as fertile ground for the business to thrive.

2.9 Products

Princess & Co. waste venture limited will provide the following services:

Portable toilet, particularly on the base of:

- a. Exclusive booking/rental service
- b. Campus patrol
- c. Compost manure
- d. Gas producing product

PART III

3.0 Service Description

Mobile toilet also known as portable toilet is a hard plastic made apartments that posses wheels below and are attached to a vehicle or truck for easy locomotion. It can be stationed at a place temporality (on special occasions). A 200-500 liter tan properly portioned into two and constructively fixed behind the track. The pipes from each toilet will be properly channeled to one portion of the tank situated for waste through sewages, likewise a neat portable water from the portion into two and constructively fixed behind the track. The pipes from each toilet will be properly channeled to one portion of the tank situated for waste through sewage, likewise a neat portable water from the other portion for flushing and washing of hands by our customers in a hereby sink inside each apartment. The water system "seater" will be made of a hard plastic material to replace the ceramic system that is prone to breakage.

Lighting is by solar light enhanced by the provision of a transparent plastic roof. This is to avoid electric shock. It equally enhances frugality.

3.1 Costing

The costing of the business is built around there major cost items comprising of the fixed assets and working capital items.

They are;

- Maintenance measure
- Tools for waste disposal
- Service implements
- Fueling and salary

Maintenance measure are those thing needed and provided for to our customers health wisely to enhance the working conditions and atmosphere of the toilet. The maintenance measures seek to promote the conformability of our customers against odour and infections. The maintenance measure provides the following air fresher, portable water, detergent, coast hooks, and anti-bacterial/viral medication disinfectants.

Table 1 shown the cost of each item, quantity per months/per years and the total cost.

Item	Cost of item	Quantity per month	Quantity per year	Total cost
Air fresher	#2,500	1 cartoon	12 carton	30,000
Water (in litres)	#7,000 (1000 galls)	10,000 litres	120,000 liters	168,000
Detergent	#1,500	1 carton	12 carton	18,000
Disinfectants	#5,000	10 litres	120 litres	30,000
Total				246,000

Tools for waste disposal are those materials employed during disposal of the accumulated waste. This involves every tool used in clearing the toilet and the waste tank. Such tools are aluminum buckets, waste paper baskets, toilet brush, brooms, mop and shovel.

Table 2 will show their cost etc.

Item	Cost of item	Quantity per month	Quantity per year	Total cost
Bucket	250	2	-	500
Waste basket	400	2	-	800
Broom	50	2	-	100
Mop	300	1	-	300
Shovel	500	2	-	1000
Total				2,700

Service implemented are the basic and essential implements which are the service themselves. They are used in commencement of the business itself.

Such implements are the truck, tank, toilet, pumping machines and pipes. They are found under fixed asset unlike the maintenance measure and tools for waste disposal they belong to the working capital.

Table 3 Shows their cost etc.

Item	Cost of item	Quantity per month	Quantity per year	Total cost
Truck	600,000	-	1?	600,00
Tank (1000 gallon)	100,000	-	1	100,000
Toilet	15000	-	1	15000
Pumping machine	1500	-	1	1500
Pipes	5000	-	2(24feet)	5000
Total				870,000

Fueling, are those inflammable substance used in manning the vehicle and pumping machine. It includes; fuel, engine oil and grease.

Table 5 shows their cost etc

Item	Cost of item	Quantity per month	Quantity per year	Total cost
Fuel (litres)	#30 (per liter)?	30 litres	360 litres	21,600
Engine oil	30 (per litre)	15 litres	180 litres	5,400
Grease	#200 (per tub)	1 tub	12 tubs	2,400
Total				28,800

Salary is simply the amount of money our company will pay her employees. As a matter of fact, the company will employ two three persons comprising of two boys and a girl. With a least a pass in first schools leaving certificate, good mannered and approachable.

Table 5 shows their salary scheme, positions etc

Position	No. of staff	Monthly salary staff	Annual salary	Total
Driver 1	1	10,000	120,000	120,000
Drive 2	1	80,000	96,000	96,000
Attendant	1	6,000	72,000	72,000
Total		24000	72,000	288,000

3.3 Market Demand

Evergreen waste venture limited is located at the University of Nigeria, Nsukka which is within easy reach of its customers in the University Community and Nsukka metropolis where excretory service is high and demand. Information from research and experience reveals that about 300 students, comprising of both regular sandwich students, are in urgent demand of conformable convenience daily while about 10 private individuals show throw party every weekend in Nsukka metropolis. The demand figure of our service is expected to increase as the population within and outside the University; community being considered increase, the faculty of agriculture and other private famers needs our waste.

3.3 Projected Annual Demand of convenience in the University community and its environs (2015-2017).

As earlier stated, about 300 students and 10 private individuals host parties in Nsukka metropolis every weekend one person booking us at the cost of 20,000 per day, are in demand of convenience service, likewise agric faculty and other private commercial farmers are in demand of our accumulated waste. These figures are expected to growth with the growth in population. How, since the population growth rate in the area hovers around 2.5% for about 5 years now. It seems rational to expect that the demand for convenience service will grow with at least a growth rate of ½% for the next three year (see table 6)

Table 6: Projected annual demand for convenience service in the University Community and its environs (2011-2013).

s/n	Year	Annual growth rate	Projected demand
1	2015	0%	480000
2	2016	0.5%	48200
3	2017	0.5%	48400
	Total	1.5%	144600
	Average	0.5%	48200

This projected annual demand of convenience service in the University Community and its environs is about 48600? Students.

It is expected that this level of demand will subsist for the next years.

SERVICE CUSTOMER AND COMPETITORS

3.4 Service Analysis

Princess & co. waste venture has an outstanding and exciting business opportunity since there is a huge population in demand for her service in the University community and its environs. The increase in the population and the fading away of the uncivilized and quasi dynamic reasoning and perception regarding the use of public toilet. Ours is more of personal loan.

3.5 Customers/Service Segmentation

Our customers are segmented are regard the types of service we render. As stated earlier our service is grouped into three segments, they are: exclusive booking, campus patrol, and selling of accumulated waste.

In campus patrols our customers can be alerted based on the number of awaiting customers. Every customer is liable to

make use of air fresher, current news paper when or when not making use of the toilet likewise our hand perfumes.

Lastly, our accumulation wastes will be taken to the individuals or co-operate bodies who will buy them and pay in cash.

3.6 Competitive Edge

Our company is the only company of its kind rendering such service around our business location and is going to spread to our short listed targeted geographical bases years to come.

PART FOUR

4.0 Marketing/Service Plan

There are no such business like mobile toilet in our location and Enugu in general. Hence there is a complete a total absence of structured and functional business like ours that can really put up commendable competition. Therefore, if Princess & co. Waste Ventures commence operations as planned, it will be a market leader in no distant time.

4.1 Promotion Strategy

Princess & co. waste ventures will embark on a herculean awareness campaign to break the lasted restage of quasi dynamic perception about public toilet uses. This however will make and increase the demand for public convenience service like ours. To do this end, Princess & co. plans to use radio (lion FM), television programs, fliers, outreach sensitization and enlightenment programs and new paper columns. Princess & co. waste ventures will sponsor. "Health is wealth" radio program to reach out to people about our business.

4.2 Marketing/Service Strategy

To maintain a sizeable portion of our service delivery in our location and its environs, Princess & co. waste ventures has decided that her customers will get or make use of toilet at a highly competitive and affordable price (student price) which is #20.00 basically on campus patrol and 20,000.00 on booking base.

More so Princess & co. Waste Ventures has planned her service in such a way that one can make use of her toilet feeling cool. Her campus service will be “on” five days every week.

Princess & co. will also give a “free use” of her toilets to student every Wednesday from 11-12 pm (1 hour) on what is called “free mid-week” service where students or our campus customers make use of toilet free of charge.

4.3 Market Positioning

Princess & co. Waste Ventures will gallantly position itself as the catalyst and the heading power in the convenience service business in the University community and its environs. The

company will create outstanding leading edge profile for itself. The under stated is how the company will want to be seen by its customers, competitors (if any) and general public company will want to be seen by its customers , competitors (if any) and general public.

- As a sure provider of convenience service
- As a trust worthy provider for consistently reliable compost manure.

PART FIVE

TECHNOLOGICAL ANALYSIS MANAGEMENT AND ORGANIZATION

5.0 Technology

Princess & co. Waste Ventures will make use of modernized means in executing its service which her customers will use and enjoy to her unimaginable test. Services such as foot flusher, time air freshener dispenser, tissue roller, coast hook, roll able plastic transparent roof and sound system via twitter.

5.1 Schedule of Operation

Princess & co. Waste Ventures will make a provision for one sewage truck tanker that convey our toilet apartment to a service site. Our service sites on the campus are: G.S building/Arts, Jimbaz/NSLT, Abuja/Engineering and Social Sciences/Education Faculty. At each service site our sewage truck tanker will come at interval to collect accumulated waste. The company commences work at 8.am and stop at 4p.m every week day. Weekends will be on booking services. Sandwich students are not left out.

5.2 Management and Organization

5.2.1 Owner/Manager

A Princess & co. waste venture is a partnership business. It is owned and managed by Ugwumba Chidimma Selena, Ugwumba blessing, Ezeugwu Chinedu, Nwankwo Chibugo, Ugwuanyi Chidera. (Student of Public Administration, University of Nigeria, Nsukka)

The above listed persons are seasoned and trained individuals on enterprises development and skills acquisition. With this they can properly manage and utilize the running of the business.

To further help in day running of business some other good hands (employees) will be employed while competent minds will be hired to compliment the partners especially in the area of technical and statistical know how in convenience services.

The post of the helm of affairs will be rotational otherwise other position, but a good hand might retain his/her position. Our year 1 to year 3 will strictly be on investment. Table 7 sh

s/n	Position	No of staff	Annual salary per staff (#)	Total
1	General	1 manager		
2	Supervisor	3		
3	Toilet attendant	1	72,000	72,000
4	Divers/attendant	2	216,000	216,000
5	Treasurer	2		
	Total			238,000

5.3 External support

Princess & co. Waste Ventures has a sure link with a United State based waste/ convenience managing company known as the United site service company, which supplies her with the latest developments in convenience and waste issues in the world. Also the company will access support on technical issues form the Entrepreneurship development centre UNN where the partners received sound training on entrepreneurship.

5.4 Value and norms of the company

Princess & co. Waste ventures plans to adopt the following values and norms for the service of her consumers.

- a. To always be available to her customers
- b. To seek first the comfort of her customers

c. To offer the best for the benefit of her customers

PART SIX

LEGAL, ENVIRONMENTAL AND SOCIAL REGULATORY ISSUES

6.1 Legal Status/Issues

Princess & co. Ventures plans to commence commercial operations as a partnership. The company will properly register with the University authority and utmost register the business name with the appropriate department at the local government headquarters and finally a legal permission from the state health service ministry.

6.2 Environmental

Human excretes could pose an environment hazard if certain precaution are not properly taken as regards waste disposal. The company plan to dig a very septic tank/suck away, at the university agric-extension site, where all liquid and solid waste will be disposed. There the student farmers can buy at lower price and make agricultural use of it.

6.3 Social

The execution of the project will bring social and economic?

To the society at a long run in the following ways:

- a. It will create new jobs
- b. It will bring about wealth creation and poverty reduction.
- c. It will reduce the high level? Stinky corners in our environment

6.4 Regulatory

Princess & co Waste Ventures of company adhere strictly to all environmental regulations, as well as all relevant industrial safety regulatory requirements).

PART SEVEN

7.0 Risk Analysis

This project has been subjected to risk analysis and some inherent risk identified and appropriate caution preferred to avoid the business being disrupted (see table 8).

Table 8: Identified risk and their precautions.

Identified risks	Precautions
Unprofessional in the disposal waste	Good hands will be hired to train the employee on how to dispose waste
Strong competitors	Aggressive introduction of novel servicing means
Vehicle breakdown	One of the driver will have full/little knowledge about auto mobiles
Inadequate start-up demand	Aggressive advertising campaigns
Irregularity of water supply	The company will liaise with regional water board commission for daily water reserve.

7.1 SWOT Analysis

A SWOT analysis carried out on the project reveals the followings

7.1.1 Strengths

The location of the convenience out lets makes it to have easy access and affordable to the customers.

The plastic nature of the toilets will reduce the transferring of diseases and dirtiness

7.1.2 Weakness

The convenience service will have to depend in those than one truck tanser.

7.1.3 Opportunities

Currently, there is no business like mobile within and outside the company's location, however the company is at advantage to win people's mind set before any other likely business will come in.

7.1.4 Treats

- Law initial demand

- There is still as challenge to convince people to abandon their long held quasi dynamic perception about public toilet

To properly checkmate these threats the company will mount aggressive awareness campaign to portray the company. A different one unlike what is generally obtained in other such business. The company will equally persuade the University authority by critically tabling the need for the business to be run on the campus.

PART EIGHT

8.0 Company Financial

Summary of project cost is #1,139,000. This is made up of #870,000.00 in fixed capital and 269,000.00 in working capital

8.1 Fixed Capital Investment

Table 9: Fixed Capital Investment

s/n	Detail	Qty	Units price (#)	Total amount (#)
1	Truck	1	600,000	
2	Tank (200 gallons)	1	100,000	
3	Toilets	3	150,000	
4	Pumping machine	1	15,000	
5	Pipes	2	5,000	5,000
6	Plastic chairs	3	2,700	2,700
7	Plastic table	1	1,500	1,500
	Total			874,200

8.2 Utilities

The company is located in a place that is easily get water from the university water board where it can purchase 1000 gallons of water at 5,000 which can serve its use for two weeks. The business does not require electric light for lightening. Table

10 shows the estimate expenses likely to be incurred for matter along at 10%

TABLE: EXPENSES ON UTILITY PROJECTED

Utility	Year 1 (#)	Year 2 (#)	Year 3 (#)
Water	12000	132000	145200

8.3 Other Expenses? Things

There are other expected to be incurred from running the convenience business. Table 11 shows the other.

Expense expected to be incurred at 0%.

Types of expense	Year 1 (#)	Year 2 (#)	Year 3 (#)
Vehicle maintenance	50,000	55,000	60,500
Public advert	30,000	33,000	21,300
Work permit	20,000	22,000	42,200
Miscellaneous	40,000	44,000	48400
Total	140000	154000	169400

8.4 Working Capital

Table 12: Working capital

s/n	Working capital items	Cost items (N)	Qty per month	Qty per year (N)	Total cost
-----	-----------------------	----------------	---------------	------------------	------------

			(N)		
1	Metal bucket	250	2	-	500
2	Waste basket	400	2	-	800
3	Mob	300	1	-	100
4	Broom	50	2	-	100
5	Shovel	500	1	-	1000
6	Fueling	60 per liter	30 litres	360 litres	21,600
7	Engine oil	30 persons	15 litres	180 litres	5400
9	Grease	2000 per tub	1 tub	12 tubs	24000
	Total				320,100

8.5 Total required Investment out by (Required short-up capital)

Table 13: Total start-up capital required

s/n	Capital items	Amount (N)
1	Machinery, equipments and other	874200
2	Working capital requirement	320,100
	Total	1,1,94300+140000=13,34300?

8.6 Funding Plan

The project, totally, cost and funded as follows

Table 14: Funding Plan

s/n	Source	Amount (N)
1	Equity contribution	334300
2	Bank loan	1000000
	Total	1334300

8.7 Loan Repayment Schedule and Interest Paid

It is expected that the loan would attract an interest of 10% (see table 15)

Table 15: Interest and Repayment Schedule

Year	Loan	Repaymen t	Interest	Total	Loan balance
1	1000000	333,333.3	100000	433333.3	666666.7
2	666666.7	333333.3	66666.67	399999.9 7	333333.3
3	333333.3	333333.3	33333.33	366666.6 3	-

8.8 Depreciation

Table 16: Schedule of Annual Depreciation

s/n	Capital items	Iv cost (N) Initial values	LS (N) life span	SV (N) Scrap value	Amount
1	Mental buckets	500	3	Nil	166
2	Shovels	1000	5	200	160
3	Waste basket	800	2	Nil	400
4	Pumping machine	15000	20	10000	250
5	Tanker	100,000	20	50000	2500
6	Plastic chairs	2700	3	Nil	900
7	Plastic table	1500	3	Nil	500
8	Toilets	150000	20	100000	2500
9	Truck	6000000	20	400000	10000
	Total				17376

8.9 Projected Income Statements

Item	Year 1 (N)	Year 2 (N)	Year 3 (N)
Turn over	1680,000	1848000	2032800
Raw material	904200	994620	1094082
Salary	238000	2618000	2871800?
Depreciation	17376	17376	17376
Interest	100000	66666.67	33333.33
Utility bill	120.000	132000	145200
Total operating expenses	300424	1980662.67	213691.33
Net operating profit	137956	132662.67	104191.33?

PROJECTED CASH FLOW STATEMENT

Inflows	Year 1 (N)	Year 2 (N)	Year 3 (N)
Owners capital	334300	-	-
Bank loan	1000000	-	-
Revenue	1680,000	1848000	2032800
Total cash	3014300?	1848000	2032800
Equipment	874200	-	-
Less depreciation	856824	-	-
Operating expenses	300424	19980662.67	2136991.33
Low repayment	333333.3	333333.3	333333.3
Total cash outflow	2364781.3	2313995.97	2470324.63

8.10 Projected BA

Capital employed	Year 1 (N)	Year 2 (N)	Year 3 (N)
Fixed assets	874200	874200	874200
Less depreciation	856824	1713648	2570472
Net fixed asset	17376	839448?	1696272

Current asset

Current asset	Year 1 (N)	Year 2 (N)	Year 3 (N)
Cash at hand	649518.7	1,115,514.64	7,149,101.9
Repayment			
Total	649518.7	1115514.64	7149101.9s
Less creditors	666666.7	333333.3	-
Net current assets	17148	7,82,181.34?	7,149,101.9
Net assets	228	57,266.66	5,452,829.9
Owners capital	334300	334300	334300
Retained profit	334072	277033.24	51,8529.9?

8.11 Profitability Analysis

Item	Year 1 (N)	Year 2 (N)	Year 3 (N)
	82.1%	7.1%	5.1%
Capital			
Return on owners'	103.3%	9.9%	7.8%

8.12 Break Even Point Analysis (Year 1(N))

	F.C (N)	V.C (N)
Raw material		904200
Salary	23800	

Utility bill	12000	
Interest	100000	
Depreciation	17376	
Total	385376	904200