

UNIVERSITY OF NIGERIA, NSUKKA

FACULTY OF THE SOCIAL SCIENCES

DEPARTMENT OF POLITICAL SCIENCE

TOPIC

BUSINESS PLAN

(OKORO AGRI-VENTURE: SNAIL FARM)

**PRESENTED IN PARTIAL FULFILMENT OF THE REQUIREMENTS
FOR THE COURSE: CED 342
(BUSINESS DEVELOPMENT AND MANAGEMENT)**

BY

OKORO, HENRYNWANNEKA

2014/191992

LECTURER: DR MRS. NWAOGA C. T.

JULY, 2016.

TABLE OF CONTENTS

PART I

| | |
|-----------------------|---|
| 1.0 Executive Summary | 1 |
|-----------------------|---|

PART I

| | |
|-------------------------|---|
| 2.0 Introduction | 2 |
| 2.1 Vision | 2 |
| 2.2 Mission | 2 |
| 2.3 Key Success Factors | 2 |
| 2.4 Inherent Risks | 2 |
| 2.5 Business Ownership | 3 |
| 2.6 Location Factors | 3 |
| 2.7 Available Market | 3 |

PART III

| | |
|-----------------------------------------------------------------------------|---|
| 3.0 Products | 3 |
| 3.1 Product description | 3 |
| 3.2 Cost3.3 Market Demand | 4 |
| 3.4 Projected Annual Demand of Snail in Nsukka and its Environs (2010-2012) | 4 |
| 3.5 Projected Demand-Supply Gap of Snail in Nsukka and its Environs | 5 |

PART IV

| | |
|---------------------------------------|---|
| 4.0 Market, customers and competitors | 6 |
| 4.1 Market Analysis | 6 |
| 4.2 Customers/Market Segmentation | 6 |

PART V

| | |
|------------------------|---|
| 5.0 Marketing Plan | 6 |
| 5.1 Promotion Strategy | 6 |
| 5.2 Market Strategy | 6 |
| 5.3 Market Positioning | 7 |

PART VI

| | |
|----------------------------------------------------|----|
| 6.0 Technical analysis management and organization | 7 |
| 6.1 Schedule of Operation | 8 |
| 6.2 Management and Organization | 9 |
| 6.3. External Support | ii |
| 6.4 Value and Norms of the Industry | ii |

PART VII

| | |
|------------------------------------------------------------------|----|
| 7.0 Legal Environmental, Social and Regulatory Issues | 10 |
| 7.1 Legal Issues | 10 |
| 7.2 Environment | 10 |
| 7.2 Social | 11 |
| 7.3 Regulatory | 11 |
| PART VIII | |
| 8.0 Risk Analysis | 11 |
| 8.1 SWOT Analysis | 11 |
| 8.1.1 Strengths | 11 |
| 8.1.2 Weakness | 12 |
| 8.1.3 Opportunities | 12 |
| 8.1.4 Threats | 12 |
| 8.2 Exist Strategy | 12 |
| PART IX | |
| 9.0 Venture Financial | 12 |
| 9.1 Summary of Project Cost | 12 |
| 9.2 Fixed capital investments | 12 |
| 9.3 Utilities | 13 |
| 9.4 Other Expenses | 13 |
| 9.5 Working Capital Forecast | 13 |
| 9.6 Total required investment outlay (required start-up capital) | 14 |
| 9.7 Financing Plan | 14 |
| 9.8 Loan repayment schedule and interest paid | 15 |
| 9.9 Depreciation | 15 |
| 9.9.1 Cash Flow Projection | 16 |
| PART X | |
| 10.0 Financial Analysis | 17 |
| 10.2 Profitability Analysis | 17 |
| 10.3 Projected Balance sheet | 17 |
| PART XI | |
| 11. 0 Other Consideration and Conclusion | 18 |
| 11.1 Economic Justification | 18 |
| 11.2 Commercial Viability | 18 |
| 11.3 Conclusion | 18 |

PART I

1.0 Executive Summary

- 1.1 The following report recommendations relate to the proposal by Okoro Agri-Venture to establish an enterprise at Nsukka.
- 1.2 The project would require a start-up capital of ₦2, 975,000, made up of ₦ 2,270,000 fixed assets and ₦ 706,000 for working capital.
- 1.3 The enterprises vision is to be the biggest supplier and outstanding producer of snail (meat) in Nsukka and beyond Nsukka.
- 1.4 The project will be located at Nsukka because of its easy access to target markets from that location.
- 1.5 A huge market available for the business to serve.
- 1.6 The financial projections show that the project would be financially stable and liquid by the time it matures. The sales figures stand at ₦ 1, 780,000 for year 1, year II and year III respectively. Also the profits after tax are (₦ 85,800, ₦209,6000 and ₦265,000) for year I, year, year II and year III respectively. The cash flow position is equally good and encouraging by the second year through the flied year.
- 1.7 The Competitive edge of the enterprise lies in one, it being the first large scale snail producer, and it being able to produce good quality snail.
- 1.8 The profitability measures are as shown below:

| | 1st month | 2nd months | 3rd Months |
|----------------------------|------------------|-------------------|-------------------|
| Turnover | 1,780,000 | 2,096,000 | 2,650,000 |
| Profit before Int. and tax | 779,000 | 249,000 | 299,000 |
| Profit after tax | 850,000 | 2,094,000 | 265,00 |
| Return on sales | N/A | 36.04% | 41.43% |
| Return of equity | N/A | 101.45% | 99.40% |
| Return on investment | N/A | 72.88% | 92.14% |

From the point of view of the analysis of my findings the proposed project is found to be technically feasible, financially viable, and economically desirable. Thus, the project offers good investment benefits and is therefore highly recommended for implementation.

PART II

2.0 INTRODUCTION

The planned snail production is as a result of high demand for snail (meat) among the population in Nsukka, notably, within the university environment which is made up of students (undergraduates and post graduates), staff of the university, civil/public servants, and other business class. The studies reveal that the demand for snail (meat) is very high due to the fact that snail meat is very nutritious.

Today it has been discovered that people tend to buy more snail (meat) because of the belief that snail is medicinal. This has made the demand for snail to rise.

2.1 Vision

My vision is to be the most outstanding producer of good quality snail in Nsukka and beyond.

2.2 Mission

Our mission is to sell our produce (live snails), and processed snail meat in commercial quantities locally, nationally and internationally. We want to build a snail farming business that will become the pacesetter for snail farming business in Nigeria.

2.3 Key Success Factors

The key success factors are:

- a. The production of quality species of snail.
- b. The ability to produce snail in large quantity.
- c. Existence of reliable market outlets.

2.4 Inherent Risks

- a. There is a currently discovered virus that was traced back to wide animal.
- b. Sacristy of snail due to urban encroachment in the rural areas.
- c. Will the implementation of this project attracted more entrants to the business to complete with?
- d. Provision of basic utilities for preserving the snail is not guaranteed
- e. Risk of catching the snail.
- f. There are plans to use reliable mitigants checkmate these identified risks.

2.5 Business Ownership

The business is a sole proprietorship wholly owned by OKORO, HENRY NWANNEKA.

2.6 Location Factors

The Okoro Agri-Venture project is located at Nsukka, in Enugu State.

What informed the choices of this location are:-

- a. It's nearness to the university campus will make it easy to sell the products
- b. Availability of land to contain the production site.
- c. It's nearness to Okwutu forest for the raw materials (snail)
- d. Availability of cheap and reliable labour

2.7 Available Market

Information from research shows that thousands of snails are demanded annually in Nsukka mainly from the students and lecturers in University of Nigeria, Nsukka (UNN). This demand figure is expected to rise as the populations within the market area being targeted continue to rise due to the admission of news students into the university. Within the university community, expert said that not more than 40% of existing demands for snail are being met by existing suppliers this leaves about 60% of demand-supply gap implying a huge market available for new entrant into the business. This actually is cheering information for the promoters whose primary market is the Nsukka area.

PART III

3.0 Products

Okoro Agri-Venture will produce snails of different species which include:

- Achatina Fulica
- Achatina Achatina
- Archachatina Marginata

3.1 Product description

Snail production for consumption

Edible snails are part of regular meals in most households around the world. In Nigeria for instance, many homes prepare their soups with snails occasionally. Despite the infrequent use of snails in meal preparations in the country, the demand still exceeds the

supply. This want doesn't just show a large snail farming business opportunity in the country, but also shows the large potential in exports outside the country.

Snail production for Cosmetics

Snails have great uses in the cosmetic industry. Different skin creams are gotten from the *Helix Aspersa*, and can be used in treating scars, acne, wrinkles, and dry skin. The secretions from the *Helix Aspersa* under stress can be used in the regeneration of wounded tissue.

3.2 Costing: The costing of the Okoro Agri-Venture is mainly built around two major cost parts they are (i) raw material (let's say the young snails) (ii) breeding cost

- Raw Material (young snails): The raw material is supplied locally by the hunters who travel far into the forest to find some of these snails. To get a quality snail hunters have periods for hunting. And some of these snails have varying ages for maturity.
- Processing: The most chartering part in the snail production is the breeding; recently there have been a virus that is being linked to snails, so in breeding there are some medical challenges that one to take care of. Okoro Agri-Venture employs medical expert to diagnose and quarantine any infected snail. During and preservation of the snail are very necessary to avoid decaying before use.

3.3 Market Demand

Okoro Agri-Venture is located at Nsukka which is within easy reach for students in the campus, Ogige Market, Nkwo-Ibagwa, Obollo-Afor, Eke-Enugu Ezike where snail is high in demand. Experts in snail production reveals that thousands of snails are demanded in Nsukka and its environ for the past 5 years and that this demand figure is expected to rise as the population is been considerably increasing, available statistics agreed on the fact not more than 35% of the snail demanded figures are met by existing shoe makers.

3.4 Projected Annual Demand of Snail in Nsukka and its Environs (2010-2012)

As earlier stated, about 2,000 snails makers were demanded yearly in Nsukka and its environs for the past 5 years. This figure is expected to grow with the growth in population. Since the population growth rate in the area hovers around 2.5% to 3.25% for about 5 years now, it indeed seems rational to expect that the demand for shoe/bag making industry will grow with at least a growth rate $\frac{1}{2}\%$ for the next three years.

Table 1: Projected Annual Demand for Snail in Nsukka and its Environs (2010-2012)

| S/N | Years | Annual growth rate | Projected demand |
|-----|----------------------|--------------------|------------------|
| 0 | Base year (0) (2009) | 0.5% | 2,000 |
| 1 | 2010 | 0.5% | 2,200 |
| 2 | 2011 | 0.5% | 2,400 |
| 3 | 2012 | 0.5% | 2,000 |
| | Total | 20% | 8,600 |
| | Average | 0.5% | 2,150 |

This projected average annual demand for snail in Nsukka and its environs is about 8,600snails. It is expected that this level of demand will subsist for the next years.

3.5 Projected Demand-Supply Gap of Snail in Nsukka and its Environs

As earlier stated that of the total demand figure of snail, only about 35% of the demand are met by existing snail production ventures. Thus, the demand supply gap of snail in Nsukka and its environs is shown in table 2.

Table 2: Projected Demand-Supply Gap of Snail

| Adjustment | Demand-Supply Gap |
|------------------------------------------------------------------------------------------------|-------------------|
| Estimated average annual demand | 8,600 |
| less 35% of supplies of existing snail producing venture in the area | 3,010 |
| Less 20% due to expansion of existing snail production ventures and establishment of new ones. | 5,500 |
| Less 5% estimate error | 1,118 |
| | 4,472 |
| | 2,236 |
| Estimated demand-supply gap anticipated | 2,236 |
| annual production of snails | 500 |

However, the plan is to produce about 5,000 snails yearly (the installed capacity). This represents about 25% of the total demand-supply gap of snails. Thus, it is assumed that selling the snails will not be a problem.

PART IV

4.0 Market, customers and competitors

4.1 Market Analysis

Okoro Agri-Venture has exciting business opportunities since there is a huge market for snail in Nsukka and its environs. There is increase in the demand of snail meat.

4.2 Customers/Market Segmentation

The following are the classes of customer for snails

- a. There are those that mainly buy the product in bulk for the purpose of selling it. They are usually price sensitive
 - b. Household: The household mainly buy in bid and sometimes are not particularly price sensitive. However, they are sensitivity to quality of the snail.
 - c. Retailers etc. like the households, these classes of customer buy due the quality but unlike household they buy in bulk, they can pay in advance. They are price sensitive
- Okoro Agri-Venture plans to articulate appropriate market strategies for each classes of customer

PART V

5.0 Marketing Plan

There are no major snail ventures in Nuskka area hence there is complete absence of structural industry that can really put up commendable competition. Therefore if Okoro's Agri-Venture commences operates as planned, it will become a market leader in no distance time.

5.1 Promotion Strategy

The Okoro Agri-Venture will embark on an aggressive awareness campaign to break the last restage of superstition on bush animal and Ebola viruses. This will make the demand for snail to really increase. In order to achieve this Okoro Agri-Venture plans to use fliers. Outreach sensitization programs; radio, television programmes. Okoro's Agri-Venture also plan to sponsor market awareness parades in the campus.

5.2 Market Strategy

To maintain a sizable portion of the meat market in Nsukka and its environs, Okoro's Agri-Venture has decided that her products will get to the market in good shape especially making available the species of snail that is best for human consumption.

Furthermore, Okoro Agri-Venture has planned her industry in such a way that up to 100's snails would be up for sale every month. The schedule of production would enhance that tike industry maintains. Okoro Agri-Venture will also give trade discounts to drive the market factor.

5.3 Market Positioning

Okoro Agri-Venture will position itself as the prime-mover and market leader in Nsukka and its environs. The venture will create peculiar leading profile for itself. The under stated is the firm will want to be seen by its customers, competitors and the general public.

- As a producer of snails with the best quality.
- As a venture that has the customer interest in form of good quality, pricing and delivery at hearth
- As a trust worthy producer and consistently reliable supplier of snail

Table 3: Projected Sales

| | Sales to those that consume the snail at home | Sale cosmetics companies | to Sale other retailers | Total sales |
|--------|------------------------------------------------------|---------------------------------|--------------------------------|--------------------|
| Year 1 | 330,00 | 520,000 | 7,100,000 | 1,560,000 |
| Year 2 | 2,900,000 | 2,920,000 | 1,310,000 | 7,130,000 |
| Year 3 | 3,110,000 | 3,060,000 | 400,000 | 6,570,000 |

Note: to push sales, 2% discount is given to regular customers

PART VI

6.0 Technical analysis management and organization

The snail is a highly profitable meat venture depending on two factors

- The species of the snail
- The age of the snail
- **Species of the snail**

In this part of the West Africa there so many species of snail that are good and they live in different zones and there are some factors that affect their distributions in the forest and grassland for example food, predators and temperature.

The table below shows the distribution of snail of different species.

Table 4: Analysis of animal distribution in West Africa

| | Species | Zone | Predators % | Temperature |
|---|------------------------|-----------------|-------------|-------------------|
| 1 | Achatina Fulica | Guinea Savannah | Minimal | 30 ⁰ c |
| 2 | Achatina Achatina | Guinea Savannah | | 28 ⁰ c |
| 3 | Archachatina Marginata | Grassland | „ | 31 ⁰ c |

The age of the snail

In the market, animal age is highly considered because it affects the price of the snail this determines the quality of their nutrients.

6.1 Schedule of Operation

Due to the risk of going into the bush to hunt this snail for their meat one can rear them till they reach mature stage and ready for use. Achatina Fulica is the commonest species and has high nutrient content and is not costly in keeping.

A parent stock of 22 snails has been planned for the rearing. This will contain 20 female and 2 male. The gestation period lasting for 8 months delivering about quadruplet once a year. This implies that the farm expects 4 calf in smooth interval. The plan is that the first set 5 female will deliver within 8 months the second 5 female will deliver within the next 8 months and so on.

A 5% mortality rate is assumed between the period of birth to the matured merchantable age. It is gathered that rearing snails are profitable for the meat production after the shell must have been taking. After every 10years the parent stocks are assumed to have been used for mostly meat production and other beneficial purposes.

Table 5: Shows the schedule of Operation of the Snail Farm

| S/N | Year | Parent stock | Location stage | Weaned stage | Mature stage | Meat for food | For Cosmetics and other purposes |
|-----|-----------|--------------|----------------|--------------|--------------|---------------|----------------------------------|
| 1 | Jan | 22 | 35 | - | - | - | - |
| 2 | Feb | 22 | 35 | 35 | - | - | - |
| 3 | March | 22 | 35 | 70 | - | - | - |
| 4 | April | 22 | 35 | 105 | - | - | - |
| 5 | May | 22 | 35 | 105 | - | - | - |
| 6 | June | 22 | 35 | 105 | - | - | - |
| 7 | July | 22 | 35 | 105 | - | - | - |
| 8 | August | 22 | 35 | 105 | - | - | - |
| 9 | September | 22 | 35 | 105 | - | - | - |
| 10 | October | 22 | 35 | 105 | - | - | - |
| 11 | November | 22 | 35 | 105 | - | -- | - |
| 12 | December | 22 | 35 | 105 | 22 | - | - |

| | | | | | | | |
|----|--------------|-----------|------------|-----|----|----|----|
| | Total | 22 | 420 | | | 22 | 22 |
| 13 | Jan | 22 | 35 | 105 | 70 | 22 | 22 |
| 14 | Feb | 22 | 35 | 105 | 70 | 22 | 22 |
| 15 | March | 22 | 35 | 105 | 70 | 22 | 22 |
| 16 | April | 22 | 35 | 105 | 70 | 22 | 22 |
| 17 | May | 22 | 35 | 105 | 70 | 22 | 22 |
| 18 | June | 22 | 35 | 105 | 70 | 22 | 22 |
| 19 | July | 22 | 35 | 105 | 70 | 22 | 22 |
| 20 | August | 22 | 35 | 105 | 70 | 22 | 22 |

6.2 Management and Organization

Okoro Agri-Venture is a sole proprietorship. It is wholly owned by Mr. Okoro, Henry Nwanneka, who being the sole owner of the firm will manage the affairs of the venture. Mr. Okoro, Henry Nwanneka is a trained stock broker and as such had enough basic knowledge of financial management which he is expected to utilize in running the venture.

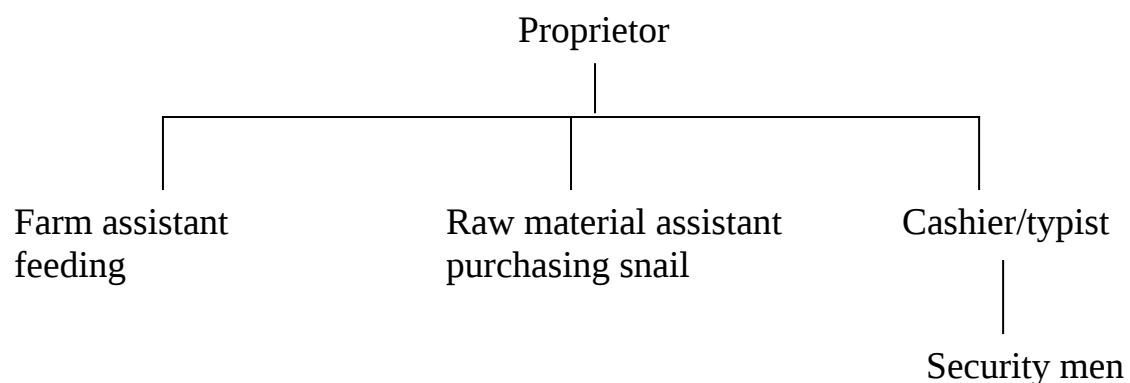
To help in the day and day management of the business, some other good hands will be hired. The plan is that the hired hands will compliment Mr. Okoro especially in the area of technical know-how in snail production.

Table 7: Shows the staff and management compliment the Venture.

Management and labour Compliments

| S/N | Position | No. of Staff | Annual salary staff (N) | Total |
|-----|-------------------|--------------|-------------------------|---------|
| 1 | Proprietor | 1 | 200,000 | 200,000 |
| 2 | Factory assistant | 2 | 120,000 | 240,000 |
| 3 | Typist/cashier | 1 | 120,000 | 120,000 |
| 4 | Security men | 2 | 75,000 | 150,000 |
| | Add 5% triangle | | | 359,000 |
| | Benefits | | | 50,000 |
| | Grand total | | | 409,000 |

Figure below shows that organizational structure of the venture



63. External Support

Okoro Agri-Venture is discussing with the Nsukka small and medium enterprises (SME) carter to offer, over a period of years, strategy management and business support service. Also the farm will access support technical issues from the entrepreneurship development center, what the proprietor received training on entrepreneurship hereby the service of a veterinary expert and consultant has been planned to be retained.

6.4 Value and Norms of the Industry

Okoro Agri-Venture plan to adopt the following norms and values:

- a. To offer the best for the benefit of her customer
- b. To uphold here integrity always
- c. To see her employees as her most valuable assets
- d. To always be available to her customer

PART VII

8.0 Legal Environmental, Social and Regulatory Issues

7.1 Legal Issues

Okoro Agri-Venture plan to commence commercial operations as a sole proprietorship. Such it is just enough to register the business name with the appropriate department at the local government headquarter. No special licenses are required for till every attempt will be made to get all necessary permit and licenses.

7.2 Environment

Snail farming could pose an environmental challenge if certain precautions are not taken especially with respect to waste disposed. It is the plan of the venture also to dig a very big septic tank/dust bin for the solid and liquid waste of the venture. Also, the faces of the farm where the animals are kept will be clean and recycled as organic manure handled this way the industry will not constitute environmental hazard to the community.

7.2 Social

The implementation of the project will bring about social and economic benefit to the society in the following ways

- it will create new jobs
- it will bring about wealth creation and poverty reduction

7.3 Regulatory

Okoro Agri-Venture will comply with all environmental regulations, as well as all relevant industry safety regulatory requirements.

PART VIII

8.0 Risk Analysis

This project has been subjected to risk analysis and some inherent risks identified and appropriate mitigant preferred to avoid the business being disrupted (see tables).

| Identified risk | Mitigants |
|------------------------------|----------------------------------------------------------------------------------------------|
| Possible outbreak of disease | The service of veterinary experts |
| Inadequate start-up demand | Aggressive promotion and advertising campaigns |
| Irregular water supply | A big underground tank will be constructed to serve as source of water for the venture/farm. |

8.1 SWOT Analysis

A SWOT analysis carried out on the project reveals the following:

8.1.1 Strengths

Our strength as a snail farming business is the fact that we have healthy relationships with loads of major players (agriculture merchants, cosmetics companies and hotels who serve snail meats) in the meat production industry; both suppliers and buyers within and outside Nsukka.

We have some of the latest snail farming tools and equipment that will help us breed snails in commercial quantities with less stress. Aside from our relationship (network) and equipment, we can confidently boast that we have some the most experienced hands in snail farming line of under our payroll.

8.1.2 Weakness

Aside from the fact that loads of people do not eat snail meat in Nsukka, one of our weaknesses could be that we are a new livestock cum snail farms in Nsukka and we may not have the required cash to pump into promoting of our business and encourage people to eat snail meat. We are aware of this and from our projection will overcome this weakness with time and turn it to a major advantage for the business

8.1.3 Opportunities

Despite the fact that the an average Nsukka person do not eat snail meat, the opportunities that are available to us as a snail farming business cannot be quantified, we

know that there are loads of cosmetics companies and hotels that will source for snail meat from our snail farms both in the Nsukka area and other parts Enugu State.

8.14 Threats

Some of the threats and challenges that we are likely going to face when we start our own livestock farm cum snail farming business are economic downturn that can impact negatively on household spending, bad weather, unfavorable government policies and the arrival of a competitor within same location. There is hardly anything you can do as regards this threats and challenges other than to be optimistic that things will continue to work for your good.

8.2 Exist Strategy

- No exit is planned, rather diversification will be pursued

PART IX

9.0 Venture Financial

9.1 Summary of Project Cost

The total cost of the project is made up of 2,270,000, for fixed capital and 706,000 for working capital.

9.2 Fixed capital investments

Okoro Agri-Venture is located in Nsukka on a land area of about two standard plot of 60 x 120". This site is motor able all year round.

Table 9: Fixed Capital Investment

| S/N | Detail | Qty | Unit price (₦) | Total Amt (₦) |
|-----|--------------------------------------|-----|----------------|-------------------|
| 1 | Venture houses with 12 pens | 2 | 200,000 | 400,000 |
| 2 | Processing machines | 3 | 150,000 | 450,000 |
| 3 | Delivery van | 3 | 750,00 | 2,250,000 |
| 4 | Tools for hunting snails | 4 | 50,000 | 200,000 |
| 5 | Containers of preservation chemicals | 6 | 30,000 | 180,000 |
| 6 | Parent stock for rearing | 22 | 10,000 | 220,000 |
| 7 | Grand total | | | ₦3,700,000 |

9.3 Utilities

The venture is located in a place that there is no constant water; as such water will be supplied to the venture for necessary water usages.

| Utility | Year 1(₦) | Year 2(₦) | Year 3(₦) |
|---------|-----------|-----------|-----------|
| Light | 60,000 | 61,200 | 62,400 |

9.4 Other Expenses

There are other expenses expected to be incurred in the course of running the venture.

Table 11: Show the other expenses to be incurred

| Type of expense | Year 1(₦) | Year 2(₦) | Year 3(₦) |
|------------------------|-----------|-----------|-----------|
| Vehicle maintenance | 100,000 | 105,000 | 11,000 |
| Business travels | 30,000 | 31,500 | 3,300 |
| Public relation/advent | 90,000 | 92,500 | 93,000 |
| Taxation | 50,000 | 50,000 | 50,000 |
| Miscellaneous | 50,000 | 50,000 | 50,000 |
| Total | 320,000 | 320,000 | 204,300 |

9.5 Working Capital Forecast

To arrive at the working capital needed for the business, the following assumptions are made:

- Cost prices of items increase annually by 25 except for items mentioned under other operation expenses which grow by 5%.
- Selling price of product increase annually by 10%
- Trade credit are given and taken to and from deserving customers respectively
- It is expected that goods are sold at the markets as schedules

Table bellows to forecast of working capital needed for the project

| Working capital items | Year 0(₦) | Year 1(₦) | Year 2(₦) | Year 3(₦) |
|------------------------------------------------------------|-----------|-----------|-----------|-----------|
| Stock of feed, provision for drugs, and dressing/packaging | 3,830 | 3,830 | 63,200 | 6,470 |
| Provision for utilities and other expense:4 months need | 11,500 | 11,500 | 12,000 | 12,400 |
| Salaries/wages | 347,000 | 347,000 | 35,400 | 354,000 |
| Debtors: 14 day value of annual sales | | 16,800 | 22,500 | 24,500 |
| Less creditor: 33 days need of stock of feeds/drugs | 13,900 | 13,900 | 14,000 | 14,000 |
| Working Capital | 70,600 | 68,000 | 119,000 | 269,000 |
| Increase/decrease in working capital | | | | |
| Provision for raw material from the hunters | 90,00 | 90,100 | 92,200 | 100,000 |

9.6 Total required investment outlay (required start-up capital)

Table 13: shows the total investment outlay required to execute the project

| S/N | Capital Items | Amount (₦) |
|-----|---------------|------------|
|-----|---------------|------------|

| | | |
|---|---------------------------------|-------------------|
| 1 | Machinery, equipment and others | 2,170,000 |
| 2 | Working capital requirement | 706,000 |
| | Total | 2, 876,000 |

9.7 Financing Plan

To finance the required investment outlay, the proprietor plans to raise an equity capital of ₦ 950,000 while ₦ 2,210,000 will be borrowed from the bank.

Table Financing Plan

| Source | Amount (₦) |
|---------------------|------------|
| Equity contribution | 666,000 |
| Bank loan | 221,000 |
| Total | 2,876,000 |

9.8 Loan repayment schedule and interest paid

It is expected that the loan would attract an interest of 10% and that funds are available to pay monthly interest as well schedule repayments of the principal amount.

| Year | Loan | Repayment | Interest | Loan balance |
|------|------------|-----------|----------|--------------|
| 1 | 2, 210,000 | Nil | 74,000 | 2,210,000 |
| 2 | 2, 210,000 | 810,000 | 161,000 | 1,400,000 |
| 3 | 1,400,000 | 1,400,000 | 50,000 | |

9.9 Depreciation

The annual depreciation is calculated using the straight line method.

Table: Schedule of annual depreciation.

| Capital items | LS | IV | SV | Depreciation |
|--------------------------|----|---------|---------|--------------|
| Industry house | 2 | 800,000 | 600,000 | 10,000 |
| Processing machines | 3 | 250,000 | 200,000 | 2,500 |
| Delivery van | 3 | 50,000 | 10,000 | 4,000 |
| Tools for hunting snails | 4 | 20,000 | Nil | 4,000 |
| Chemical container | 6 | 75,000 | 20,000 | 55,000 |
| Parent stock | 22 | 161,000 | Nil | 20,000 |

The parent stock for rearing doesn't depreciate in value and could be sold even more than the cost of purchasing; as such (parent stock) is not included as an item in the depreciation schedule.

| Particulars | 1st month ₦= | 2 nd month ₦ | 3 rd month ₦ |
|------------------|--------------|-------------------------|-------------------------|
| Expected sales | 178,000 | 5,874,000 | 6,416,000 |
| Less 1% discount | 1,900 | 59,000 | 65,000 |

| | | | |
|------------------------|------------|-----------|------------|
| Net sales | 1,761,000 | 5,874,000 | 6,396,00 |
| Expenses | | | |
| Cost of venture | 1,149,000 | 1,897,000 | 1, 940,000 |
| Operations | 75,000 | 77,000 | 78,000 |
| Utilities | 270,000 | 284,000 | 296,000 |
| Salaries and wages | 1, 046,000 | 1,067,000 | 1,088,000 |
| Total expenses | 2,540,000 | 3,325,000 | 3,402,000 |
| Profit before Int& Tax | 779,000 | 2,490,000 | 2,993,000 |
| Less interest | 74,000 | 161,000 | 50,000 |
| Profit before Tax | 853,000 | 2,329,000 | 2,944,000 |
| Less 10% Tax | Nil | 233,000 | 294,000 |
| Profit after Tax | 853,000 | 2,096,000 | 265,000 |
| Less depreciation | 91,000 | 91,000 | |
| Net Profit | 944,000 | 2,005,000 | 2,559,000 |
| Retained earnings | 944,000 | 2,005,000 | 200,000 |
| Dividend | Nil | Nil | 559,000 |

9.9.1 Cash Flow Projection

| Cash in: | Year 0=₦ | 1st month=₦ | 2 nd month ₦ | 3 rd month ₦ |
|---------------------------|-----------|-------------|----------------------------|-------------------------|
| Equity | 666,000 | | | |
| Bank loan | 2,210,000 | | | |
| Net profit | | (944,000) | 2,005,000 | 2,559,000 |
| Depreciation | | 91,000 | 91,000 | 91,000 |
| Total cash in: | 2,876,000 | 853,000 | 2,096,000 | 2,650,000 |
| Cash out | | | | |
| Rent/light | 2,170,000 | | | |
| Working capital | 706,000 | | | |
| Increase/decrease in cash | | 68,000 | 119,000 | 269,000 |
| Loan repayment | | | 810,000 | 1,400,000 |
| Divided | | | 1,167,000 | 559,000 |
| Total cash out | 2,876,000 | 853,000 | 2096,000 | 2,650,000 |
| Opening balance | Nil | Nil | 921,000 | 246,000 |
| Increase/decrease in cash | Nil | 921,000 | 1,167,000 | 422,000 |
| Closing balance | Nil | 921,000 | 246,000 | 668,000 |

PART X

10.0 Financial Analysis

The project comes out of the gestation period in 9 months and even by that time the sales for the month stood at ₦ 445,000. By the end of the first year (of which there was only 4 months selling activities) the sales was ₦17,800,000 and this is expected to grow to ₦ 58,740,000 and ₦ 646,200,000 respectively for the second and third years.

10.2 Profitability Analysis

Relevant key profitability ratios for the first three years are shown here under

| | 1st month ₦ | 2 nd month ₦ | 3 rd month ₦ |
|------------------------|----------------|----------------------------|-------------------------|
| Profit after Tax | 853,000 | 2,096,000 | 2,650,000 |
| % return on turnover | N/A | 36.04 | 41.43 |
| % return on equity | N/A | 101.45 | 99.40 |
| % return on investment | N/A | 72.88 | 92.14 |

Cash Flow Projection

By the second year of operation when the venture has fully matured the cash flow position is as shown below:

| Year 2 | Year 3 |
|---------|---------|
| 246,000 | 668,000 |

This means that the venture will be able to generate enough funds to meet maturity obligation as from the second year operation

10.3 Projected Balance sheet

For the three period it was shown that shareholders fund grew on the average

| Year of operation | 1st (₦) | 2 nd (₦) | 3 rd (₦) |
|-------------------|---------|---------------------|---------------------|
| Profit after Tax | 853,000 | 2,096,000 | 2,650,000 |

PART XI

11.0 Other Consideration and Conclusion

11.1 Economic Justification

From the view point of our study and analysis of the findings made the project offers good benefits to the created. These are consistent with the federal and state government policy on entrepreneurship wealth and job creation.

11.2 Commercial Viability

The commercial viability of the project is very clear. The project has been found to be commercially viable having shown through projection, and impressive sales, profits and cash flow positions.

11.3 Conclusion

Therefore the project is highly recommended both finding and implementation.