

ENT300 FUNDAMENTAL OF ENTREPRENEURSHIP DE'HOMESTAY

FACULTY OF PLANTATION AND AGROTECHNOLOGY

UITM SABAH

PREPARED BY:

MUHAMMAD HAFFIZAN BIN YAAKOB (2013422692)

JARED JENESEN JIKON (2013409324)

MOHD AKMAL BIN MOHD JAFRI @ YASIN (2013802272)

MOHD ALI HANAFIAH BIN MOHD TAHIR (2013469372)

JONATHAN PAUL SEVERINCES (2012607342)

MOHD FAIZAN MATIAS (2012847872)

LECTURER'S NAME: MADAM SHARIFAH NURAFIZAH BINTI SYED ANNUAR

DATE OF SUBMISSION: 15 SEPTEMBER 2015

TABLE OF CONTENT

BIL	CONTENT		PAGES	
1.	PREFACE		1-3	
2.	COVER LETTER		4-5	
3.	EXECUTIVE SUMMARY		6	
4.	INTRODUCTION		7	
5.	INTRODUCTION TO THE INDUSTRY		7	
6.	OBJECTIVE OF THE ORGANIZATION		7	
7.	PURPOSE OF THE BUSINESS PLAN		7	
8.	BACKGROUND OF THE BUSINESS		8	
9.	BUSINESS LOGO AND MOTTO		9	
10.	PARTNERS BACKGROUND		10-15	
11.	OPERATION PLAN		16	
12.	INTRODUCTION TO OPERATION PLAN		17	
13.	OPERATION PROCESS		18	
14.	PROCESS FLOWCHART		19	
15.	CAPACITY PLANNING		20	
16.	MATERIAL REQUIREMENT		21-22	
17.	LIST OF MACHINE AND EQUIPMENT		23	
18.	LAYOUT PLAN OF OPERATION AREA		24	
19.	OPERATION OVERHEAD		25	
20.	OPERATION BUDGET		26	
21.	MARKETING PLAN		27	
22.	INTRODUCTION		28	
23.	PROFILE OF SERVICE			28
24.	TARGET MARKET			28
25.	MARKET SIZE			29
26.	COMPETITION			30
27.	MARKET SHARE	Linka ESWS - Co.		31
28.	SALES FORECAST			32-33
29.	MARKETING STRATEGIES			34-36
30.	MARKETING BUDGET			37
31.	ADMINISTRATION PLAN		38	
32.	INTRODUCTION TO ADMINISTRATION PLAN		39	
33.	ORGANIZATIONAL CHART		40	
34.	LIST OF ADMINISTRATIVE PERSONAL		41	
35.	SCHEDULE OF TASK AND RESPONSIBILITIES			42
36.	SCHEDULE OF REMUNERATION (SALARY)			43
37.	LIST OF OFFICE EQUIPMENT AND SUPPLIES		Chi	44
38.	ADMINISTRATION BUDGET			45
39.	FINANCIAL PLAN			46
40	INTRODUCTION			47-49
41.	PROJECT IMPLEMENTATION.COST		50	
42.	TABLE ON DEPRECITATION ON FIXED ASSETS		51-52	
43.	HIRE PURCHASE REPAYMENT SCHEME		53	
44.	PROFORMA CASH FLOW		54	
45.	PROFORMA INCOME STATEMENT		55	
46.	PROFORMA BALANCE SHEET		56	

EXECUTIVE SUMMARY

This company established on 8 August , 2015. Our company named is De' Homestay. We choose that name because the name symbolize our identity and it is easy for our customers to remember and recognize it.

Our company choose to gived service. All of our service that we provide is based on accomodation . We choose this accomodation as our main service because there is still does not have many accommodation at that place. This will gives opportunity to our company to make this homestay successful.

In addition, our homestay also gives a job opportunity to the local people at that place. Beside that, the local people can increase their standard of living in that area. Last but not least, our company will provide high quality of service than others homestay that will satisfied our customer needs.

DeHomestay

INTRODUCTION

1.1 Introduction to the industry.

This company established on 8 August , 2015. Our company named is De' Homestay. Our company choose to gived service. All of our service that we provide is based on accomodation . We choose this accomodation as our main service because there is still does not have many accommodation at that place. This will gives opportunity to our company to make this homestay successful.

In addition, our homestay also gives a job opportunity to the local people at that place. Beside that, the local people can increase their standard of living in that area. Last but not least, our company will provide high quality of service than others homestay that will satisfied our customer needs.

1.2 Objective of the organization:

- 1) Mission
- Provide a good service to satisfied our customer.
- 2) Vision

To generate income of our company and increase the standard living of the local people.

- 3) Goals
- -To become one of the best homestay at the area
- To satisfied customer needs and also compatible price.

1.3 Purpose of business plan.

- To raise and obtain support and guideline.
- To get loan from bank.
- Easy to explain the business activities.

De Homestay

Introduction to Operation Plan

In operational plan, the physical necessities of business operation such as location and facilities will be describe. The process of operation which involve the services and the workers in our company to search a lot of information about inventory requirement and supplier for our production. In this section, it also will cover the description of how the business were run day by day.

In this stage, the customer can choose the various type of package that consist the type of room that they prefer to be in.

Operational objectives

1. Ensure all of the material and equipment are in good condition.

The material and equipment has to be in good condition. This has to be maintain to ensure our services could not be affected if there is faulty on the equipment such as damages and so on.

2. Ensure we always give the best services to our beloved customers.

We will ensure that we will give the best services on treating our customers. To be polite and practice good ethics while handling our customers.

3. To build good relationship with our supplier and customers.

The most important part in running our business is to get their trust in our business so that we can run our business smoothly.

De Homestay