

FUNDAMENTAL OF ENTREPRENEURSHIP (ETR 300)

NORTHERN AGRO ENTERPRISE NO. 1A, KG KERSIK, JLN GUAR NANGKA, 02500 MATA AIR, PERLIS

HASYIMAH BINTI ABDUL RAHIM (2005693096)

MASHITAH BINTI MOHAMED SULONG (2005699677)

NOOR ERMIE BIN ADNAN (2005813132)

NOOR KHAIRINA BINTI HASHIM (2005699453)

ZAITOL AYU BINTI OSMAN (2005699572)

DATE OF SUBMISSION:

9 APRIL 2008

Table of Content

Section	Topic	Pages
Ī	Table of Table	iii
11	Acknowledgment	iv
111	Executive Summary	5
IV	Letter of Submission	6
1.0	INTRODUCTION	10
1.1	Partnership Agreement	14
2.0	PURPOSE OF BUSINESS PLAN	20
3.0	BACKGROUND OF THE COMPANY	21
3.1	Equity Contribution	22
4.0	SHAREHOLDER'S BACKGROND	24
5.0	ADMINISTRATION PLAN	29
5.1	Introduction	32
5.1.1	Objective and Goals of the Business	33
5.2	Strategies of Organization	35
5.2.1	Address	37
5.2.3	Location of the Project	38
5.2.4	Office Plan Layout	39
5.3	Organization Chart	41
5.3.1	Schedule of Task and Responsibilities	42
5.3.2	Incentive and Benefits for Workers Commitment	44
5.4	Schedule of Remuneration	46
5.5	List of Office Equipments	47
5.6	Administrative Budget	49
6.0	MARKETING PLAN	50
6.1	Introduction	51
6.2	Marketing Concept	54
6.2.1	Vision of Marketing	55
6.3	Market Goals	56 57
6.4	Product Description	57
6.5	Target Market	59
6.5.1	Market Size	62
6.5.2	Market Share	65 67
6.5.3	Strengths and Weaknesses of Competitors	67
6.5.4	Strengths and Weaknesses of Northern Agro	00
0.0	Enterprise	69
6.6	Sales Forecast	70

6.6.1 6.7 6.8 6.8.1 6.9 6.10	Elaborating of Sales Forecast Marketing Strategies List of Marketing Personnel List of Jobs and Responsibilities Schedule of Remuneration Marketing Budget	71 72 77 78 79 80
7.0	OPERATIONAL PLAN	81
7.1	Introduction	82
7.2	Operational Goal and Strategies	83
7.3	Operations Process	85
7.3.1	Protection	00
7.3.2	Plucking the Mushroom	90
7.4	Working Hours	91
7.5	Factors Choosing the Location	92
7.6	Operation Planning	
7.6.1	Objectives of Production	93
7.7	List of Operation Personnel	94
7.7.1	List of Jobs and Responsibilities	95
7.8	Remuneration Table of Operation	96
7.9	Suppliers for Raw Materials	97
7.9.1	List of Materials	98
7.10	Purchase Forecast	100
7.11	Operations Space Layout Plan	102
7.12	Operation Budget	104
8.0	FINANCIAL PLAN	105
8.1	Introduction	106
8.2	Input	107
8.3	Project Implementation Cost and Sources	
	Of Finance	112
8.4	Administrative Budget	113
8.5	Marketing Budget	114
8.6	Operations Budget	115
8.7	Depreciation Schedules	116
8.8	Loan and Hire-Purchase Ammortisation Schedules	120
8.9	Cash Flow Pro Forma Statement	121
8.10	Production Cost Pro-Forma Statement	124
8.11	Pro-Forma Income Statement	125
8.12	Pro-Forma Balance Sheet	126
8.13	Financial Performances	127
8.14	Graph of Financial Performance	129
9.0	CONCLUSION	132
9.1	Conclusion	133
	APPENDICES	134

EXECUTIVE SUMMARY

This business plan is based on research about how to develop a company under the agriculture sector that involves in cultivating and supplying a type of mushroom, which is 'grey oyster mushroom'. The procedures used in this plan are by interviewing the owner of Nangfa Enterprise, En. Faiz, *Penolong Pegawai Ehwal Ekonomi* FAMA as well as by doing research and observation.

We named our company as Northern Agro Enterprise because we are focusing on northern region and the farm land which will be used as cultivation and farming centre and the head office will be located at *Mata Ayer*, *Perlis*. We start our business on 28th December 2007. All of us had agreed on this business because it has a good future and it is rarely done by other entrepreneurs, although there are few that are involved in this business. That is why, from the very beginning we chose on persuading this business.

Our future prospects of this business in the coming years are to widen our range of supply and not just supplying to hotels and restaurants in Perlis and Kedah. We also want to expand the business by increase the capital and have two branches in 6 years and to be the biggest supplier in the business global.

1.0 INTRODUCTION

'NORTHERN AGRO ENTERPRISE' is a business form under a partnership scheme based on the Partnership Act 1961 (Revised 1974). It is a business that is categorized under the agriculture sector. Our company involves in cultivating and supplying a type of mushroom, which is 'grey oyster mushroom'.

'Grey Oyster Mushroom' is a brand new species of mushroom that contains fully nutrition that provide many nutritional attributes of produce, as well its provide a similar number of nutrient as brightly coloured fruits and vegetables. It is called grey oyster mushroom because the textures and colour of the mushroom is similar to the oyster shape. Without we realized, its have it own good essential for healthy bones and teeth.

Our company also plan to cultivate as well as farming and supply more types of mushrooms in the coming years and hope to widen our range of supply and not just supplying to hotels and restaurants in Perlis and Kedah.

This business is formed by five highly vision, talented and hardworking students. All of us had agreed on this business because it has a good future and it is rarely done by other entrepreneurs, although there are few that are involved in this business. That is why, from the very beginning we chose on persuading this business.

We had all agreed on choosing a place in Perlis as our business location. The farm land which will be used as cultivation and farming centre and the head office will be located at *Mata Ayer*, *Perlis*.