

MARA UNIVERSITY OF TECHNOLOGY ARAU CAMPUS

NOVEMBER 2001 – MARCH 2002

ETR 300

LAND CONSULTANT ENTERPRISE (Business Plan)

CONTENTS	PAGES
INTRODUCTION	
Letters	1
Acknowledgement	6
Introduction of Business	7
Purpose	9
Background of Business	10
Background of Shareholders	12
ADMINISTRATION PLAN	
Logo & Description	14
Introduction	15
The Background of Project	16
Location Project Map	17
Premise Plan	20
The Authority of The Employees	21
List of Organizational Employees	23
Administration Budget	24
List of Equipment, Furniture & Fitting	25
Incentive Workers	26
Office Plan	27
Organization Chart	30
Organization's Strategies	31
Organization's Mission	32
Organization's Plan	33
Employee's Incentive	34
MARKETING PLAN	
Introduction	36
Marketing Analysis	37
Target Market	39
Market Size	40
Market Share	41
Competitors	44
Sales Forecast	46
Marketing Budget	49
Marketing Strategy In Overall	50

OPERATION PLAN	
Introduction	52
Operation Strategy	53
Operation Target	54
Operation Hour	55
Operation Method	56
Operation Chart	59
Customer Registration Form	61
Duties of Operation Workers	62
Incentive Workers	63
Employee Record	64
Contractor List	65
Operation Equipment	66
Operation Budget	67
FINANCIAL PLAN	
Introduction	68
Project Implementation Cost	70
Sources of Fund	71
Table of Depreciation	72
Loan Amortization Schedule	76
Cash-Flow Pro-Forma Statement	77
Trading, Profit and Loss Account	78
Balance Sheet	81
Fixed Cost & Variable Cost	84
Break Even Point (BEP)	86
,	
JUSTIFICATION	87
APPENDIX	88

INTRODUCTION

I) Name of business:

LAND CONSULTANT ENTERPRISE

II) Type of business:

The type of business that we are making now is giving a service about planning and designing the landscape.

III) Industry review:

The government of Perlis is now encouraging its citizens to plant as much of trees since the weather here is warm and need trees to reduce it. One of his statements saying that he wanted to make the area of Kangar as a district in the garden.

IV) Location of the business:

No 12, Jln Simpang 3, Tmn Sena Indah, 01000 Kangar, Perlis Indera Kayangan.

V) Date of commencement:

1st of January 2005

VI) Factors influencing choice of business:

After making some discussion, we taken into consideration all the barriers and problems that have been identified, and some contingencies to solve the area's problem. We decided to venture in this business owing to such factors, such as since all member have knowledge and we are very interested about landscape. After making some surveying, we have found that our consultant able to generate more profit with such a low cost. From our studies, in the area of Kangar, the consultant of landscape is quite low. In

addition, most of the areas here need to develop landscape to beauty the surrounding, especially in IPTAs, UiTM itself, housing areas, schools, and etc.

We also want to prove that as Bumiputera entrepreneurs, we have the ability to compete with other companies especially non-Bumiputera companies.

VII) Business potential:

Taking into consideration the risk that might be happened and recognizing all the opportunities, we plan to build our branch after 5 years from the date of commencement. We surely know that LAND CONSULTANT ENTERPRISE have a great potential to grow and develop in a near future.