**YOUTH SCHOLARSHIP GRANT ON ORGANIC FARMING**

**Business Model Canvass**

**On**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

*Name of Project*

By:

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*Name of Grantee*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

*Date Prepared*

1. **GENERAL INFORMATION**

| Project Title | : |  |
| --- | --- | --- |
| Grantee | : |  |
| Type of Business | : | ( ) Crop Production  Specify type of crop: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  ( ) Livestock Production  Specify type of livestock: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  ( ) Fisheries  ( ) Trading  ( ) Processing  ( ) Integrated Farming  ( ) Others: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Business Address | : | *(Lot no., Street, Brgy., Municipality, Province, Region)* |
| Contact Person | : |  |
| Designation | : |  |
| Contact Number | : |  |
| Email Address | : |  |
| Total Project Cost | : | Php. |

**Vision**

**(How do you see your business in five years)**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**Mission**

**(What will you do to achieve that vision)**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**Project Description**

***(Describe your business, its scope/scale, when will you start the project, and how are you going to start your business)***

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.**

**This project aims to achieve the following targets:**

***(within the grant period)***

**a.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**b.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**c.) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

1. **EXECUTIVE SUMMARY**

The project, in its first year of operation, will generate an income in the amount of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. This represents an annual ROI of \_\_\_\_\_\_\_\_\_ %. With this income capacity of the project, the grant amount of Php\_\_\_\_\_\_\_\_\_\_\_\_\_ can be utilized in \_\_\_ years/months.

This project will provide a total volume of \_(*quantity to be produced for the market) \_* which will satisfy \_\_\_\_% of the target buyers. For the next \_\_\_\_\_\_\_ years, its production is projected to supply\_\_\_% of its current demand.

The project will be able to generate employment of \_\_\_ people/workers from \_(*groups*)\_.

*Add: Innovativeness or uniqueness of the project.*

1. **PROFILE OF THE OWNER**

| **Name of Agriprenuer** | : |  |
| --- | --- | --- |
| **Home Address** | : |  |
| **Contact Number** | : |  |
| **Email Address** | : |  |
| **Birth Date** (mm/dd/yyyy) | : |  |
| **Sex** | : | Female | Male |
| **Marital Status** | : |  |
| **Single Parent** | : | Yes | No |
| **Indigenous Group** (if applicable) | : |  |
| **Person with Disability** | : |  |
| **Experience/years in the business of similar project** | : |  |

**Other relevant information:**

Current Sources of Income

| **Source of Income**  (Crop production, livelihood project, odd job etc.) | **Amount (Php) per Period** (Monthly/Annually/Cycle) |
| --- | --- |
|  |  |
|  |  |
|  |  |
| **TOTAL** |  |

Assets

| **Asset**  (Cash, receivables, equipment, house, and lot) | **Amount (Php)** |
| --- | --- |
|  |  |
|  |  |
|  |  |
| **TOTAL** |  |

1. **MARKET**

**Market Analysis**

(*Describe the market you want to engage in. State a market gap/problem you want to solve through your business. You may or may not use the table presented*)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

| **Problem or Gap in the Market** | **Solution** (The product or service you want to offer) | **Who will Benefit** (Your target Customer group/s) |
| --- | --- | --- |
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**Target Buyers**

(*Names of your Target Buyers should also be specified; it may be name of an individual or name of a store/institution*)

| **Product** | **Name of Target Buyer** | **\*Volume Requirement of the Buyer** | **Quantity to be Supplied by the project** | **Selling Price per unit** | **Mode of Payment** |
| --- | --- | --- | --- | --- | --- |
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|  |  |  |  |  |  |

*Add more rows if needed*

*\*needed as of now*

1. **MANAGEMENT**

**Do you have experience in farming or managing agri-related businesses?**

( ) YES. What type of business?

Please specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_,

How long have you been farming/doing business? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

( ) NO.

**Organizational Structure**

(*Insert a diagram of your business’ organizational structure*)

**Other relevant information:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

1. **TECHNICAL ASPECT**

**Is your project location inspected and certified suitable (by MAO/Buyer)?**

( ) YES ( ) NO

**Supply Channel**

(*What are the raw materials/input that you need to start the project?)*

| **Inputs/Equipment to produce the product** | **Source/Supplier of Input**  (Add Contact Information) | **Quantity** | **Cost per unit** |
| --- | --- | --- | --- |
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***Labor Requirement***

*(Discuss what are the needed labor and describe each activity; specify what the borrower will do for the project)*

| ***Type of Work***  *(ex. construction, farm preparation, farm work)* | ***Number of Workers Needed*** | ***Wage per Person per Day*** | ***Man-Days*** |
| --- | --- | --- | --- |
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**What are the processes involved in producing the product?**

(*Give short details if needed*)



**What are the available utilities in your proposed project site?**

**Is it available all year round?**

( ) Electricity ( ) YES ( ) NO

( ) Water ( ) YES ( ) NO

( ) Communication Network ( ) YES ( ) NO

**Other relevant information:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.

1. **FINANCIAL ASPECT**

**The consolidated financial forms are in Excel File: Financial Aspect**

**Financial Requirement**

See Annex A: Farm Plan and Budget

**Projected Income Statement**

See Annex B: Projected Income Statement

**Projected Cash Flow**

**Cash Flow**

(*The periods can be changed according to repayment e.g. monthly/less than 5 years*)

|  | **Year 1** | **Year 2** | **Year 3** | **Year 4** | **Year 5** |
| --- | --- | --- | --- | --- | --- |
| **INITIAL CAPITAL/BEGINNING BALANCE** |  |  |  |  |  |
| **ADD: CASH INFLOW** | | | | | |
| **Loan Proceeds** |  |  |  |  |  |
| **Capital Infusion** |  |  |  |  |  |
| **Cash Sales**  (Add back Depreciation) |  |  |  |  |  |
| **Collections on Credit Sales** |  |  |  |  |  |
| **Income from investment, savings, donations.** |  |  |  |  |  |
| **Total Cash Inflow** |  |  |  |  |  |
| **LESS: CASH OUTFLOW** | | | | | |
| **Materials, Labor, Overhead, etc.** |  |  |  |  |  |
| **Operating Expenses** |  |  |  |  |  |
| **Bill Payments** |  |  |  |  |  |
| **Other Project Cash Spending** |  |  |  |  |  |
| **Loan/ Interest Payment** |  |  |  |  |  |
| **Total Cash Outflow** |  |  |  |  |  |
| **ENDING BALANCE** |  |  |  |  |  |

**Financial Ratios**

| **Financial Ratios** | **Formula** | **Rate** |
| --- | --- | --- |
| Return on Investment |  |  |
| Return on Equity |  |  |
| Profitability Rate |  |  |
| Payback Period |  |  |

*\*Annual Net Income from the Project*

1. **Proposed Work Plan**

| **ACTIVITIES** | **Year 1** | **Year 2** | **Year 3** | **Year 4** | **Year 5** |
| --- | --- | --- | --- | --- | --- |
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**Prepared by:**

**\_\_\_\_\_\_(FULL NAME AND SIGNATURE)\_\_\_\_\_\_\_**

Applicant

**Approved by:**

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(Name and Position) (Name and Position)

**ATI RTC Center Director DA RFO Regional Executive Director**

*Members of the Regional Screening and Selection Committee:*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(Name and Position) (Name and Position)

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(Name and Position) (Name and Position)