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**18/law01/207**

**Assignment on Introduction to Enterpreneurship**

**GST 212**

**Using a company or business of your choice, write a good and customised business plan, covering all relevant aspects and analyses.**

**PROJECT** **DESCRIPTION**

This business plan examines the practicality of developing a 300hectare yam plantation at the Federal Agric Estate Owerri Imo State. The farm will produce about 900 tubers of yam per production cycle.50 per cent of the yams to be produced will be sold at the market and the proceeds, used to pursue other Federal Government related projects, while the other 50 per cent will be distributed amongst the less privileged to help them in these trying times due to the Corona virus pandemic and the effects of the Lock down imposed on the people as a result of this pandemic. Yam is popularly grown mostly Benue State (land area of 802,295 km²). In this state especially among Tiv people, the size of the yam farm or the tonnage of yams produced becomes the social status of that farmer. Because of high level of yam production in the State of Benue, Benue State is crowned as the Nigerian Bread Basket. Yams are planted on mounds rather than flat slopes depending on the hydromorphic nature of the soils which are generally of loose soil suitable to grow roots and tuber crops.

The above proposed project will create job opportunities for the locals, impact positively on the people and help conserve scarce foreign exchange thereby adding tremendously to the growth of the economy. The entire yam to be processed will be sourced locally through direct production, and direct purchase from large scale private farmers. The project will create market access, improve income of farmers and contribute significantly to food security. It will also generate satisfactory returns for investors.

**Sponsorship**

The project is sponsored by the Federal Government of Nigeria, and more importantly the government of Imo state are to be the caretakers. The Federal Government is looking to promote, employment and productivity amongst the youth of Imo State. The Government has employed the expertise of intelligent individuals who are well versed in the art of Food Security. The Imo state government will be responsible for the management consultancy and general over seeing of the project.

**Management**

The management will comprise of government elected and trustworthy individuals who will be at the hem of affairs strategically planning and controlling the project. These selected elite will be members of cooperatives who will own a portion in the survival and profitability of above mentioned project, this is to ensure effectiveness and efficiency amongst the directors.The main objective of the elite will be to give strategic directions and make effective plans and policies make certain the prospect of success in long run. The Elite will ensure that their laid out guideline will be in line with the rules and regulations of the land.

The Elected Head will be seen as the one to manage the business risk and focus on the growth of the project, he is to report to his colleagues on a daily basis .

**Technical Assistance**

The State has employed the efforts of the IITA (International Institute of Tropical Agriculture, Ibadan). The IITA works with partners to enhance crop quality and productivity, reduce producer and consumer risks, and generate wealth from agriculture, with the ultimate goals of reducing hunger, malnutrition, and poverty. IITA's research-for-development (R4D) focuses on addressing the development needs of tropical countries. The institute was established in 1967 and is headquartered in Ibadan, Nigeria.It is well aware of the project and is doing everything in its power to ensure its progress. The Elite have also contacted and successfully gained the assistance of the Ministries of Agriculture at both Federal and State Level, and also it is to financed by the Central Bank of Nigeria, seeing as it is in the Federal Government’s budget.

The Elite have a working relationship with Imo State Government, Imo State Ministry of Agric, Farmers’ Union, Agric Cooperatives and individual farmers. The Elite will get technical support from this relationship in the area of production through contract farming or partnerships for growth of the farm.

The Elite has caught the interest of the Marketers association, as they’ll be the ones who’ll immediately takeoff the business part of the project once the farming work is done with.

**Market and Sales**

Market orientation: domestic; South East Nigeria.

Market Share: 50% to be sold in the market in South East,Nigeria

Users of Products: 50% to be sold at the farm, 50% to be shared amongst needy and the penurious.

**Competition analysis**

Benue State is Nigeria's largest yam producing state and records an average sale of 1.5 million yams a year. Taraba State is blessed with 4 million hectares of arable land of which only about 1.5 million is said to be under cultivation annually, mostly yams.

Taraba State is a big time producer of yam. A visit to Wukari and Danacha yam markets shows that they are also major exporters of yams.

Nasarawa is one of the largest yam producing states in the country. Nasarawa State, was at a time exporting over 150 tonnes of ‘paper’ yam species to UK.

According to the World Data atlas, Adamawa's production of yam is at over 10, 1000 metric tons.

Other yam producing states in Nigeria includes: Cross River, Delta, Oyo, Edo, Ekiti, Imo, Kaduna, Kwara, Ogun, Ondo, Osun and Plateau.

**Tariff and Import Restriction**

Being a government government owned project, Tariff and Import taxes would be lenient especially as there would be need to import farm machinery which are not being manufactured in Nigeria at the moment.

**Market Potential**

The demand for yams in Nigeria and beyond is high seeing as it’s a major carbohydrate, and can also be used to produce flour and starch and it can be eaten differently.

Profitability

The production of yam is beset by many problems which include weed pressure, decline in soil fertility, soil borne pests and diseases, storage pests, high labour cost of land preparation and maintenance, staking and barn making among others. Effort so far made to improve yam production include breeding varieties for distribution to farmers, development of` minisett technology for rapid seed yam production, development of alternative propagation materials through vine cutting, research into non-stake yam varieties, development of soil management packages and inputs distribution by the State and Federal Governments of Nigeria.

**Technical Feasibility**

The project of yam production are technically feasible. In terms of technology, the project has decided to shift towards mechanized farming, with about 30 to 40 different farm machinery, to be handled be experts in our team. The equipment needed has already been made available, seeing as it was ordered before hand.

On the yam production, we have experts in mechanization, irrigation, farm management, crop production, weed science, market development, agric extension and accounting as part of our management team. We also have specialists in quality control and weed control as part of our management team. The site of the farm is well situated and suitable for the purpose for which it was chosen.

The Benue group is our best competitor for now thankfully they’re in the North major, notwithstanding we are still looking to put them out of business by producing a larger amount this year, our goal of 900 tubers will surely be enough to match theirs

We are implementing our project using best international practices, sustainable production and due consideration for the environment. Although some degree of deforestation will occur, the EIA(Environmental Impact Assessment) report shows little or no damage to the environment as it relates to the issue of climate change. Organic fertilizer will be substituted for chemical fertilizer within three years of farm operations.

**Government Support and Regulation**

The project was instituted by the Federal Government of Nigeria as part of their Poverty alleviation scheme, which will be used to cushion the effects of the Lockdown in the state. The Government has given it’s go ahead and promised efficient security of the workers and work area. Funding of the project would be from The Central Bank of Nigeria, as authorized by the President.The project will contribute significantly to employment, output increase, stable price and stable exchange rate.

**Project Timeline**

The project will be completed within 5months preferably between October, 2019 to April, 2020 to ensure a dry season for land clearing.

7.0 Estimated Project Costs and Revenue

**Fixed cost**

1. **Land clearing**

|  |  |  |  |
| --- | --- | --- | --- |
| Activity | Quantity | Naira | Kobo |
| Land clearing | 1hectare | 200,000 | 00 |
| Making of mounds | 1hectare | 50,000 | 00 |
| Planting of tubers | 1hectare | 50,000 | 00 |
| Sub total | 1hectare | 300,000 | 00 |
| Total | 300hectare | 900,000 | 00 |

1. **Equipment**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Name | Qty | Model | USD | Naira | Kobo |
| Tractor | 1 | Tractor "Belarus 3022 | 6,570 | 2,562,300 | 00 |
| Cultivator | 1 | F210 Honda tiller | 6,560 | 2,558,400 | 00 |
| Chisel plow | 1 | M34 Garett plow | 7,546 | 2,942,940 | 00 |
| Plough | 1 | F456 Kenz plough | 19,345 | 7,544,550 | 00 |
| Ridger | 1 | Awongo ridger 2000 | 9450 | 3,685,500 | 00 |
| Subtotal |  |  | 49,471 | 19,293,690 | 00 |

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1. **Vehicle**

**NAME. MODEL. QTY. NAIRA. K**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Pickup Truck | 2020 Chevy Silverado 1500 | 3 | 450,000 | 00 |

(**D) Irrigation**

**Type QTY Model USD. NAIRA. K**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Sprinkler irrigation** | **3** | **Z465** | **38,475** | **15,010,636** | **50** |

**OPERATING COST**

|  |  |  |
| --- | --- | --- |
| **Working capital** |  |  |
|  | **Naira** | **Kobo** |
| Workmanship | 100,000 | 00 |
| Land clearing | 100,000 | 00 |
| Subtotal | 200,000 | 00 |
| For 300Hectares | 600,000 | 00 |
| Irrigation | 275,000 | 00 |
| For 300Hectares | 825,000 | 00 |
| Cost per hectare | 1,425,000 | 00 |
| Total cost for 300Ha | 5,700,000 | 00 |

**Exchange rate 500naira = 1USD**

**Funding Mechanism**

The Imo State Government will provide 300Hectares of cleared farmland around the Federal Housing area and lend to to the Elite representatives of the Federal Government.

Conclusion

The project is technically feasible and is gladly looking for investors and Entrepreneur.