

**PROPOSED FRAMEWORK FOR THE DEVELOPMENT
OF A BUSINESS PLAN FOR AGRICULTURAL
ENTERPRISES**

B/plan Item	Details Required
Cover page	B.Plan for (farm/project name)... & prepared by..... Date etc
Location	Province, DM, LM, closest town, Tribal Authority, Nkosi, Induna, GPS co ordinates
Project information and executive summary	Brief background to project Brief outline to its need and beneficiaries Brief description of project and its intended impact Ownership of land (owner/PTO etc) History of production
Beneficiaries/institutional arrangements & social dynamics (through questionnaire)	Details of Participants – males, females, male youth, female youth, disabled (as annexure) Level of income & education – capacity and experience associated with proposed enterprise Objectives of Participants Need for social facilitation?
Baseline survey of project	To determine M&E criteria - summary of current land use
Outputs, outcomes and impact	For M&E - determine measurables (production, cash flow, employment targets etc) and assessment criteria for the project - consider EIA outcome and recommendations
Resource info	Soil survey (& analysis), topography, climatic data (temp, humidity, rain, heat/chill units, sunshine hours etc), water, infrastructure etc – facilitated by District/Local DARD office
BRU info	Determine what crops are suitable from info obtained – linked to resource info above or the vegetation veld condition assessment and carrying capacity for livestock suitability
Market analysis / Marketing strategies & Value adding opportunities	To determine sustainability and sales avenues Are there any offtake agreements in place
Selection of enterprise/s	From info above - dependant on skills

	levels of beneficiaries
Input suppliers	Depending on who is buying inputs – dept or farmer. Link also to mechanization and other policies. Develop partnerships/linkages
Training needs	Conduct needs analysis and conduct training (in house or service providers) – link to base line survey Mentorship availability or requirement
Operational/production plan	Include production operations (rotational plan) and capacity building for sustainability. (**liming, P&K requirements, pastures etc**)
Financial analysis	Sources of funding Capital and operational expenditure, 5 year cash flows (dependent on enterprise), NPV, IRR, Breakeven analysis etc as required Annexure with bill of quantities
Collateral/ security (if a loan is required)	Details of any assets (of the business or applicants) that can be used as collateral for a loan eg property, policies etc
Critical success factors	Eg. Rain/irrigation, specific technical support/operation, availability of operational funds and machinery etc – ie what can make or break the business/enterprise/operation
Risk Analysis & mitigation strategies	SWOT, PESTEL & Porter’s analysis. Plan B, insurance etc
External vetting of Bus plan/due diligence if required	By independent party or funder
annexures	Beneficiary details, maps, Bill of quantities, financial statements etc.