

BUSINESS PLAN/PROGRAM
CY 2025 - 2026
BENAMBAN STICK AND LUMBER RETAILING
Purok-18, Sta. Irene, Prosperidad, Agusan del Sur



I. INTRODUCTION

The Benamban Stick and Lumber Retailing hold Certificate of Registration No. **LD-R13-03-01092025**, and operates an established business at P-18, Barangay Sta. Irene, Prosperidad, Agusan del Sur. It is a small-scale trading business that utilizes mechanical equipment such as chainsaws, motorized table saws, and trimmers/edgers as prescribed by KALAKALAN-20 for local livelihood projects.

The Benamban Stick and Lumber Retailing are engage in the trading of lumber and other goods such as furniture, boxes and crates. This contributes to the socio-economic status of the tree farmers by providing a market for chainsaw lumber from the private tree plantation within the province of Agusan del Sur and nearby provinces.

Lumber trading presents a strong definite return on investment due to the high demand for sawn lumber and finished products. The business maximizes the use of harvesting/logging waste from private tree plantations to support the local construction industry, neighbouring town, and cities within the CARAGA Region.

The applicant will engage in lumber trading covered with appropriate permit obtained from legal sources including existing CBFMA, Private Land Timber Permit (PLTP), Private Tree Plantation Registration (PTPR), and lumber sourced from WPP's holder with proper DENR documentation, compliance with existing regulations.

II. OBJECTIVE

Main Objective

The primary objective of the business is to legally trade, transport, and/or display of lumber and finished products at its business establishment in P-18, Sta. Irene, Prosperidad, Agusan del Sur. It aims to supply lumber to legitimate buyers within or beyond the CARAGA Region.

Secondary Objective

- Dispose of approximately 3,000 board feet of lumber; sticks, and finished furniture products per quarter with potential increases as based on demand.
- Sell other semi-finished/finished wood product, such as crates, boxes, and furniture items.

III. MARKETING PROGRAM

The applicant will primary trade:

A. Products

Lumber, sticks, crates, boxes, and furniture with raw materials from legitimate suppliers as a registered stick lumber dealer permittee.

B. Pricing Structure/Strategy

Applicant will engaged in both wholesale and retail transactions of lumber and finished products. Prices will be based on the prevailing market price at the

time of the disposition of the products and will be adjustable based on the following factors:

- The species and quality of furniture and lumber.
- Cost of production including freight, milling, loading, labor, electricity, and maintenance.
- Taxes and other expenses.

The selling price will be based on production cost with a profit margin and management of approximately 25%.

C. Distribution channels and outlets

Lumber products will be distributed locally or to other regions, depending on agreements with buyers. Payment will be collected on Cash on Delivery (COD) basis, and a Sales Invoice Receipt will be issued to the buyers as proof of transaction.

D. Use of Private and Promotional Facilities

The applicant will not utilize private promotional facilities unless solicited or donated for advertisement in government activities or local barangay events. Business establishments may participate in local fiestas where they serve as donors for games and other activities.

IV. PRODUCTION PROGRAM

A. Development Plan

The development plan focuses on innovative and systematic production and marketing strategies for lumber, furniture, and related goods to ensure profitability and industry competitiveness.

The Stick and Lumber Dealer business establishment is equipped with the following;

- One (1) Unit five hp electric power table saw
- One (1) Unit three hp electric power edger
- One (1) Unit three hp electric power trimmer

These tools are essential for re-sawing lumber to the required dimension based on customer demand.

B. Pollution Control Measures

A lumber dealer effort will be made to minimize waste by recovering usable wood materials in the form of sticks, crates and boxes, among others.

Additionally, shade trees have been planted around the display center as an anti-pollution measure. The working areas are well-ventilated and free from any pollutants that may harm workers.

The establishment will also implement the 5R 's reuse, reduce, recycle, refuse and repurpose in waste collection and disposal.

C. Employment Generation

The applicant prioritizes hiring workers from within the locality to help alleviate unemployment in the community.

V. FINANCIAL PROGRAM

As lumber dealer permittee, applicant's income depends on the demand of lumber materials in the local market. Below is the Return on Investment (ROI) Statement for CY 2024.

• Revenue Estimates

- Annual disposed lumber : 21, 200.00 bd.ft.
- Cost per board feet : Php 35.00
- Annual Income : Php 742,000.00

• Annual Production Projection Cost

Materials/Equipment/Operating Expenses	Annual Cost
Raw Materials (21,200 bd.ft. with price of Php. 9.00 per bd.ft.)	Php 190,800.00
Labor for milling (21,200 bd.ft. bd.ft. with price of Php. 1.00 per bd.ft.)	Php 21,200.00
Annual power consumption/electricity	Php 30,000.00
Rent	Php 72,000.00
Salary (on call laborer)	Php 60,000.00
Transportation of raw materials including labor	Php 21,200.00
Annual utilities/water	Php 3,000.00
Equipment/tools maintenance and repair cost (cirular saw and trimmer)	Php 10,200.00
Total Cost	Php 408,400.00

• Net Income Calculation

The **net income** for lumber retailing is estimated at **Php. 333,600.00** for CY 2024, net income is projected to increase as the business grows and the supply and demand network expands.

The lumber dealer business has an **initial investment of Php. 200,000** to finance its operations. As a result, it does not require financial assistance from any lending institution for the current year.

Respectfully Submitted,

BENAMBAN STICK AND LUMBER
RETAILING:

By:


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