

# **BUSINESS PLAN**

## **CY 2024-2025**

**UMAYAM WOODCRAFT PRODUCER COOPERATIVE (UWPC);**  
Brgy. Poblacion, Loreto, Agusan del Sur

### **I. INTRODUCTION**

Umayam Woodcraft Producer Cooperative, lumber and sticks dealer holder located at Brgy. Poblacion, Loreto, Agusan del Sur. The economic prospect of the dealership business is high because of the increase in demand of lumber and sticks in Caraga Region and in the rest of the country. Thus, the proponent has decided to throw its hat into an area of lumber and sticks dealership.

### **II. OBJECTIVES**

1. To firmly establish a functional lumber and sticks yard in order to cater lumber & sticks needs of the growing activity in the locality and other neighboring municipalities and provinces; and
2. To provide employment opportunities to residents of the barangays and vicinities in order to contribute the upliftment of the socio-economic condition of the urban poor and generate revenue for the local and national government thus contribute to the improvement to our local and national economy.
3. To lead in value adding of planted species by re-sizing which is more profitable instead of selling by logs with lower prevailing price.

### **III. PRODUCTION PROGRAM**

#### **A. Source Raw Materials**

Lumber & sticks from registered private lands with planted species harvested and delivered to Umayam Woodcraft Producer Cooperative.

#### **B. Processing Schedule**

The lumber & sticks chainsaw cut produced from the private land with legal sources which are marketable sizes are displayed immediately at the proponent's lumber & sticks yard.

### **IV. EMPLOYMENT PROGRAM**

The proponent business establishment has the capital investment of Php 200,000.00 and shall hire at least Ten (10) workers. The workers shall receive minimum wages and other benefits thus, the project shall help ease the problem to unemployment and alleviate poverty in this sector of the industry in Caraga Region 13.

The increase in this number of workers that will be hired shall depend on the volume of business the proponent shall handle in the preceding years but not less than ten percent (10%) per year.

## V. DEVELOPMENT PLAN

The proponent shall venture into the expansion of this business to other related business such as but not limited to, the manufacture of finish products such as and sale of lumber & sticks, whenever the demand of house products shall rise domestic and export market.

## VI. POLLUTION CONTROL MEASURE

All waste materials from one product shall be converted and/or utilized as raw materials for other products, such as the production of wood tiles from trimming of lumber & sticks.

## VII. COST REDUCTION PLAN

As mentioned above, the efficiency in conversion of waste materials to other usable/marketable products and the use conversion means shall greatly contribute the effectiveness of the Lumber & Sticks dealership.

## VIII. MARKETING PROGRAM

### A. Distributional Channels/Outlets

- Local
- Domestic
- Export

### B. Promotional Ads

- Construction of a medium billboard at the site of the lumber & sticks yard.
- Offering price discounts that shall be directly proportional to the increase in the volume of costumer's purchases.

## IX. FINANCIAL PROGRAM

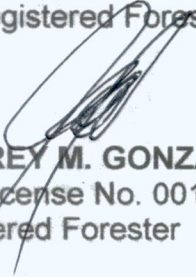
The proponent shall invest additional sizable amount of capital in this business venture for the operation. This amount shall increase if the economic atmosphere in the country shall show some brighter prospects as indicated in the increase surplus income of the consuming public, and thus, would result the brisk trading in every sector of the business community. Matrix below are the details of our financial prospect.

Species	Dimension volume of lumber	Buying price per Php 12.00/ bd.ft.	Re-sawing cost Php 3.00/ bd.ft	Market Price per lumber (Php)	
				Local	Outside Region
Gmelina	2x2x10 = 3.33 bd.ft.	40.00	10.00	50.00	56.67
	2x3x10 = 5.00 bd.ft.	60.00	15.00	75.00	85.00
	2x4x10 = 6.67 bd.ft.	80.00	20.00	100.00	113.33
	2x5x10 = 8.33 bd.ft.	100.00	25.00	125.00	141.67
Mahogany	2x2x10 = 3.33 bd.ft.	40.00	10.00	50.00	60.00
	2x3x10 = 5.00 bd.ft.	60.00	15.00	75.00	90.00
	2x4x10 = 6.67 bd.ft.	80.00	20.00	100.00	120.00
	2x5x10 = 8.33 bd.ft.	100.00	25.00	125.00	150.00



Species	Dimension volume of lumber	Buying price per Php 7.00/ bd.ft.	Re-sawing cost Php 2.00/ bd.ft	Market Price per lumber	
				Local	Outside Region
Falcata	2x2x10 = <b>3.33 bd.ft.</b>	23.33	6.67	26.67	50.00
	2x3x10 = <b>5.00 bd.ft.</b>	35.00	10.00	40.00	75.00
	2x4x10 = <b>6.67 bd.ft.</b>	46.67	13.33	53.33	100.00
	2x5x10 = <b>8.33 bd.ft.</b>	58.33	16.67	66.67	125.00

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