

+ Business Plan

V2 25/03/2024

Date:

Personal details

Business name: Business address:

Property details

Property names and addresses (Please list property/ies to which this business plan relates to:

Business plan summary

A business plan is an essential tool for you to use in planning your business direction and communicating your goals and strategies.

Whilst QRIDA will utilise the information in this plan throughout the assessment process, **this is your plan for your business.**

In administering concessional loan programs, QRIDA seeks to support a viable and sustainable primary production sector in Queensland. With this in mind, a viable and sustainable primary production business is one that generates sufficient primary production income to:

- meet fixed and variable operating expenses
- service borrowings at commercial interest rates
- meet statutory obligations (i.e. superannuation and taxation)
- provide an adequate standard of living for business principles and family
- provide funds for reinvestment into the business to increase long-term productivity and sustainability

Note: Should you have an existing business plan format/template, QRIDA is happy to accept this, provided it includes the necessary information.

Assistance:

If you require any assistance in completing your business plan or application, please contact QRIDA Program Management Officers in Brisbane on 1800 623 946. Alternately, Regional Area Managers located in Brisbane, Bundaberg, Townsville, Cloncurry, Innisfail, Kingaroy, Emerald (with an office in Longreach), Mackay, Rockhampton, Roma and Toowoomba are available to assist you.

Submitting your business plan

Your business plan is part of a complete application for a First Start or Sustainability Loan. Please ensure that this document is submitted with all other information required for your current application.

Section 1 - About you

Please provide information about key personnel involved in the operation of your primary production business.

What relevant experience do you have in primary production?

Please detail any qualifications that you have that assist you in operating your primary production business?

Who else is/will be involved in the operation of your primary production business (e.g. family members, business advisers, mentors, accountant, agents, agronomists etc)?

[illegible]

Are there any succession planning measures in place for your business (this may include succession from an older generation to you, or succession to your next generation)?

Please detail the proposed succession plan in place (or attach a separate document if you have one).

Please detail the timeframes for the succession planning.

Section 2 - About your business

Provide an overview of your current primary production business.

What type of primary production business do you operate/intend to operate? Also, please describe your production cycle.

What do you produce?

What markets do you currently target and intend to target in the future?

Who do you sell to? Do you have any supply contracts in place, key suppliers/buyers?

If applicable, outline any setbacks in the last 3-5 years (seasonal, industry and/or financial) you have encountered and how did you deal with it?

Section 3 - Your future

What is your vision/overall goal for your primary production business (i.e. describe what success looks like for your business)?

Timeline	Detail	How will you measure success?
Example: What will your business look like in 1 year?	Description of goal: Build up enterprise flock to 1,000 ewes and increase lambing by 20%, complete remaining external exclusion fencing.	Have property fully enclosed with exclusion fence.
	How it will be funded: Cash deposit and QRIDA loan.	Running 1,000 ewes and maintained improvement to lambing.
What will your business look like in 1 year?	Description of goal:	
	How it will be funded:	
What will your business look like in 3 years?	Description of goal:	
	How it will be funded:	

What will your business look like in 5 years?	Description of goal:	
	How it will be funded:	
What will your business look like in 10 years?	Description of goal:	
	How it will be funded:	

Section 4 - Risks to your business

Consider possible risks to the success of your plan and outline what strategies you have in place or intend to implement to manage these risks.

When considering the possible risks to the success of your plan, please respond to the following, outlining the risk and the mitigation strategy in place:

- personal risk – illness or injury, security of employment
- climate variability risk – impact of increasing temperatures and changing rainfall patterns
- weather or seasonal risk – susceptibility to flooding, cyclones, bush fires
- production risk – yield variations, herd/flock fertility
- financial risk – interest rate increases, inadequate working capital
- market risk – e.g. volatile commodity prices, relationship with agents/processors, market access
- industry risk – e.g. production failing to meet consumer demand, consumer trends
- biosecurity risk - e.g. wild dogs, African Swine Fever (ASF)

Please be thorough in responding to the potential risks that apply to you and your business.

Risk category	Risk	How will you manage this risk?	Degree of Risk (please rank the three (3) most significant risks to your business)
Example: Market risk	<i>Lower than expected commodity price.</i>	<i>On farm storage allows us to store half our annual crop which means we are not forced to sell at harvest but can wait for a market high during the year.</i>	
Example: Climate variability	<i>Lower than expected summer rainfall.</i>	<i>Convert 200 hectare of cultivation to pasture.</i>	1
Personal risk			
Climate variability risk			
Weather or seasonal risk			
Production risk			

Financial risk			
Market risk			
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Biosecurity risk			