**BIZNIS PLAN**

**ZA DODJELU PODRŠKE POKRETANJU POSLOVANJA**

**MLADIH POLJOPRIVREDNIKA ZA 2023. GODINU**

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Ime i prezime

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Adresa

**BIZNIS PLAN ZA**

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**(naziv investicije)**

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Mjesto, datum potpis podnosioca

Zahtjeva za odobrenje biznis plana

# 

# 1. Osnovni podaci o podnosiocu biznis plana

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| --- | --- | --- |
| 1. | Ime i prezime |  |
| 2. | Adresa |  |
| 3. | Datum rođenja |  |
| 4. | Jedinstveni matični broj |  |
| 5. | Broj telefona |  |
| 6. | Obrazovanje |  |
| 7. | Adresa investicije |  |
| 8. | Vrijednost investicije |  |
| 9. | Primarna djelatnost |  |
| 10. | E-mail adresa |  |

# 2. Podaci o djelatnosti

## *2.1. Opis postojećeg stanja na gazdinstvu*

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## *2.2. Podaci o zemljištu, broju životinja i zasadima*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Jed. mjere | Postojeće | Planirano |
| Status zemljišta |  |  |  |
| Zemlja u vlasništvu | ha |  |  |
| Zakup | ha |  |  |
| Ostalo | ha |  |  |
| Ukupno | ha |  |  |
| Kategorija zemljišta |  |  |  |
| Povrtnjaci | ha |  |  |
| Voćnjaci | ha |  |  |
| Maslinjaci | ha |  |  |
| Vinogradi (stono grožđe) | ha |  |  |
| Vinogradi (vinsko grožđe) | ha |  |  |
| Livade i pašnjaci | ha |  |  |
| Pod plastenikom | ha |  |  |
| Ostalo | ha |  |  |
| Ukupno | ha |  |  |
| Broj životinja |  |  |  |
| Mliječne krave | kom. |  |  |
| Mliječne koze | kom. |  |  |
| Mliječne ovce | kom. |  |  |
| Tovna junad | kom. |  |  |
| Krmače | kom. |  |  |
| Svinje | kom. |  |  |
| Nosilice | kom. |  |  |
| Brojleri | kom. |  |  |
| Ostalo (navesti) | kom. |  |  |
| Ukupno | kom. |  |  |
| Pčelarstvo |  |  |  |
| Pčelinja društva | kom. |  |  |
| Nukleusi | kom. |  |  |
| Košnice | kom. |  |  |
| Ostalo (navesti) | kom. |  |  |
| Ukupno | kom. |  |  |

### 

## *2.3. Podaci o opremi i objektima na poljoprivrednom gazdinstvu*

### Opis postojeće opreme i objekata na poljoprivrednom gazdinstvu

Nabrojati postojeću opremu i objekte, ukratko opisati

*\* Ukoliko se radi o adaptaciji i/ili rekonstrukciji objekta obavezno navesti broj lista nepokretnosti i broj parcele na kojoj se nalazi objekat koji je predmet investicije*

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### Opis planirane opreme na poljoprivrednom gazdinstvu

Nabrojati planiranu opremu, ukratko opisati

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# 3. Podaci o zaposlenima:

## *3.1.* *Lica koja će učestvovati u radu poljoprivrednog gazdinstva:*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **r.br.** | **Ime i prezime** | **Starost** | **Srodstvo/odnos sa podnosiocem biznis plana** | **Stručna sprema** |
|  |  |  |  |  |
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|  |  |  |  |  |
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# Opis tržišta

## *4.1.* *Nabavno tržište (kratak opis trenutnog stanja tržišta nabavke sirovina neophodnih za obavljanje djelatnosti)*

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## *4.2. Predmeti nabavke (sirovine, poluproizvodi)*

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## *4.3. Osnovni problemi i rizici sa kojima se susrijeće poljoprivrednik na nabavnom tržištu*

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## *4.4. Osnovni problemi i rizici sa kojima se susrijeće poljoprivrednik na prodajnom tržištu*

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## *4.5. Identifikacija glavnih konkurenata na prodajnom tržištu*

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# 5. Podaci о investiciji

## *5.1.* *Ciljevi koji se žele postići navedenom investicijom (ključne riječi: povećanje konkurentnosti, tehnološko unaprijeđenje, dostizanje ekoloških i higijenskih standarda na farmi...)*

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## *Opis investicije (svaka aktivnost pojedinačno)*

*\*Napomena: prema opisanim aktivnostima će se vršiti isplata podrške, kontrola stručnih službi u poljoprivredi i nadzor odgovornog mentora. Voditi računa o aktivnostima koje će se sprovoditi u prvoj, drugoj i trećoj fazi, a koje su u skladu sa isplatom prve, druge i treće rate*

*OPIS AKTIVNOSTI – vezanih za uplatu prve rate podrške od 30%*

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*OPIS AKTIVNOSTI – vezanih za uplatu druge rate podrške od 50%*

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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*OPIS AKTIVNOSTI – vezanih za uplatu treće rate podrške od 20%*

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# Finansijski pokazatelji poslovanja

## 

## *6.1. Plan prodaje*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Prodajne količine** | | | | | | |
| **Naziv proizvoda** | **Broj jedinica** | **Planirane godine** | | | | |
| **1** | **2** | **3** | **4** | **5** |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| *Ukratko objasniti prodajne količine:* | | | | | | |
| **Cijena** | | | | | | |
| **Naziv proizvoda** | **Euro/jedinici** | **Planirane godine** | | | | |
| **1** | **2** | **3** | **4** | **5** |
|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
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|  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| *Ukratko objasniti prodajne cijene:* | | | | | | |
| **Vrijednost prodaje** | | | | | | |
| **Naziv proizvoda** | | **Planirane godine** | | | | |
| **1** | **2** | **3** | **4** | **5** |
|  | |  |  |  |  |  |
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|  | |  |  |  |  |  |
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|  | |  |  |  |  |  |
| **UKUPNO PRIHODI** | |  |  |  |  |  |

## *Ukupni prihodi na gazdinstvu*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Prihodi** | | | | | |
|  | **Planirane godine u eurima** | | | | |
| **Struktura prihoda** | **1** | **2** | **3** | **4** | **5** |
| Proizvod 1 |  |  |  |  |  |
| Subvencija 1 |  |  |  |  |  |
| Proizvod 2 |  |  |  |  |  |
| Subvencija 2 |  |  |  |  |  |
| Proizvod 3 |  |  |  |  |  |
| Subvencija 3 |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| Ostali prihodi |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **UKUPNO** |  |  |  |  |  |

## 

## *6.3. Ukupni troškovi*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **Godine** | | | | |
| **Stavka** | **1** | **2** | **3** | **4** | **5** |
| **A. Fiksni troškovi (1+2+3+4+5+6+7)** |  |  |  |  |  |
| **1. Troškovi mehanizacije i opreme (a+b)** |  |  |  |  |  |
| a) amortizacija |  |  |  |  |  |
| b) gorivo |  |  |  |  |  |
| **2. Amortizacija (objekti)** |  |  |  |  |  |
| **3. Plate stalnih radnika** |  |  |  |  |  |
| **4. Opšti troškovi (a+b+c)** |  |  |  |  |  |
| a) voda |  |  |  |  |  |
| b) energija |  |  |  |  |  |
| c) osiguranje |  |  |  |  |  |
| **5. Troškovi kredita (a+b)** |  |  |  |  |  |
| a) anuitet |  |  |  |  |  |
| b) kamata |  |  |  |  |  |
| **6. Troškovi zakupa zemljišta** |  |  |  |  |  |
| **7. Ostali fiksni troškovi** |  |  |  |  |  |
|  |  |  |  |  |  |
| **B. Varijabilni troškovi (1+2+3)** |  |  |  |  |  |
| **Biljna proizvodnja (a+b+c+d+e+f+g)** |  |  |  |  |  |
| a) sadnice i sjemena |  |  |  |  |  |
| b) organska i mineralna đubriva |  |  |  |  |  |
| c) sredstva za zaštitu bilja |  |  |  |  |  |
| d) sezonska radna snaga |  |  |  |  |  |
| e) usluge mehanizacije |  |  |  |  |  |
| f) troškovi berbe |  |  |  |  |  |
| g) pakovanje i sortiranje |  |  |  |  |  |
| **Stočarska proizvodnja i pčelarstvo**  **(a+b+c+d+e+f)** |  |  |  |  |  |
| a) priplodni podmladak |  |  |  |  |  |
| b) stočna hrana/hrana za pčele |  |  |  |  |  |
| c) veterinarske usluge |  |  |  |  |  |
| d) sezonska radna snaga |  |  |  |  |  |
| e) usluge mehanizacije |  |  |  |  |  |
| f) košnice |  |  |  |  |  |
| **3. Ostali varijabilni troškovi** |  |  |  |  |  |
|  |  |  |  |  |  |
| **UKUPNO A + B** |  |  |  |  |  |

# Finansijski plan

## *7.1. Račun dobitka i gubitka*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Planirane godine | | | | |
| Stavke | 1 | 2 | 3 | 4 | 5 |
| 1. Ukupni prihodi (tabela pod tačkom 6.2.) |  |  |  |  |  |
| 2. Ukupni troškovi (tabela pod tačkom 6.3.) |  |  |  |  |  |
| 3. Profit (1 – 2) |  |  |  |  |  |
| 4. Porez (3 x 0,09) |  |  |  |  |  |
| 5. Profit/Gubitak (3 – 4) |  |  |  |  |  |

**Garantujem da su svi dati podaci upisani u biznis planu tačni i da odgovaraju realnom stanju**

|  |  |
| --- | --- |
| **Podnosilac biznis plana** |  |
| **Potpis** |  |
| **Datum i mjesto:** |  |