

## **Expert-Service Voucher No. 8: Business planning & access to finance**

### **Purpose:**

To help entrepreneurs to successfully manage their enterprise and produce competitive products

#### **1. Criteria for receiving the voucher**

Entrepreneurs to receive this support must fulfil the following conditions:

- Must be in brick sector
- Must have an active business (working regularly)
- Must be willing to adopt new technology; i.e, environmental friendly fuel, production of new products and adopting new production equipment for better quality products

#### **2. Business planning & access to finance; voucher value: US\$1.000**

This Voucher entitles the Cooperative /Entrepreneur to receive financial support the learning travel and attend forums and exposures without repayment of grant for supporting the entrepreneur in:

- Design business plan
- Operate a competitive enterprise
- Produce regulary
- Facilitate access to funds by supporting them through credit collateral

#### **3. Preconditions for “cashing” the voucher No 1:**

The following steps must be followed in order to get access to this voucher:

1. Showing interest in investing in brick and tile sector by writing official letter to SKAT (or filling a form)
2. Possess a site to make or extend the clay business
3. Develop a business plan and apply for loan
4. Be ready to cover some additional costs related to legal documents that may be asked by the bank

#### **4. Responsibilities**

- The entrepreneur /cooperative is entirely responsible for the risks related to his/her business
- SKAT will only provide permanent coaching and 50% of collateral loan

#### **5. Terms & conditions**

- This voucher is only valid for the period for 6 months.
- After successful completion of the Voucher No 1 the same conditions will be applied for proceeding to the evaluation of the application for voucher No 2 which will be long term business coaching