



ALL-INCLUSIVE MEETING PLACE

***Business Plan
2019 - 2020***

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Entrepreneurship Group 63

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I. EXECUTIVE SUMMARY

This business is owned by seven persons who are undergoing two different courses at MCAST. Four of us are undergoing the BSc (Hons) in Computer Systems and Networks, while three of us are undergoing the B.A. (Hons) in Inclusive Education. To combine our diverse expertise we created this business which is entitled *All-inclusive meeting place* which is a service based on cafeterias and restaurants that employ people with disabilities and caters for students who need a quiet place to study and work on their assignments while having a coffee and some lunch. Our Unique Selling Point is the fact that there are no cafeterias or restaurants that employ the majority of the employees who have a disability. Thus our gap in the market minimal employment for people with a disability. We do not have any direct competitors because of our Unique Selling Point. However, we do have an alternative competitor which is Jacob's Brew which is a cafeteria owned by a person who has a disability, however, still does not employ the majority of students with a disability. Other alternative competitors include Mc Cafe, Costa and Starbucks since they provide a place for students to study with free WiFi. Through marketing research, we gathered that only 1,300 employees registered in 2015 and that is a very low rate considering that our country upholds above 400,000 people residing here, thus encouraged us to further our idea.



2. BUSINESS OVERVIEW

2.1. Proposed Product / Service

The main idea of this project is a meeting place entitled 'All-Inclusive Meeting Place' which was collectively agreed upon as a group since it merges our courses, IT and Inclusive Education. This meeting place which will be located in Naxxar will be employing people who have a disability, preferably people who have Down Syndrome and Mild Autism as baristas. Three people from our team who are currently studying about Inclusive Education will be available as floor managers to supervise the people with disabilities and assist them where needs are while the other people from the group will supervise the IT and tech in the shop to combine our expertise. Our meeting place will be self-service where customers can order using one of the four screens available which are displayed in the meeting place and then pay with the use of credit cards which will be available at the screens as well. This was decided because people with Down Syndrome and Autism often struggle with communication. It also helps customers who are non-verbal or else have any speech impairment. Our meeting place is inclusive for all ages; however, our target audience is students. Moreover, half of our meeting place will be designed to cater for students since it is a quiet area where students can work on assignments or hold group meetings. This is especially beneficial for students who struggle to find a quiet place to work on their school work. Free WIFI will also be available, which will benefit students who are working on assignments. Our meeting place is also physically accessible for wheelchair users, and this is so since we have an accessible entrance and bathroom, accessible tables and the screens provided are also accessible. The menu is also inclusive by including reasonable prices which the main target audience can afford. From another perspective, the Menu will also be inclusive since we have a wide range of hot and cold beverages, lunch and cakes. The meeting place will be opened from Sunday to Thursdays from 9 am till 9 pm, and Friday and Saturdays from 9 am till 11 pm.

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2.2. Legal Considerations

Occupational Health and Safety (Chapter 424)

General Duties

The authority's duties are to see that the levels of occupational health and safety protection established by this Act and by regulations made under this Act are observed maintained.

Employers Duties

This chapter states that it shall be the duty of an employer to ensure that all persons that are carried out work should be provided with a safe working environment. So, we must make sure that there is a good level of light to prevent eye strain on our employees, make use of non-slip tape in areas such as stairs and kitchen, fire equipment such fire extinguishers must be provided, and regular maintains must be carried out on this equipment which is another cost on our business.



Anti-Slip Tape



Fire extinguisher

Here is a list of measures that need to be taken by an employer to prevent physical and psychological occupational ill-health, injury or death.

- **Identification of hazards**
 - Sharp Edges
 - Electrical Cables across the floor
 - Faulty equipment which can lead to injuries such as an electric shock
 - **Risk avoidance**
 - Burning skin while handling food
 - Cutting your skin while handling a dull knife
-

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Also, hazardous must be replaced by non-hazardous, or if not possible with less hazardous, for example, we should make use of less harmful dishwashing chemicals. Another responsibility that an employer has is to adapt the work to the worker, by providing the right choice of equipment and to make sure that it is safe to use, for example, we need to make sure that microwaves oven are going to be tested by a professional technician to make sure that there is no leakage of radiation.

Another obligation is to prevent monotonous work by allowing our employees to alternate their working production. This is a very important consideration for our business since we are going to employ people with disabilities, but on the other hand, it will cost us time to train our employees doing different duties.

Work-rate is also a concern, and it must be at an adequate speed to reduce the negative effects on the health of the employees, which again this may be a negative effect on productivity. Another obligation by the employer is to provide such information, instruction, training and supervision as is required to ensure occupational health and safety. To train employees will cost us money but one can see this as a making an investment in our employees. As a result, to improve productivity and reducing the risk of an injury at the workplace.

Also, an employer must ensure that enough workers are employed, this can be a challenge for us since we do not have a lot of experience and especially in the first year were making a profit is very difficult. A Workers' Health and Safety Representative or Representatives shall be elected, and who shall be consulted in advance and a good time by the employer on matters which may affect occupational health and safety. Having a health and safety issue at our workplace can lead used to pay a sum of money to that individual, so having a safety representative is a good decision to prevent or at least minimise the risk of such issues.

3. MARKET ANALYSIS

3.1. Competitor & Gap Analysis

In Malta, there has been a lot of drastic changes to integrate people with disabilities to be part of our society. Despite the law which enforced companies to hire people with disabilities, it still isn't enough because the number of people with disabilities is increasing "According to the latest Maltese Census (2011) 1, 8.55% of the Maltese population have a disability". Also, implementing and carrying out this law was still not mandatory as companies could pay a fine to avoid such law. Recent statistics showed that people with disabilities who work in Malta as of 2015 "According to the last report provided by MEA, in Malta, there are currently 1,300 registered disabled persons in employment, of which 900 are in the public sector, while there are currently 300 registered disabled persons on the unemployment list."

Further review of the statistic is showing "Indications are that there could be many more, as several disabled persons are discouraged for registering for employment because of a low probability of actually finding work". Our group considered this, and we as part of the community, we are aware that people with disabilities often struggle to find jobs. Our meeting place offers certain aspects that every job gives, such as; feeling productive, the connection with others and even a purpose and a sense of responsibility and lastly to maintain a standard of living. All because they interact. Differently, we believe that they have the right to be employed, especially today where inclusion and integration is a big part of our culture. That is why the all-inclusive meeting place will give people with the disabilities the rights they deserve. We concluded that the meeting place would employ people with disabilities as the majority to run the daily shop operations as this is our unique selling point (USP).

The All-inclusive meeting place is a service that will be like a cafeteria and a quiet area for students as an attraction for this place. The meeting place will be accessible to everyone. We do not have any direct competitors as there isn't yet a place in Malta where most of his employees are people with disabilities. Thus, there aren't places with the same concept as ours, and this is the reason why our start-up business has a strong Unique Selling Point (USP). We have one alternative service, which is Jacob's Brew as his initiative is to also help people with disabilities by contributing to them. There other brands who resembles our all-inclusive meeting place services which is a cafeteria service, these brands are Costa Coffee, Starbucks, McCafé and other nearby cafés.

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3.2. Target Market

- A. The main and primary target market of our service is for those individuals, especially students and business people who are seeking a fun, modern and quiet place. Where they can enjoy a cup of coffee/tea and some fresh and daily prepared food even accustom those people even with dietary restriction, one can have a place where it is possible to have a meeting in or a place to study as 51% struggle to find a workplace. By keeping in mind those individuals who find it very difficult to find employment as seen on the pie chart below its very rare occurrence to find a person with a disability to serve you, especially people with a disability, they are going to be included in this proposed service.
- B. Describe the typical customer:
The typical customer for the all-inclusive meeting place is between the age 18-24, Mostly female, and they are part of an academic scholarship, meaning they are a student. Which does have a difficulty of finding a place to study or do work and is also comfortable in using automated ordering machine to order and pay for their food or snacks and would likely to recommend us to their friends.
- C. Determine whether a potential customer is ready to buy your service:
Since 51.4% of our responses are students, we can say that the number of students is 118. Out of 118 students, 5.9% did not recommend the all-inclusive meeting place. Therefore 111 students would recommend the all-inclusive meeting place, meaning they would try and recommend our service, which is nearly all students.
-

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3.3. Market Potential

"Students enrolled in formal and home-grown tertiary education during the academic year 2014/2015 amounted to 13,216. This figure is 5.1 per cent higher than the one recorded during the academic year 2013/2014. Overall, female students exceeded males" (NSO, 2015/2016).

https://nso.gov.mt/en/News_Releases/View_by_Unit/Unit_C4/Education_and_Information_Society_Statistics/Pages/Student-Enrolments.aspx

Analysis of the NSO Students enrolled in tertiary education in 2014/2015 the number of students amounts to 13,216. This number can be Rounded to 15000 as of 2019/2020. Therefore, all these students can be potential customers to our shop, especially, we see those students as our target audience since we are tailoring them to have even a study area in our shop. A realistic evaluation of the first year, attracting an amount of 50% of those 15,000 students and each year is increasing more student percentage by at least 3.5 % each year.

Although a realistic analysis also would be in seeing the increase of students through the year and fundamental those differences in numbers to prove an approximation of the real number of students for 2020 although there is not any real data providing the number of students enrolled in tertiary education. We must keep in mind that although potential customers are students, still the service is available for other people in other sectors so attracting 25% of those other sectors would make us available for business in the long term.

4. MARKETING PLAN

Advertisement	January	February	March	April	May	June	July	August	September	October	November	December	Total cost Yearly :	Budget :
Radio Advertisement :	€200.00	€200.00								€200.00	€200.00	€200.00	€1,000.00	€5,000.00
Social Media Advertisement :	€300.00	€300.00	€300.00	€300.00	€300.00					€300.00	€300.00	€300.00	€2,400.00	Budget Remainder :
BillBoard Advertisement :						€150.00	€150.00	€150.00					€450.00	€1,150.00
													Total:	
													€3,850.00	
Additional Advertisement : (that may be removed at later stage)														Budget Remainder :
Youtube Advertisement :	€200.00							€200.00	€200.00					€550.00
Additional Opening Ceremony Advertisements :														
Social Media Advertisement :														€550.00
Billboard Advertisement : Summer Time , People use cars more . Radio Advertisement : School Time + Christmas time Social Media Advertisement : Yearly Advertisement Social Media Advertisement : Summer time Removed After the First year 550€ will not be used , due to promotional plans.														

Advertisement Strategy:

- *Radio Advertisement* –
 - Months Applied: January, February, October, November, December
 - Since in Malta most people use the radio early in the morning while either going to work/school or taking kids to school it should be around implemented to reach the most audience either after Christmas or one month after the beginning of the scholastic year.

- *Social Media Advertisement* –
 - Months Applied: January, February, March, April, May, October, November, December.
 - Since our target is students, we want to accustom social media advertisement throughout the year but less advertise around summer since students are less likely to be at home during the summertime, therefore, will be less using social media.

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○ *Billboard Advertisement –*

- Months Applied: June, August,
- Since in Summer people go to the beach by car or by bus, we profit from this opportunity since Naxxar is in the central zone we use a billboard for advertising our products along the road.

Pricing Strategy:

Radio Advertisement:

We use the most popular radio station locally so we can advertise our service so that we have a successful beginning to our branding, therefore, having a radio station repeatedly mention us should be cost-efficient especially in the beginning.

Social Media:

The screenshot displays the Facebook Ad Manager interface for creating and testing ad sets. It is divided into two main sections: 'Audience (Variable)' and 'Split Test Budget & Schedule'.

Audience (Variable)
Understand which groups of people are more likely to respond to your ads. [Learn More](#)

AD SET A
Audience:
Location: Malta
Age: 16 - 24

AD SET B
Audience:
Location: Malta
Age: 18 - 65+

Split Test Budget & Schedule
Define how much you'd like to spend and when you'd like your ads to appear. [Learn More](#)

Budget [ⓘ] €10.00
Actual amount spent daily may vary. [ⓘ]

Split

Ad Set	Percentage	Budget
Ad Set A	70.00%	€7.00 EUR
Ad Set B	30.00%	€3.00 EUR

Schedule Run split test starting today
 Set a start and end date

Duration [ⓘ]
 End the test early if a winning ad set is found [ⓘ]

This test will run for 30 days and spend no more than €300.00.

[Hide Advanced Settings](#)

We made the Social media advertisement to advertise the all-inclusive meeting place through the most social media websites most likeable, which is Instagram and Facebook. Since Facebook owns Instagram, so we don't have to deal with the ordeal of customising certain ad features to both.

We split the ads 70% to be customised between people age 16-24 mostly students since this is our target and audience and the most audience that used social media, but we still let a 30% of ads being

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customised to people through several ages, we spent daily 7 euro on audience between 16-24 and 3 euro for a month.

Billboard Advertisement:

The billboard we are placed specifically in places where traffic is due, especially in summer. Therefore, a high price is due too certain specific location which will be worthen in the long run especially when these are placed at the summer period, therefore we estimated for a billboard for a whole month would be around 150 euro.

YouTube Advertisement:

Since YouTube everyone uses it, we specifically want that locally ads are published to advertise our shop; therefore, a manual fee is taken for every ad that is seen locally on the user's device. We decided that it will be a 30-second ad; therefore, the fee is not that high since Manual payments: Pay when you want for future costs. With this setting, you make a payment before your ads run. Then, as your ads run and you accrue costs, the credit from your payment will decrease. When your payment is depleted, your ads will stop running. Price 200 euro.

5. ORGANISATION & KEY PARTNERS

IT	Marketing	Finance	CEO	HR	Customer Support	Chef
Mario Chircop 14.28%	Ryan Busuttill 14.28%	Marlon Micallef 14.28%	Sanchez Parnis 14.28%	Sasha Bilocca 14.28%	Aime Borg Duca 14.28%	Emmanuel Bugeja 14.28%

Name	Surname	Job Title:	Share %	Owners?
Mario	Chircop	IT	14.28%	Yes
Ryan	Busuttill	Marketing	14.28%	Yes
Marlon	Micallef	Finance	14.28%	Yes
Sanchez	Parnis	CEO	14.28%	Yes
Sasha	Bilocca	HR Management	14.28%	Yes
Aime	Borg Duca	Customer Support	14.28%	Yes
Emanuel	Bugeja	Chef	14.28%	Yes

Workers	No. of Workers
Owners employed on a full-time basis	Seven
Employees without a disability employed on a full-time basis	Nine
Employees with a disability employed on a part-time basis	Twenty
Chefs/Cooks employed on a part-time basis	Two

This business will be registered as a legal form of a private limited company. Our business consists of seven members all have an equal share of 14.28%. Our members are Mario Chircop, Ryan Busuttill, Marlon Micallef, Sanchez Parnis, Sasha Bilocca, Aime Borg Duca and Emanuel Bugeja.

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All the owner's specific roles have been assigned above. Furthermore, 20 employees with disabilities will be assigned as baristas, cleaners and kitchen helpers' job. Other employees will be assigned as cashiers and to assist employees with disabilities. While this is a service, we are looking for outsourcing the role of maintenance, accountant, lawyer and Comtec, which will not be fully part of our team.

Our Key Partners will consist of these Suppliers:

4. James Caterers:
 - Will supply food like deserts etc.
5. Strand Place agencies:
 - Will supply a variety of foods
6. Farsons:
 - Will Supply beverages, Fridges

Our Key partner's / Sponsorships:

One plus – which will provide for the opening ceremony 3000 euro funds as long the term agreement we have a space in our shop for them to locate and show off the products and any photos for the opening ceremony will be provided on social media by advertising their camera and announcing that every picture taken was with a one plus camera.

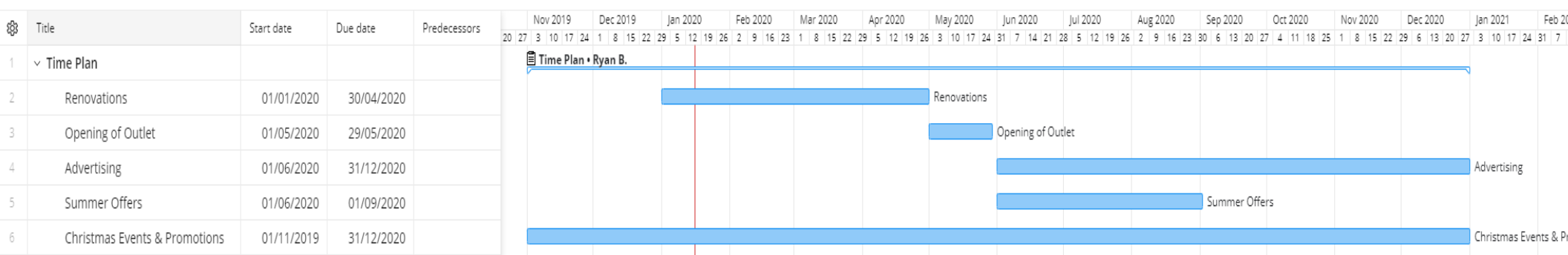
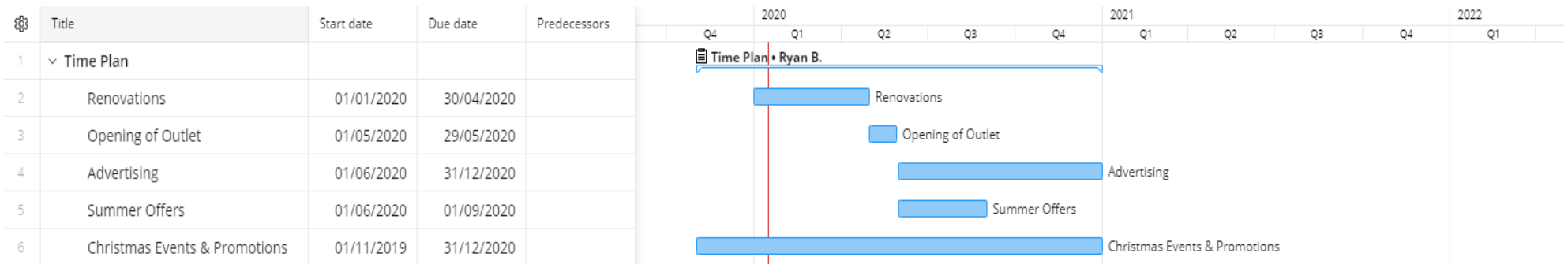
Secondly - Through various weeks between 4 – to -6 weeks that pass by one plus will send products for us to show off in the student's quiet area differential agreements will be made for them to sponsor us and for us to advertise their products especially to students as agreed upon they will suffice with \$12000 funds.

6. OPERATING PLAN

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6.1. Time Plan



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Physical Location

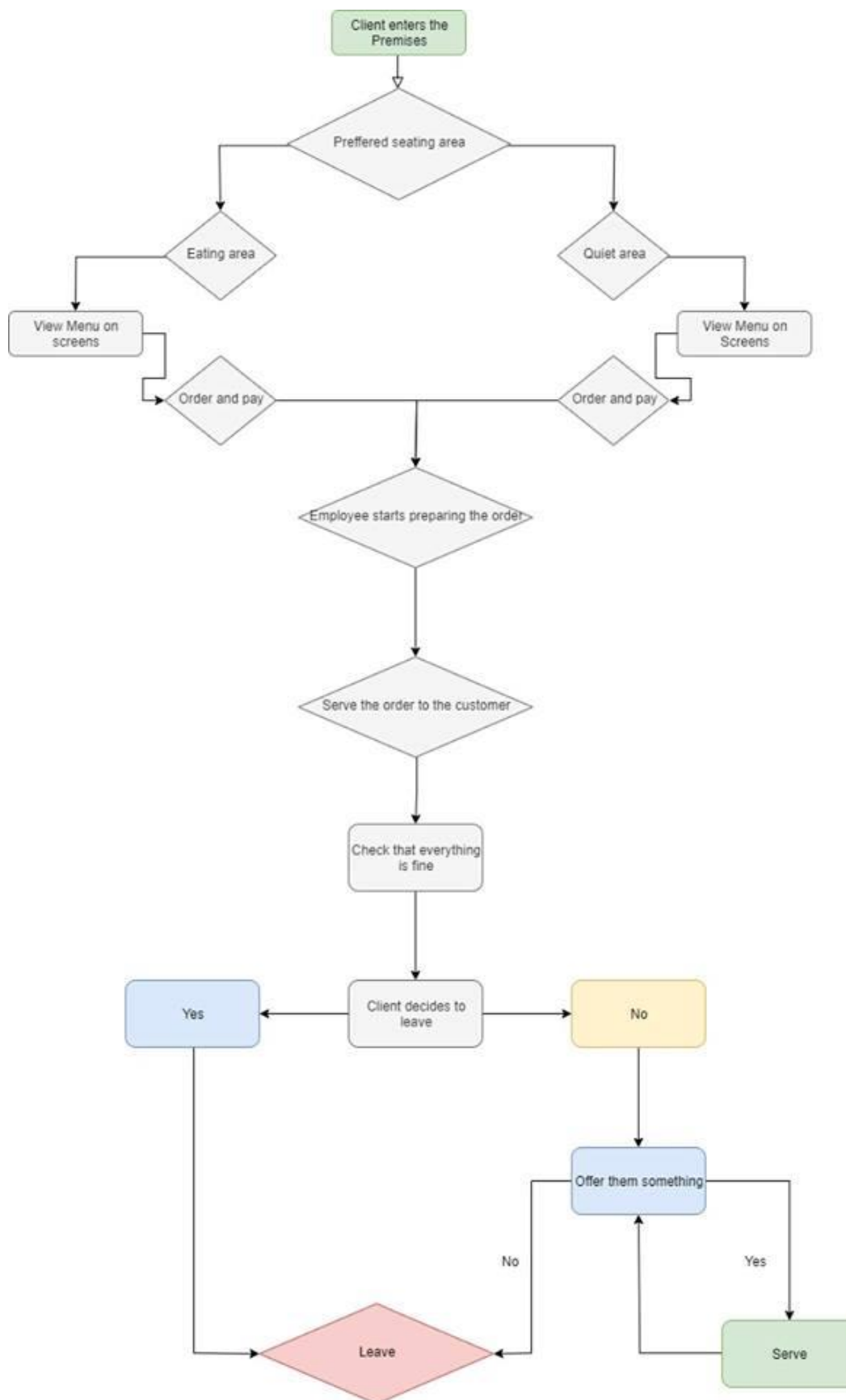
The location of our meeting place will be at Naxxar, and the address is Triq il-Markiz G. Scicluna, instead of Carnevino. We chose Naxxar as the location for our business because it is at the centre and thus it is convenient for all the people who are living in Malta. There are also schools nearby which are important since our target audience are students, and this will increase the likeliness for these students to visit our shop. The contact person to rent this catering place was Sylwester Figas, and it was a Frank Salt commercial. Our agreement was €1,800 per month.

Google Maps: <https://goo.gl/maps/11r4KFcZ87rhpZ29A>

a. 'Production/Service' Process Flow Chart on the following page.

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b. Resources Required

The catering area that we will be renting per month at Naxxar is a fully equipped restaurant. The items included with the price (€1,800 per month) are that it will be fully equipped and fully furnished, with wall cameras, CCTV's, fire alarm, e-pos and all other restaurant equipment is currently in place. All furniture and furnishings, and fully airconditioned. All we need to do as renovations to this place are; the name of business on property which will cost €150, three ordering and pay screens which will cost €2,500, disability toilet equipment and nappy changers for both toilets to make them accessible which will cost €2,000, and cash software which will cost €6,000. These renovations add up to €10,650. The opening stock will cost €3000, the monthly rent is €1,800, and the advertisement will cost €3,850 yearly, including a year before the business opens – these add up to €8,650. Our sources of the start-up capital are €5,000 from every owner, which adds up to €35,000 as we are a total of seven owners. A bank loan of €50,000, and the OnePlus which is an informal investor which is going to offer us €3,000 to show their products at the opening event. Then they will offer us €12,000 funds which can vary between every four weeks to 6 weeks for the advertisement of their products. This means that our sources for the start-up capital add up to €88,000.

7. FINANCIAL PLAN

Start-up Capital for All Inclusive Meeting Place Ltd

Statement of Financial Needs

Total funds needed to start-up the business	<u>88,000</u>
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Sources of start-up capital

Owner's Capital (Equity)	35,000
Informal investors	
Bank Loan (Long-term liability)	50,000
Business Funds (OnePlus)	<u>3,000</u>
Total	<u>88,000</u>

Dispersal of start-up capital

Improvements/renovations	150
Equipment	10,500
Furniture & Fixtures	0
Working capital	<u>22,700</u>
Total	<u>33,350</u>

Share-holders Equity

Sanchez Parnis	5,000	14%
Aime Borg Duca	5,000	14%
Sasha Bilocca	5,000	14%
Ryan Busuttill	5,000	14%
Marlon Micallef	5,000	14%
Mario Chircop	5,000	14%
Emmanuel Bugeja	<u>5,000</u>	14%
Total	<u>35,000</u>	

Renovations:

150 - name of business on property

Equipment:

- 2,500 - 3 screens
- 2,000 - disability toilet equipment
- 6,000 - cash software

Working capital:

- Opening stock - 3,000
- Advertising - 3,850 yearly including a year before the business opens.
- Monthly rent - 1,800

Total of euro 15,100

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The bank loan will be taken under the HSBC company for a total of €55,000, which will help cater to the business's expenses. In addition to this, our company will also be funded €3,000 by the company OnePlus as business funds.

The renovations which are planned to be done for our establishment are mainly the name of our business on the property which will cost €150.00. As for equipment we aim to spend €2,500 for three screens which can be used by customers to order, €2,000 for equipment to render a disability toilet as well as €6,000 for cash software.

The working capital is going to include the opening stock of food and beverages needed for the business to start, which will cost €3,000. Then, €3,850 will be spent yearly on advertising, including a year before the business opens for promotion. Lastly, the monthly rent of the property located in Naxxar will add up to €1,800 a month.

All seven employers of this company will be gaining a 4.28% share of the business, thus adding up to €5,000 each.

7.1. Sales Forecast

The representation of Graphs and Results seen on the following page.

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Projected Sales forecast for All Inclusive Meeting Place Ltd

Fiscal Year Begins:

Jan-20

12month Sales Forecast

	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	total
Food	1600	1700	1800	2100	2500	2750	3000	3000	3250	3850	4000	4250	33800
Cost price per unit	6	6	6	6	6	6	6	6	6	6	6	6	202,800
Mark-up 35%	3,360	3,570	3,780	4,410	5,250	5,775	6,300	6,300	6,825	8,085	8,400	8,925	
Total selling price excluding VAT	12,960	13,770	14,580	17,010	20,250	22,275	24,300	24,300	26,325	31,185	32,400	34,425	273,780
VAT @ 18%	2,333	2,479	2,624	3,062	3,645	4,010	4,374	4,374	4,739	5,613	5,832	6,197	49,280
Product A total	15,293	16,249	17,204	20,072	23,895	26,285	28,674	28,674	31,064	36,798	38,232	40,622	323,060
Beverages	3000	3500	4000	5250	6000	6500	7000	7250	7250	8000	8250	8500	74500
Cost price per unit	3	3	3	3	3	3	3	3	3	3	3	3	223,500
Mark-up 50%	4,500	5,250	6,000	7,875	9,000	9,750	10,500	10,875	10,875	12,000	12,375	12,750	
Total selling price excluding VAT	13,500	15,750	18,000	23,625	27,000	29,250	31,500	32,625	32,625	36,000	37,125	38,250	335,250
VAT @ 18%	2,430	2,835	3,240	4,253	4,860	5,265	5,670	5,873	5,873	6,480	6,683	6,885	60,345
Product A total	15,930	18,585	21,240	27,878	31,860	34,515	37,170	38,498	38,498	42,480	43,808	45,135	395,595
Sweets	2500	2600	2750	3000	3250	3500	3800	3800	4000	4550	4850	5000	43600
Cost price per unit	2	2	2	2	2	2	2	2	2	2	2	2	87,200
Mark-up 65%	3,250	3,380	3,575	3,900	4,225	4,550	4,940	4,940	5,200	5,915	6,305	6,500	
Total selling price excluding VAT	8,250	8,580	9,075	9,900	10,725	11,550	12,540	12,540	13,200	15,015	16,005	16,500	143,880
VAT @ 18%	1,485	1,544	1,634	1,782	1,931	2,079	2,257	2,257	2,376	2,703	2,881	2,970	25,898
Product A total	9,735	10,124	10,709	11,682	12,656	13,629	14,797	14,797	15,576	17,718	18,886	19,470	169,778
Monthly Total	40,958	44,958	49,153	59,631	68,411	74,429	80,641	81,969	85,137	96,996	100,925	105,227	888,434
Sales excl. VAT	34,710	38,100	41,655	50,535	57,975	63,075	68,340	69,465	72,150	82,200	85,530	89,175	752,910
VAT	6,248	6,858	7,498	9,096	10,436	11,354	12,301	12,504	12,987	14,796	15,395	16,052	135,524

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Projected Sales forecast for All Inclusive Meeting Place Ltd

Fiscal Year Begins:

Jan-21

12month Sales Forecast

	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	total
Food	4500	4550	4600	4700	4850	5000	5000	5000	5100	5250	5500	5500	59550
Cost price per unit	6	6	6	6	6	6	6	6	6	6	6	6	357,300
Mark-up 35%	9,450	9,555	9,660	9,870	10,185	10,500	10,500	10,500	10,710	11,025	11,550	11,550	
Total selling price excluding V	36,450	36,855	37,260	38,070	39,285	40,500	40,500	40,500	41,310	42,525	44,550	44,550	482,355
VAT @ 18%	6,561	6,634	6,707	6,853	7,071	7,290	7,290	7,290	7,436	7,655	8,019	8,019	86,824
Product A total	43,011	43,489	43,967	44,923	46,356	47,790	47,790	47,790	48,746	50,180	52,569	52,569	569,179

Beverages	8500	8550	8600	8750	9000	9200	9200	9200	9300	9500	9750	10,000	109550
Cost price per unit	3	3	3	3	3	3	3	3	3	3	3	3	328,650
Mark-up 50%	12,750	12,825	12,900	13,125	13,500	13,800	13,800	13,800	13,950	14,250	14,625	15,000	
Total selling price excluding V	38,250	38,475	38,700	39,375	40,500	41,400	41,400	41,400	41,850	42,750	43,875	45,000	492,975
VAT @ 18%	6,885	6,926	6,966	7,088	7,290	7,452	7,452	7,452	7,533	7,695	7,898	8,100	88,736
Product A total	45,135	45,401	45,666	46,463	47,790	48,852	48,852	48,852	49,383	50,445	51,773	53,100	581,711

Sweets	5500	5750	6000	6500	6500	6750	7000	7000	7100	7250	7500	7500	80350
Cost price per unit	2	2	2	2	2	2	2	2	2	2	2	2	160,700
Mark-up 65%	7,150	7,475	7,800	8,450	8,450	8,775	9,100	9,100	9,230	9,425	9,750	9,750	
Total selling price excluding V	18,150	18,975	19,800	21,450	21,450	22,275	23,100	23,100	23,430	23,925	24,750	24,750	265,155
VAT @ 18%	3,267	3,416	3,564	3,861	3,861	4,010	4,158	4,158	4,217	4,307	4,455	4,455	47,728
Product A total	21,417	22,391	23,364	25,311	25,311	26,285	27,258	27,258	27,647	28,232	29,205	29,205	312,883

Monthly Total	109,563	111,280	112,997	116,696	119,457	122,927	123,900	123,900	125,776	128,856	133,547	134,874	1,463,772
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Sales excl. VAT	92,850	94,305	95,760	98,895	101,235	104,175	105,000	105,000	106,590	109,200	113,175	114,300	1,240,485
VAT	16,713	16,975	17,237	17,801	18,222	18,752	18,900	18,900	19,186	19,656	20,372	20,574	223,287

All-Inclusive Meeting Place

Business Plan 2019 - 2020

Projected Sales forecast for All Inclusive Meeting Place Ltd

Fiscal Year Begins:

Jan-22

12month Sales Forecast

	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	total
Food	5000	5500	6000	6250	6500	7000	7500	7500	8000	8250	8500	9000	85000
Cost price per unit	6	6	6	6	6	6	6	6	6	6	6	6	510,000
Mark-up 35%	10,500	11,550	12,600	13,125	13,650	14,700	15,750	15,750	16,800	17,325	17,850	18,900	
Total selling price excluding V	40,500	44,550	48,600	50,625	52,650	56,700	60,750	60,750	64,800	66,825	68,850	72,900	688,500
VAT @ 18%	7,290	8,019	8,748	9,113	9,477	10,206	10,935	10,935	11,664	12,029	12,393	13,122	123,930
Product A total	47,790	52,569	57,348	59,738	62,127	66,906	71,685	71,685	76,464	78,854	81,243	86,022	812,430

Beverages	10200	10500	10750	10750	11000	11500	11500	12000	12250	12500	13000	13,000	138950
Cost price per unit	3	3	3	3	3	3	3	3	3	3	3	3	416,850
Mark-up 50%	15,300	15,750	16,125	16,125	16,500	17,250	17,250	18,000	18,375	18,750	19,500	19,500	
Total selling price excluding V	45,900	47,250	48,375	48,375	49,500	51,750	51,750	54,000	55,125	56,250	58,500	58,500	625,275
VAT @ 18%	8,262	8,505	8,708	8,708	8,910	9,315	9,315	9,720	9,923	10,125	10,530	10,530	112,550
Product A total	54,162	55,755	57,083	57,083	58,410	61,065	61,065	63,720	65,048	66,375	69,030	69,030	737,825

Sweets	7000	7250	7500	8000	8250	8500	8500	9000	9000	9250	7500	10,000	99750
Cost price per unit	2	2	2	2	2	2	2	2	2	2	2	2	199,500
Mark-up 65%	9,100	9,425	9,750	10,400	10,725	11,050	11,050	11,700	11,700	12,025	9,750	13,000	
Total selling price excluding V	23,100	23,925	24,750	26,400	27,225	28,050	28,050	29,700	29,700	30,525	24,750	33,000	329,175
VAT @ 18%	4,158	4,307	4,455	4,752	4,901	5,049	5,049	5,346	5,346	5,495	4,455	5,940	59,252
Product A total	27,258	28,232	29,205	31,152	32,126	33,099	33,099	35,046	35,046	36,020	29,205	38,940	388,427

Monthly Total	129,210	136,556	143,636	147,972	152,663	161,070	165,849	170,451	176,558	181,248	179,478	193,992	1,938,681
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Sales excl. VAT	109,500	115,725	121,725	125,400	129,375	136,500	140,550	144,450	149,625	153,600	152,100	164,400	1,642,950
VAT	19,710	20,831	21,911	22,572	23,288	24,570	25,299	26,001	26,933	27,648	27,378	29,592	295,731

All-Inclusive Meeting Place

Business Plan 2019 - 2020

7.2. Cash Flow Forecast

An accountant is planned to be employed regarding our accountant needs to work a total of fifteen hours per month with the salary of €10.50 per hour, which adds up to €157.50 per month.

The cost of goods sold was calculated using the most recent statistics of students attending the University and students attending post-secondary education and added them up together. We then calculated that in the first year of our business, about half of them would come to visit our meeting place (approximately 8,500 students). The cost of goods sold was then calculated for about €5.00 by each customer since we are very similar to a coffee shop but also include lunch. Therefore, the last sum of €42,500 in December was calculated by 8,500 multiplied by 5.



GO will provide Internet/Television/Telephone. The offer is called Infinity Large which includes Unlimited fixed-line minutes, TV and TSN included free, up to 1 Gbps download speed, and up to 50 Mbps upload speed. This offer costs €150 per month. We chose this offer because it includes everything that we will need for the meeting place, and by using this offer we will be providing the students with a strong internet connection to decrease their worries while interacting more customers to the shop.

The wages have been calculated this way:

Seven fulltime owners with a salary of €850 per month for the first year until the business starts up well. Twenty employees with disability paid €5.00 per hour. These employees will work a maximum of four hours per shift for four times a week, which adds up to sixteen hours per week (due to their disability). Nine full-time employees will be paid €850 per month. Two chefs with a salary of 10 per hour; they will be employed part-time during lunch hours. They will work 4-5 shifts per week, five hours each. There is another chef; however, he is one of the owners and thus, he will be paid €850 per month just like the other owners.

All-Inclusive Meeting Place

Business Plan 2019 - 2020

Workers	Calculations	Salaries in total:
Seven owners employed fulltime	$€850 \times 7$	€5,970
Nine employees without a disability employed fulltime	$€850 \times 9$	€7,650
Twenty employees with a disability employed part-time	$20 \times 4 \times 16 \times €5$  No. workers weeks hours	€6,400
Two chefs employed part-time	$2 \times 4 \times 22.5 \times €10$  No. workers weeks hours	€1,800
	Total/month:	€21,800

All-Inclusive Meeting Place

Business Plan 2019 - 2020

CASH FLOW STATEMENT for All Inclusive Meeting Place LTD

Year	2020
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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
Projected Sales	40,958	44,958	49,153	59,613	68,411	74,429	80,641	81,969	85,137	96,996	100,925	105,227	888,417	
Short-term Liability (overdraft)														
Long-term Liability	50,000													
Cash Receipts (inflow)														
Cash sales	40,958	44,958	49,153	59,613	68,411	74,429	80,641	81,969	85,137	96,996	100,925	105,227	888,417	
Business Finance	88,000	12000	12000	12000	12000	12000	12000	12000	12000	12000	12000	12000	220,000	
EU/State Funds														
Total inflow	178,958	56958	61153	71613	80411	86429	92641	93,969	97,137	108,996	112,925	117,227	1,158,417	
Cash Payments (outflow)														
Accounting	160	160	160	160	160	160	160	160	160	160	160	160	1,920	
Advertising	700	500	300	300	300	150	150	350	200	500	500	500	4,450	
Bank Charges	50	0	0	0	50	0	0	0	50	0	0	50	200	
Water & Electricity	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	12,000	
Insurance	80	80	80	80	80	80	80	80	80	80	80	80	960	
Loan repayment	910	910	910	910	910	910	910	910	910	910	910	910	10,915	
Office supplies & stationary	20	20	20	20	20	20	30	30	30	20	20	20	270	
Postage and Printing	10	10	10	10	10	10	15	15	15	10	10	10	135	
Rent	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	21,600	
Repairs and maintenance	100	100	100	100	100	100	100	100	100	100	100	100	1,200	
Internet/Mobile	150	150	150	150	150	150	150	150	150	150	150	150	1,800	
Training/Seminars	616	0	0	0	0	0	0	0	0	0	0	0	616	
Wages of Employers and Employees	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	168,600	
Cost of Goods Sold (COGS)	30500	0	0	0	0	0	0	0	0	0	0	0	30,500	
Equipment	10,500	-	-	-										10,500
Furniture & Fixtures														
Improvements/renovations	150	-	-	-										150
Total Outflow	60796	18780	18580	18580	18630	18430	18445	18645	18545	18780	18780	18830	265,816	
Bank Balance at the END of the month	118,162	156,341	198,914	251,948	313,729	381,728	455,925	531,249	609,842	700,058	794,204	892,601	892,601	

All-Inclusive Meeting Place

Business Plan 2019 - 2020

CASH FLOW STATEMENT for All Inclusive Meeting Place LTD

Year	2021
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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Projected Sales	109,563	111,280	112,997	116,696	119,457	122,927	123,900	123,900	125,776	128,856	133,547	134,874	1,240,485
Short-term Liability (overdraft)													
Long-term Liability	50,000												
Cash Receipts (inflow)													
Cash sales	109,563	111,280	112,997	116,696	119,457	122,927	123,900	123,900	125,776	128,856	133,547	134,874	1,463,773
Business Finance	88,000	12000	12000	12000	12000	12000	12000	12000	12000	12000	12000	12000	220,000
EU/State Funds													
Total inflow	247,563	123280	124997	128696	131457	134927	135900	135,900	137,776	140,856	145,547	146,874	1,733,773
Cash Payments (outflow)													
Accounting	160	160	160	160	160	160	160	160	160	160	160	160	1,920
Advertising	700	500		300	300	150		350	200		500	500	3,500
Bank Charges	50	0	0	0	50	0	0	0	50	0	0	50	200
Water & Electricity	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	12,000
Insurance	80	80	80	80	80	80	80	80	80	80	80	80	960
Loan repayment	910	910	910	910	910	910	910	910	910	910	910	910	10,915
Office supplies & stationary	20	20	10	10	10	10	20	20	20	10	10	20	180
Postage and Printing	10	10	5	10	0	10	15	10	15	10	5	10	110
Rent	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	21,600
Repairs and maintenance	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Internet/Mobile	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Training/Seminars		0	0	0	0	0	0	0	0	0	0	0	-
Wages of Employers and Employees	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	168,600
Cost of Goods Sold (COGS)	30500	0	0	0	0	0	0	0	0	0	0	0	30,500
Equipment	10,500	-	-	-									10,500
Furniture & Fixtures		-	-	-									-
Improvements/renovations	150	-	-	-									150
Total Outflow	60180	18780	18265	18570	18610	18420	18285	18630	18535	18270	18765	18830	264,135
Bank Balance at the END of the month	187,383	291,884	398,616	508,743	621,590	738,097	855,713	972,983	1,092,225	1,214,811	1,341,594	1,469,638	1,469,638

All-Inclusive Meeting Place

Business Plan 2019 - 2020

CASH FLOW STATEMENT for All Inclusive Meeting Place LTD

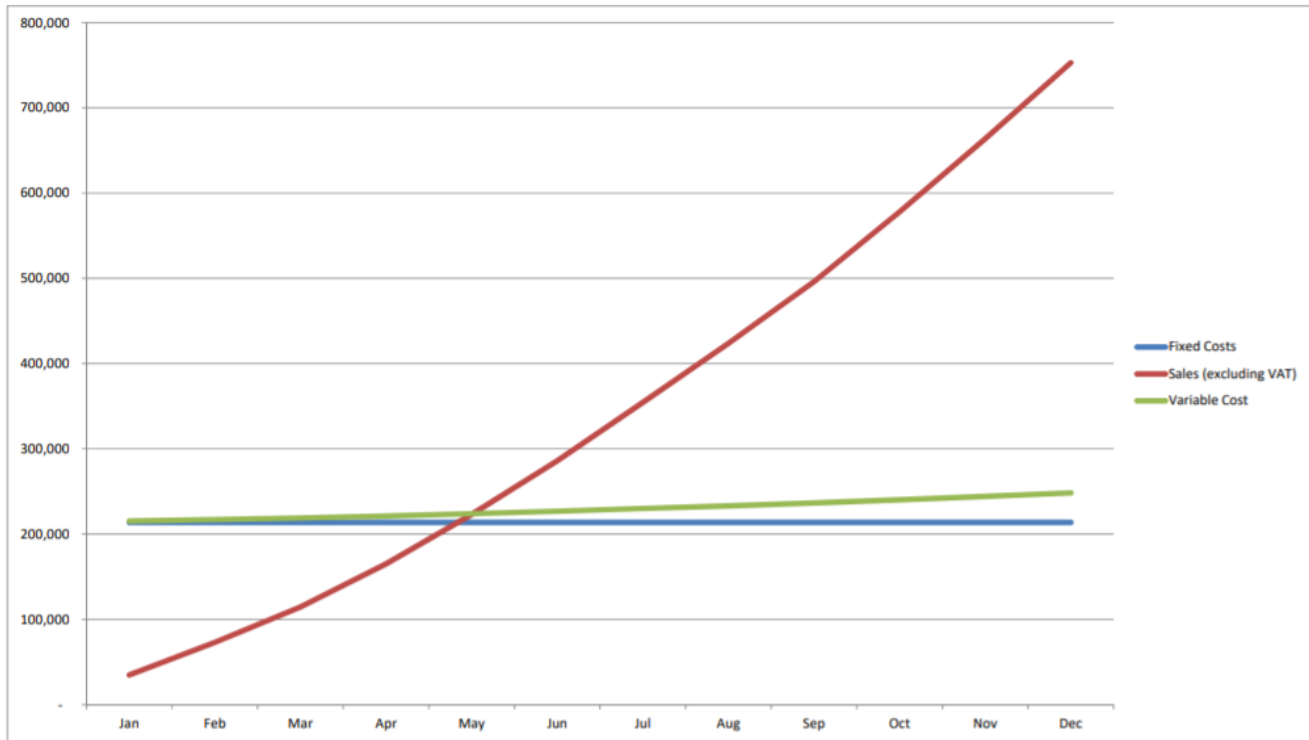
Year	2022
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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Projected Sales	129,210	136,556	143,636	147,972	152,663	161,070	165,849	170,451	176,558	181,248	179,478	193,992	1,938,683
Short-term Liability (overdraft)													
Long-term Liability	50,000												50,000
Cash Receipts (inflow)													
Cash sales	129,210	136,556	143,636	147,972	152,663	161,070	165,849	170,451	176,558	181,248	179,478	193,992	1,938,683
Business Finance	88,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	220,000
EU/State Funds													-
Total inflow	267,210	148,556	155,636	159,972	164,663	173,070	177,849	182,451	188,558	193,248	191,478	205,992	2,208,683
Cash Payments (outflow)													
Accounting	160	160	160	160	160	160	160	160	160	160	160	160	1,920
Advertising	700	500		300	300	150		350	200		500	500	3,500
Bank Charges	50	0	0	0	50	0	0	0	50	0	0	50	200
Water & Electricity	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	1000	12,000
Insurance	80	80	80	80	80	80	80	80	80	80	80	80	960
Loan repayment	910	910	910	910	910	910	910	910	910	910	910	910	10,915
Office supplies & stationary	20	20	10	10	10	10	20	20	20	10	10	20	180
Postage and Printing	10	10	5	10	0	10	15	10	15	10	5	10	110
Rent	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	1800	21,600
Repairs and maintenance	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Internet/Mobile	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Wages of Employers and Employees	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	14,050	168,600
Cost of Goods Sold (COGS)	30,500	0	0	0	0	0	0	0	0	0	0	0	30,500
Equipment	10,500	-	-	-									10,500
Furniture & Fixtures		-	-	-									-
Improvements/renovations	150	-	-	-									150
Total Outflow	60,180	18,780	18,265	18,570	18,610	18,420	18,285	18,630	18,535	18,270	18,765	18,830	264,135
Bank Balance at the END of the month	207,030	336,807	474,178	615,581	761,634	916,284	1,075,849	1,239,670	1,409,694	1,584,672	1,757,386	1,944,548	1,944,548

All-Inclusive Meeting Place

Business Plan 2019 - 2020

a. Break-even Analysis



APPENDIX

Sample Questionnaire

All-Inclusive Meeting Place

Business Plan 2019 - 2020

All-Inclusive Meeting Place

Hi, we are a group of Inclusive Education and IT students following our 3rd and final year of our degree course. As part of our entrepreneurship subject, we require to come up with an idea which can be helpful to start our first business.

Our business proposal is a going to be a meeting place where we are going to serve hot and cold beverages, snacks and even lunches. The primary aim is to offer a quiet area for students where they can study while employing people with disabilities to help them engage and integrate more in society.

***Required**

Age *

- Under 18
- 18-24
- 25-34
- 35-44
- 45+

Gender

- Female
- Male
- Unspecified



All-Inclusive Meeting Place

Business Plan 2019 - 2020

Are you a student? *

- Yes
- No

Do you struggle to find a quiet place to work on your studies? *

- Yes
- No
- Maybe

Do you have any dietary restrictions?

- Yes
- No

If yes to the question above, do you struggle to find places which cater to your needs?

- Yes
 - No
 - Maybe
-

All-Inclusive Meeting Place

Business Plan 2019 - 2020

How often do you go out for a coffee or a snack in a week or month? *

- Every day
- A few times a week
- About once a week
- A few times a month
- Once a month
- Less than once a month

How often do you go out and order pay using automated ordering machines?

- Always
- Usually
- Sometimes
- Rarely
- Never

Are you comfortable ordering and paying using automated ordering machines?

- Yes
 - No
 - Maybe
-

All-Inclusive Meeting Place

Business Plan 2019 - 2020

How usually do you go for a coffee or a snack and a person with a disability serves you? *

- Always
- Usually
- Sometimes
- Rarely
- Never

Do you agree that persons with disabilities should be employed in a place like this? *

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

How likely do you think that employers are employing enough people with disabilities? *

- Very likely
 - Likely
 - Neither likely nor unlikely
 - Unlikely
 - Very unlikely
-

All-Inclusive Meeting Place

Business Plan 2019 - 2020

Do you agree that people with disabilities are being treated equally in the workplace? *

- Strongly agree
- Agree
- Neither agree nor disagree
- Disagree
- Strongly disagree

If likely you would open a catering business, would you employ people with disabilities? *

- Very likely
- Likely
- Neither likely nor unlikely
- Unlikely
- Very unlikely

How likely would you recommend this meeting place with others? *

- | | | | | | | | | | | | |
|---------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-------------|
| | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | |
| Very unlikely | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | Very likely |

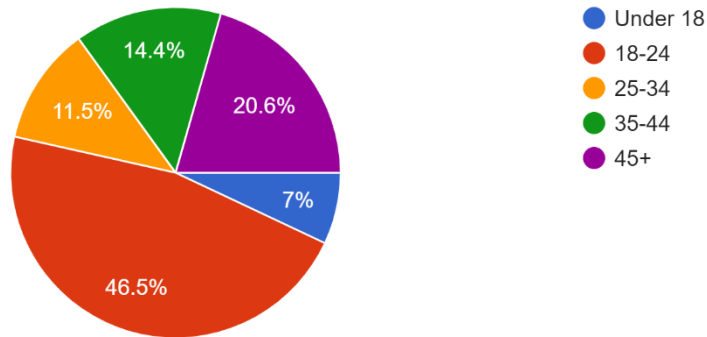
All-Inclusive Meeting Place

Business Plan 2019 - 2020

Questionnaire Responses Percentage

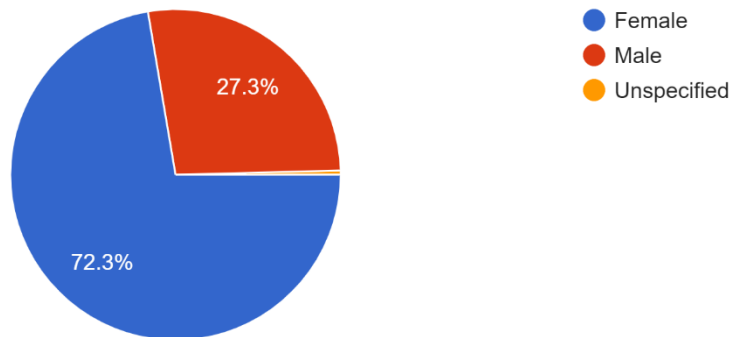
Age

243 responses



Gender

242 responses

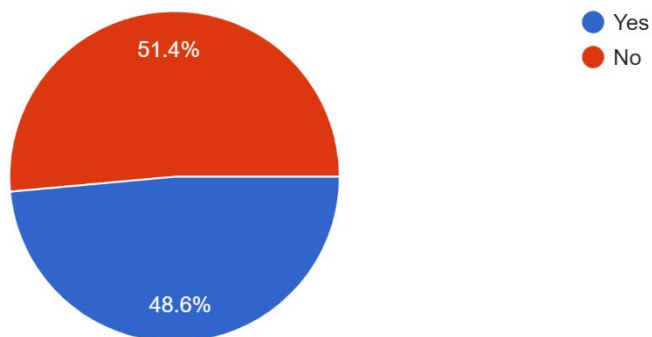


All-Inclusive Meeting Place

Business Plan 2019 - 2020

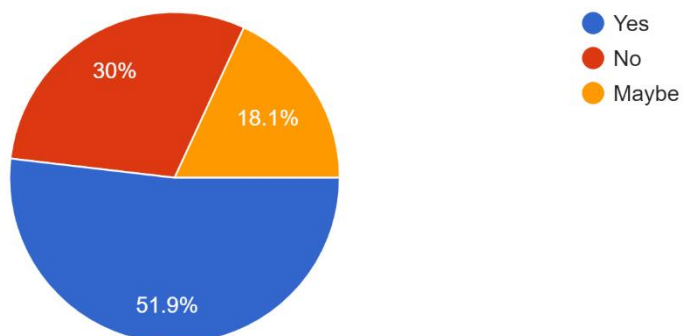
Are you a student?

243 responses



Do you struggle to find a quiet place to work on your studies?

243 responses

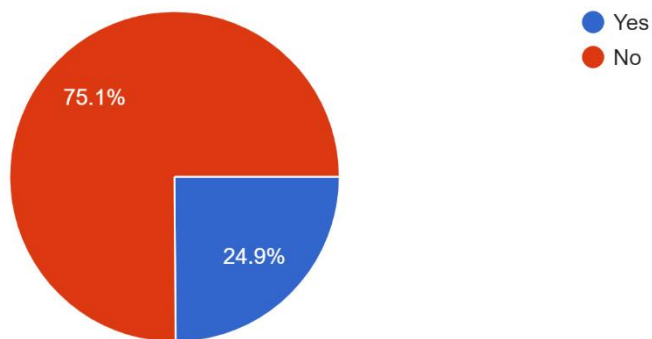


All-Inclusive Meeting Place

Business Plan 2019 - 2020

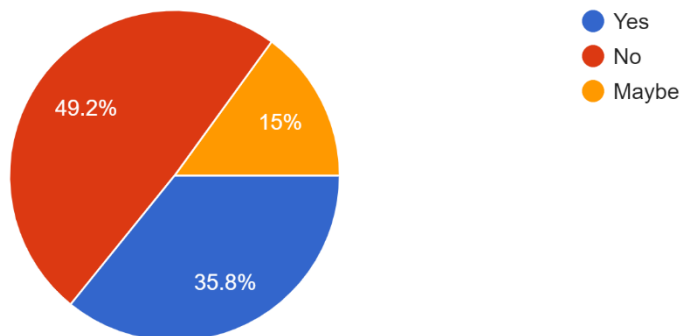
Do you have any dietary restrictions?

241 responses



If yes to the question above, do you struggle to find places which cater to your needs?

120 responses

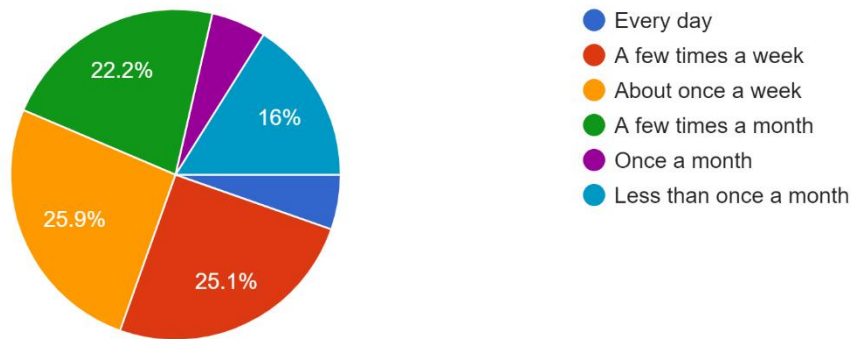


All-Inclusive Meeting Place

Business Plan 2019 - 2020

How often do you go out for a coffee or a snack in a week or month?

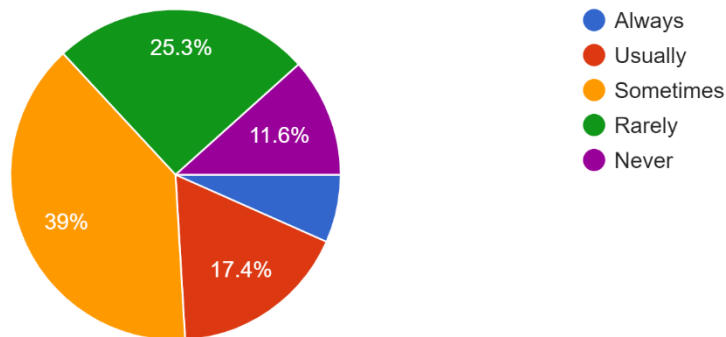
243 responses



Once a month – 5.3%, Every day – 5.3%

How often do you go out and order pay using automated ordering machines?

241 responses



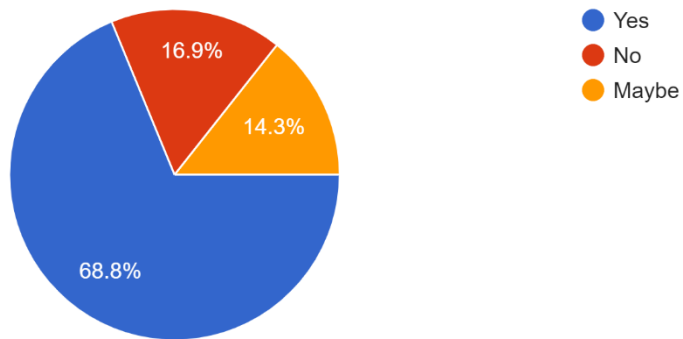
Always – 6.6%

All-Inclusive Meeting Place

Business Plan 2019 - 2020

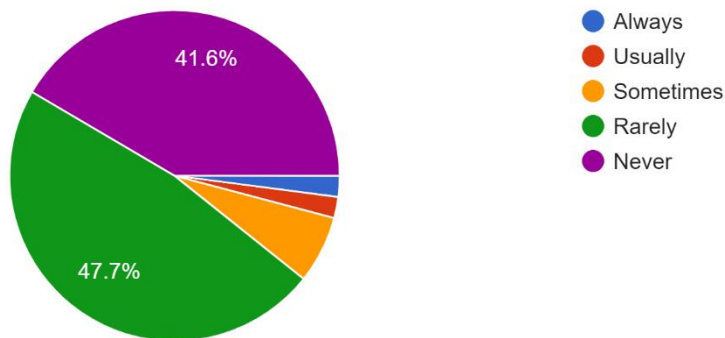
Are you comfortable ordering and paying using automated ordering machines?

237 responses



How usually do you go for a coffee or a snack and a person with a disability serves you?

243 responses



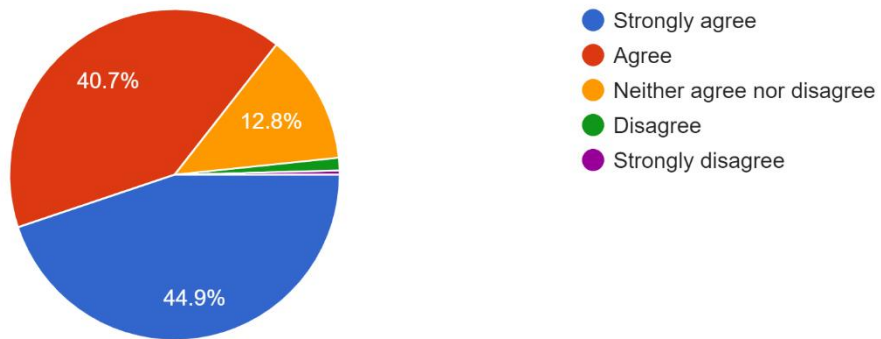
Always – 2.1%, Usually – 2.1%, Sometimes – 6.6%

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Do you agree that persons with disabilities should be employed in a place like this?

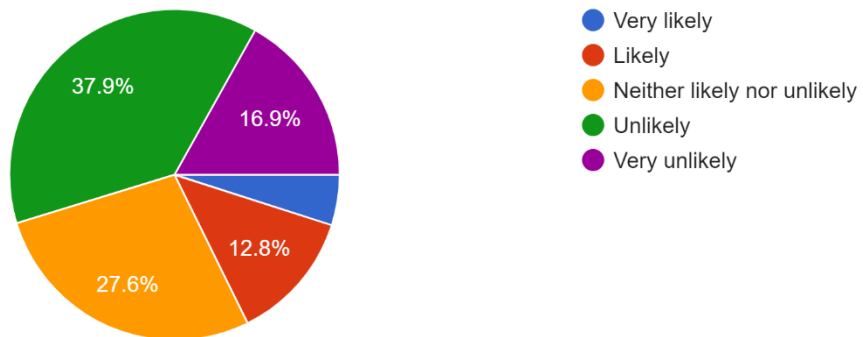
243 responses



Disagree – 1.2%, Strongly disagree – 0.4%

How likely do you think that employers are employing enough people with disabilities?

243 responses



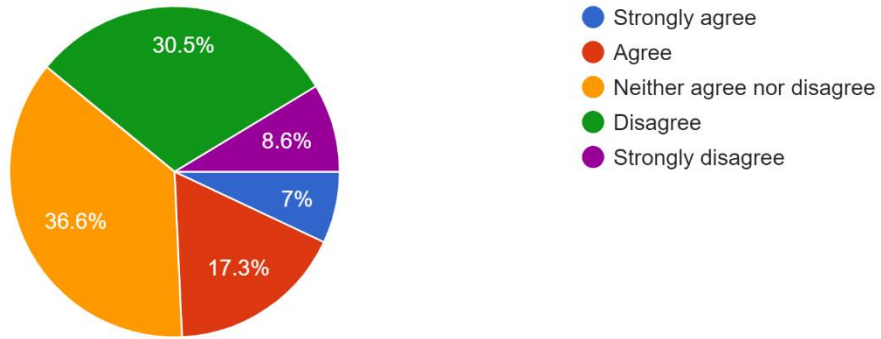
Very likely – 4.9%

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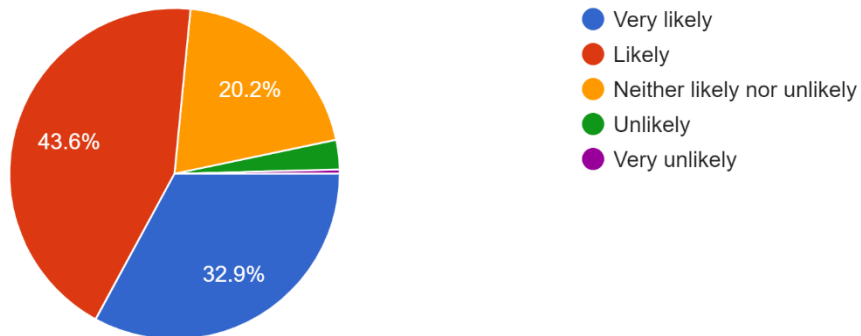
Do you agree that people with disabilities are being treated equally in the workplace?

243 responses



If likely you would open a catering business, would you employ people with disabilities?

243 responses



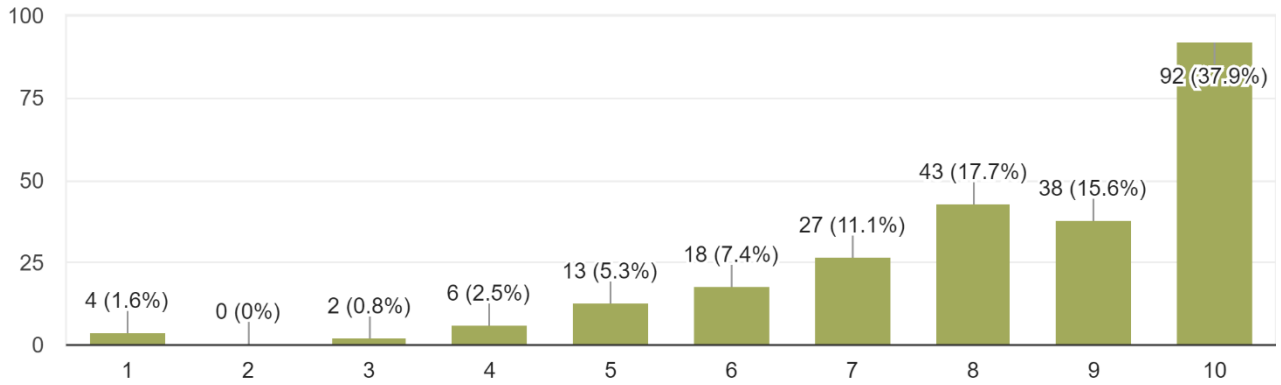
Unlikely – 2.9%, Very unlikely – 2.9%

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How likely would you recommend this meeting place with others?

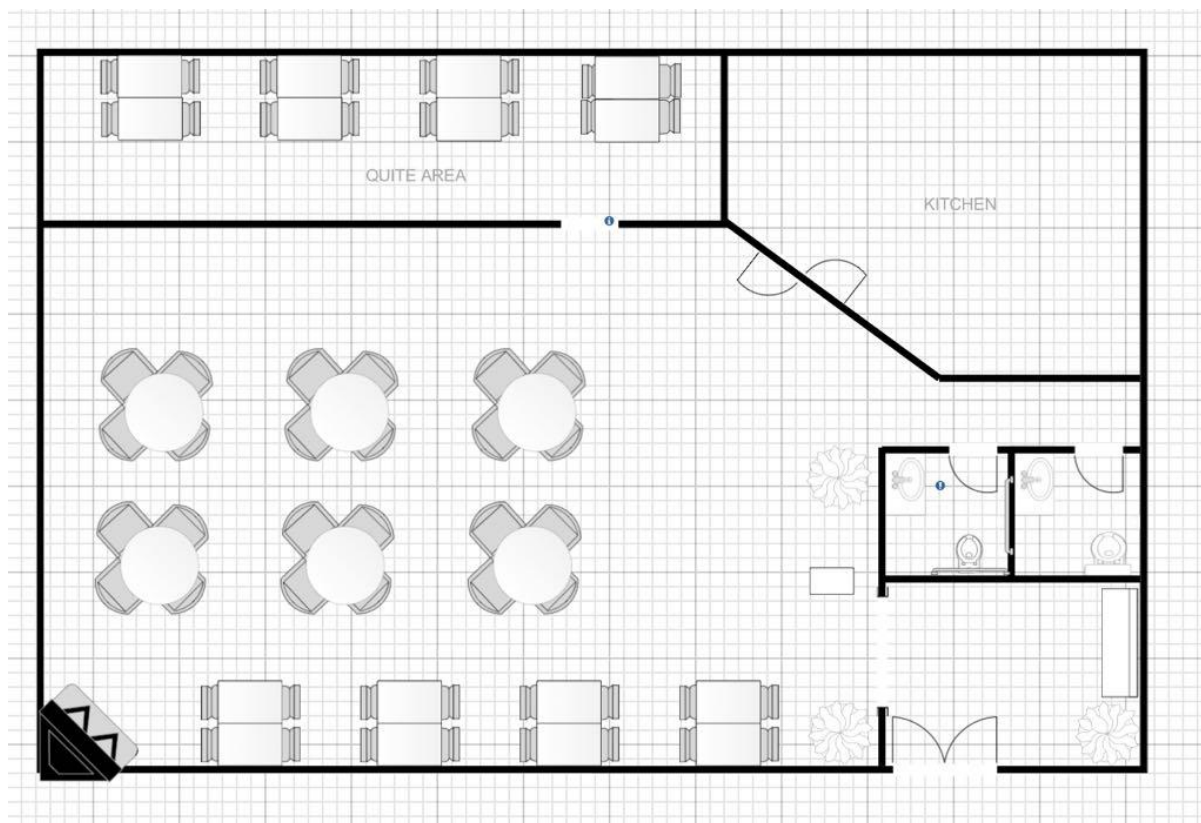
243 responses



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Floor Plan Design



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Figure 1 – Inside View



Figure 2 – Inside View

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Menu Design

ALL INCLUSIVE			
MEETING PLACE			
BEVERAGES			
Hot Beverages			
	small	medium	large
Espresso	€0.80		
Cappuccino	€1.20	€1.30	€1.40
Espresso Macchiato	€1.00		
Latte Macchiato	€1.20	€1.30	€1.40
Americano	€1.10	€1.20	€1.30
Babychino	€0.90	€1.00	€1.10
Selection of Tea	€1.00	€1.10	€1.20
Extras			
Soy Milk	€1.00		
Lactose Free Milk	€0.50		
Extra shot of Coffee	€0.80		
Cold Beverages			
	small	medium	large
Iced Americano	€1.30	€1.50	€1.70
Iced Latte	€1.50	€1.60	€1.80
Lemonade	€1.30	€1.60	€1.80
Fresh Orange Juice	€1.50	€2.00	€2.30

All-Inclusive Meeting Place

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× ALL INCLUSIVE ×	
MEETING PLACE	
DESSERTS	
Cakes	
Carrot	€2.50
Rainbow	€2.50
Chocolate	€2.50
Tiramisu	€2.50
Raspberry	€2.50
Apple pie	€2.50
Fruit cake	€2.50
Lemon Margarine	€2.50
Red Velvet	€2.50
Muffins	
Caramel	€2.00
Chocolate	€2.00
Blueberry	€2.00
Cookies	
Chocolate chip	€1.00
White Chocolate Chip	€1.00

MUST HAVE
menus

All-Inclusive Meeting Place

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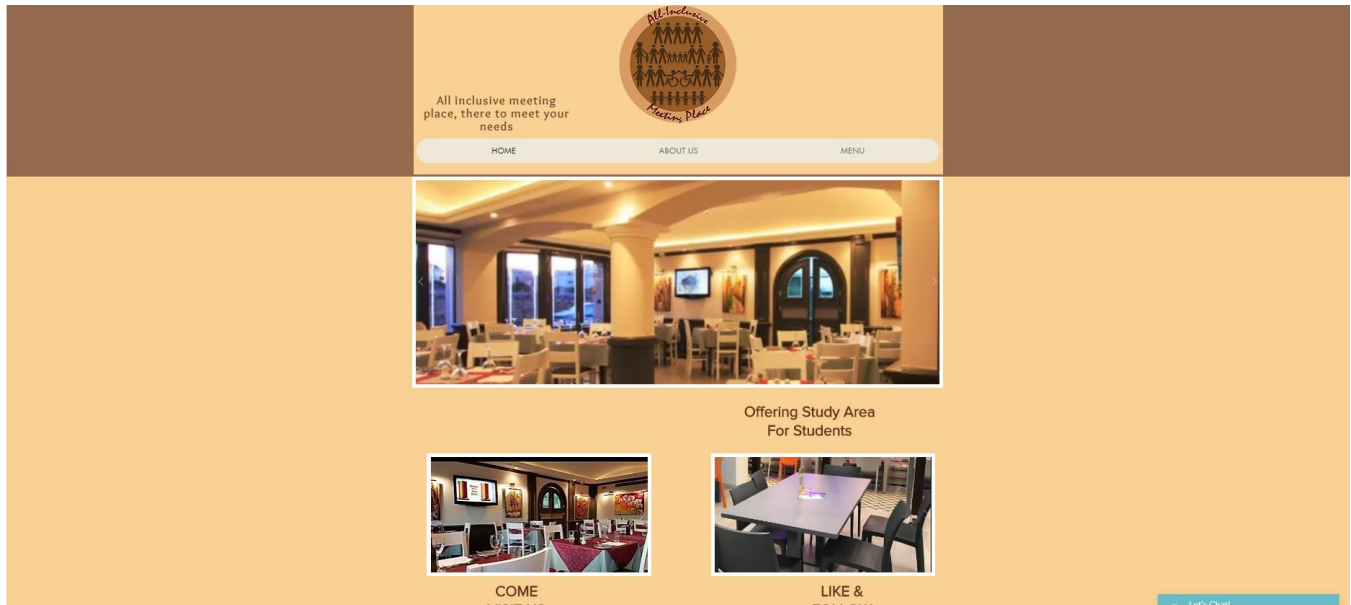
* ALL INCLUSIVE * MEETING PLACE	
Food	
Sanchwiches	
Ham and Cheese Sandwich	€2.50
Tuna Sandwich	€2.50
Chicken Sandiwch	€2.50
Maltese Traditional Ftira	€2.50
Ham and Cheese Baguette	€2.50
Tuna Baguette	€2.50
Chicken Baguette	€2.50
Wraps	
Chicken wrap	€3.00
Beef wrap	€3.00
Vegan wrap	€3.00
Lunch	
Fish and Chips	€6.00
Pasta Balonese	€5.00
Pasta Chicken	€6.00
Pasta vegeterian	€7.00
Beef Burger	€5.00
Chicken Burger	€6.00
Vegan Burger	€7.00

All-Inclusive Meeting Place

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Website Design

Home Page



The Home Page mockup features a header with the logo and tagline "All inclusive meeting place, there to meet your needs". A navigation bar includes "HOME", "ABOUT US", and "MENU". The main content area displays a large photo of the dining area, a section titled "Offering Study Area For Students" with two smaller photos, and a "Let's Chat!" button.

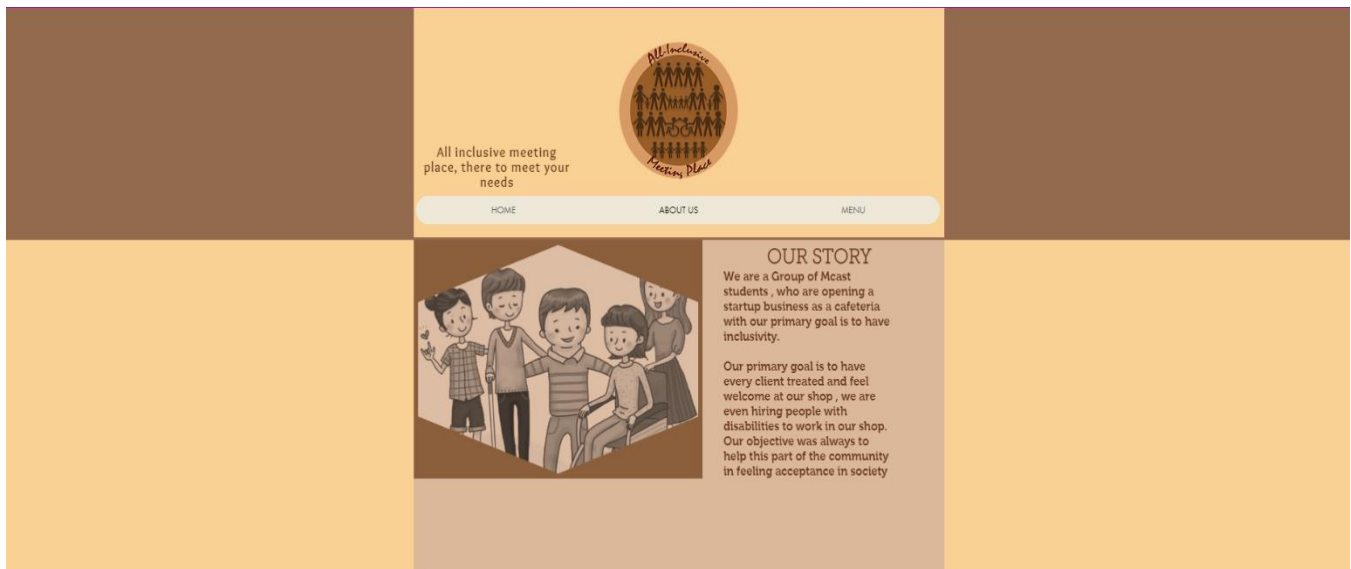
All inclusive meeting place, there to meet your needs

HOME ABOUT US MENU

Offering Study Area For Students

COME LIKE & Let's Chat!

About Us Page



The About Us Page mockup features the same header and navigation as the Home Page. The main content area includes a cartoon illustration of diverse people and a text block titled "OUR STORY" describing the business's mission.

All inclusive meeting place, there to meet your needs

HOME ABOUT US MENU

OUR STORY

We are a Group of Most students, who are opening a startup business as a cafeteria with our primary goal is to have inclusivity.

Our primary goal is to have every client treated and feel welcome at our shop, we are even hiring people with disabilities to work in our shop. Our objective was always to help this part of the community in feeling acceptance in society

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Menu Page



All inclusive meeting place, there to meet your needs

HOME MENU ABOUT US

« ALL INCLUSIVE » MEETING PLACE		« ALL INCLUSIVE » MEETING PLACE		« ALL INCLUSIVE » MEETING PLACE	
Food		BEVERAGES		DESSERTS	
Sandwiches		Hot Beverages		Cakes	
Ham and Cheese Sandwich	€2.50	Espresso	€0.80	Carrot	€2.50
Tuna Sandwich	€2.50	Cappuccino	€1.20 €1.30 €1.40	Rainbow	€2.50
Chicken Sandwich	€2.50	Espresso Macchiato	€1.00	Chocolate	€2.50
Melted Traditional Fries	€2.50	Latte Macchiato	€1.20 €1.30 €1.40	Tiramisu	€2.50
Ham and Cheese Baguette	€2.50	Affogato	€1.10 €1.20 €1.30	Raspberry	€2.50
Tuna Baguette	€2.50	Boloytino	€0.90 €1.00 €1.10	Apple pie	€2.50
Chicken Baguette	€2.50	Selection of Tea	€1.00 €1.10 €1.20	Fruit cake	€2.50
Wraps		Extras		Leopold Margarine	€2.50
Chicken wrap	€3.00	Soy Milk	€1.00	Red Velvet	€2.50
Beef wrap	€3.00	Lactose Free Milk	€0.50	Muffins	
Vegan wrap	€3.00	Extra shot of Coffee	€0.80	Caramel	€2.00
Lunch		Cold Beverages		Chocolate	€2.00
Fish and Chips	€6.00	small medium large	small medium large	Blueberry	€2.50
Pasta Bolognese	€5.00	Ice Americana	€1.30 €1.50 €1.70	Cookies	
Pasta Chicken	€6.00	Ice Latte	€1.50 €1.60 €1.80	Chocolate chip	€1.00
Pasta Vegetarian	€7.00	Limonade	€1.30 €1.60 €1.80	White Chocolate Chip	€1.00
Beef Burger	€5.00	Fresh Orange Juice	€1.50 €2.00 €2.30		
Chicken Burger	€5.00				
Vegan Burger	€7.00				


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All-Inclusive Meeting Place

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Facebook Page

Page Inbox Notifications **1** Insights Publishing Tools Ad Centre More ▾ Edit Page Info **5** Settings **5** Help ▾



All-Inclusive Meeting Place
@allinclusivemeetingplace

Home


Offers

Reviews

See more

Promote

Visit Ad Centre



Liked ▾ Following ▾ Share ...

+ Add a Button

Automatically respond to new messages

Improve people's experience of contacting your Page by setting up automatic replies on

Know any friends who might like your Page?

Help more people discover your Page by inviting friends to like it.

Search for friends to invite

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Mobile View



All-Inclusive Meeting Place

Restaurant

Like



Valentina, Graziella, Doreen and 55 others like this

[Home](#) | [Offers](#) | [Reviews](#) | [Photos](#) | [Posts](#) | [Videos](#)



Grow your business



Reach people nearby for €2
Promote your business in Naxxar



Promote your Page for €2
Reach more people in Montenegro



58 people like this and 58 people follow this
Aime invited you to like this Page



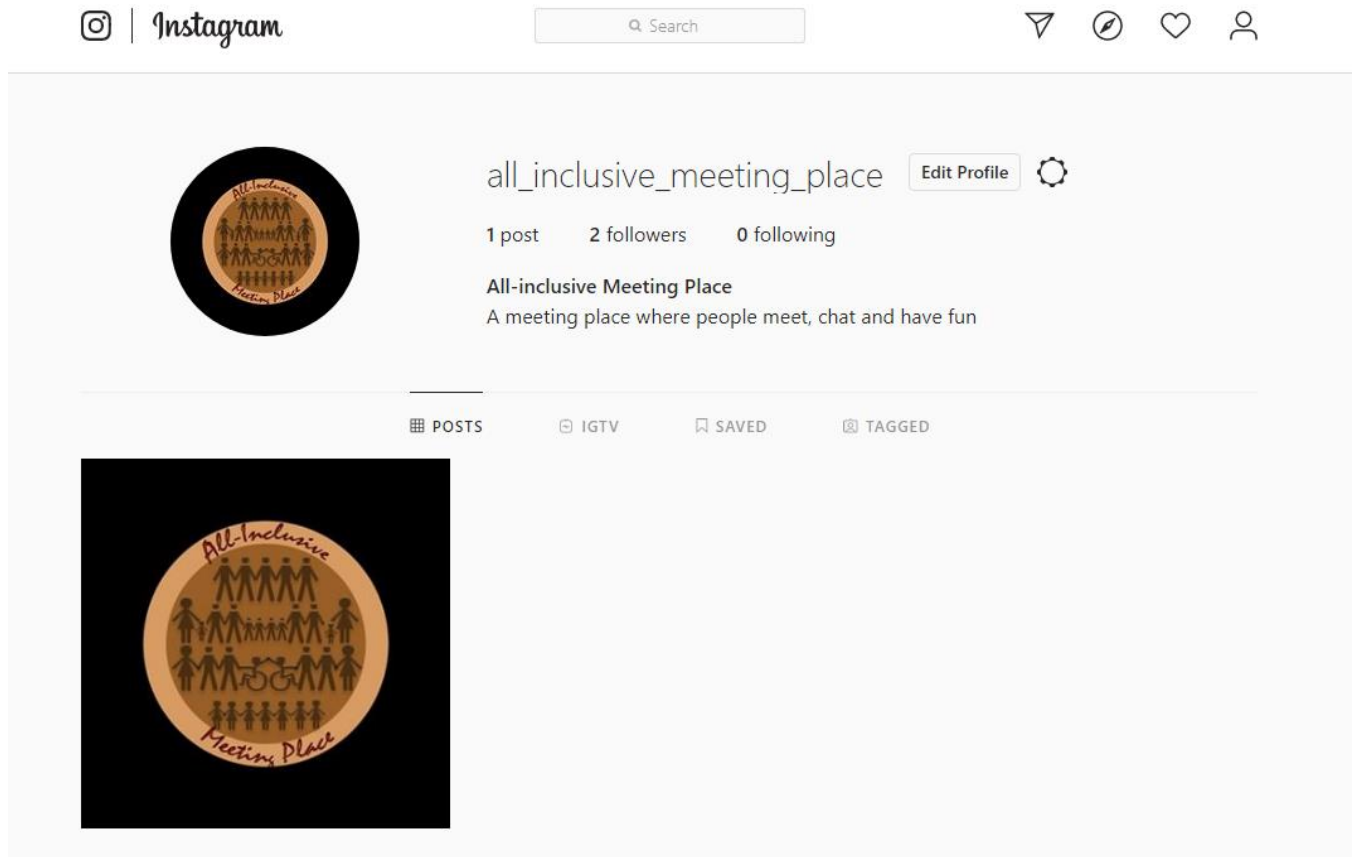
58 follows

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Instagram Page



The image shows a screenshot of an Instagram profile page. At the top left is the Instagram logo and the word "Instagram". In the center is a search bar with the text "Search". On the right are icons for home, activity, heart, and profile. Below the navigation bar is the profile header for "all_inclusive_meeting_place", which includes a circular profile picture, an "Edit Profile" button, and a gear icon. The profile statistics show "1 post", "2 followers", and "0 following". The bio reads "All-inclusive Meeting Place" and "A meeting place where people meet, chat and have fun". Below the bio are navigation tabs for "POSTS", "IGTV", "SAVED", and "TAGGED". A single post is visible, featuring a circular graphic with the text "All-Inclusive Meeting Place" and an illustration of diverse people holding hands, with a person in a wheelchair in the center.

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All-Inclusive Meeting Place

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Prospective partners

Email 1:



28th November 2019

Dear Mr. Scicluna,

We hope you are well.

We are sending you this email because we are going to soon open up a meeting place where we aim to employ people with disabilities in order to promote a more inclusive society, decrease the stigma as well as provide an opportunity for people with disabilities to integrate in our society.

Would you be open to recommend people with disability who would be fit and willing to work at our meeting place? Our only requirement will be that the people chosen must attend a food handling course and preferably be bilingual.

Whilst we congratulate you for your work and dedication, we await your reply.

Kind Regards,

The All-Inclusive Meeting Place team.

All-Inclusive Meeting Place

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Re: All-Inclusive Meeting Place



Oliver Scicluna <oliver.scicluna@crpd.org.mt>

28/11/2019 22:19



To: Aime Borg Duca

Sin Borg Duca,

Jien ma' ghandi l-ebda diffikulta li naghmel dan ovjament b'sejha ta' nteress hekk kif issir dejjem biex inkunu trasparenti.

Tislijiet,

Oliver

Email 2

From: Ryan Jamie Busuttil [mailto:Ryan.Busuttil.a100506@mcast.edu.mt]

Sent: 08 December 2019 18:32

To: Paul Salnitro

Subject: New Business

To whom it may concern,

Hi, my name is Ryan, and we are a group of entrepreneurs who are seeking an opportunity to open our first business. I am sending this email as I would like to know more what products do you supply and what offers, sponsorships agreement, free promotion stuff you can give us so that we can promote your products and also so our business could be a success.

To give you an idea about our business. Our business is going to be a meeting style place shop and not a cafeteria or a restaurant. It's going to be a place where one can come and spend some good quality time in a fun, fresh new look and modern shop. A quiet area will be available for students or business companies who are looking for a place where they can have a meeting with there colleagues/clients by offering free high-speed WiFi in some areas of the shop. Entertainment will also be available every night.

At the shop, we are also going to offer multiple services like hot beverages, cold drinks, Wine, etc. Lunches will also be served, and even dinner service in the future prepared fresh daily and in house. One can order whatever they like by using one of the two automated ordering machines situated in the shop and paying with their membership card or credit card. The shop will be located within the Naxxar area and open from Monday till Friday, where every person is welcome to come and visit.

Thank you for having the time to read this email & eagerly waiting for your reply.

Kind regards,
Ryan Busuttil

All-Inclusive Meeting Place

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From: Paul Salnitro <[mailto:paul@strand.com.mt]>
Sent: 09 December 2019 13:13
To: Ryan Jamie Busuttil <[mailto:Ryan.Busuttil.a100506@mcast.edu.mt]>
Subject: RE: New Business

Good afternoon Mr. Busuttil,

Thanks for your interest in our products.

We have a vast portfolio and after reading your mail we can offer snacks packets, Biscuits and snacking products as well as chocolates and sweets. As for food stuffs we have deli products like cheeses, salamis and for the kitchen again various products that could be of interest ranging from burgers, chicken nuggets and also meats. We have also a selection of drinks like energy water, Oleo Vera etc.

Regarding offers, we do have some quantity offers, we can provide marketing material, stands and also do tasting promotions. We can offer wholesale prices. For this we can set up a meeting where we can share all our portfolio and discuss further.

Kindly let us know of your availability to set up a meeting and discuss further.

Do not hesitate to contact me if you have any queries.

Kind regards

Paul Salnitro
Sales Manager

Strand Palace Agencies Ltd.

Calleja Buildings,
Carob Street,
Santa Venera SVR 1705
Malta

Tel: (+356) 21 441768

Fax: (+356) 21 497593

Mob: (+356) 79 464786

All-Inclusive Meeting Place

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Correspondence Email 3

Scarlett Davis

Usually, for a start-up business, an open event ceremony is done. Therefore we would like to offer you a 3000\$ for us to show our products at the opening event, including mobile phones with new specifications although we would like for you to sponsor our camera specifications by posting all the photos taken at the open event ceremony with the one plus featuring our latest products on social media.

Scarlett Davis

Secondly, in the coming months , we would like to offer you a range of various offers for you to consider. Usually, this means that we send you our product for customers to try it and leave feedback as you said above your target audience is students. We would like to for you to approach students and expedite our product by making a part of the shop to be accessible especially for students. Where especially students can test our products, we will offer you weekly offers that various from 4 weeks to 6 weeks to advertise our product in your shop. In return we give you funds \$12000 funds in the agreement that our product is advertised for that time agreed.

Mario Chircop

Wow , thank you very Much

Scarlett Davis

Yeah Mario.We love your idea and i am sure all will be more clarified into the email we are sending you at mario.chircop.a100180@mcast.edu.mt

All-Inclusive Meeting Place

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Email 4

Startup business

From: Mandy Vella <mandy@busybee.com.mt>
Sent: Thursday, November 28, 2019 5:26:04 PM
To: Marlon Micallef <Marlon.Micallef.a100181@mcast.edu.mt>
Subject: RE: Startup business

Dear Marlon,

Thank you for your email.

We're pleased that you reached out to us for such request.
We only distribute packed items such as ottijiet, krustini, dolci, torroncini etc. but no desserts.
Should you require further assistance, do not hesitate to contact me.

Best regards,

Mandy Vella | Business Development Manager



Busy Bee Group, Zone 4, Mdina Road, Central Business District, Imriehel, CBD 4010, Malta.
T: +356 2334 4424 **M:** +356 7905 9351 | www.busybee.com.mt



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Email 5

From: Reception <reception@cassarcamilleri.com.mt>
Sent: Thursday, 28 November 2019, 10:42
To: Christopher Xuereb; Malcolm Tabone
Subject: Fw: Start up Buisness

From: Sasha Bilocca <Sasha.Bilocca.a101623@mcast.edu.mt>
Sent: Thursday, November 28, 2019 10:25 AM
To: Reception <reception@cassarcamilleri.com.mt>
Subject: Start up Buisness

To whom it may concern,

We are working on a start up business.

We would like to ask you if you are willing to offer us something in return if we sell or promote your product in our buisness. Such as a Commercial Refrigerator or any other commercial equipment ?

Thank you for your time.

Best regards,
Sasha Bilocca

Confidentiality Note:

The information contained in this message and in any attachment is confidential and may be legally privileged. It is intended for the recipient/s to whom it is addressed. If you are not an intended recipient, you system immediately, destroy any paper copies and notify the sender. If you are not an intended recipient, you are not authorised to use, distribute, print or copy any part of this message or of any attach Data Protection Regulation (GDPR) came into force. We have therefore updated our Privacy Policy to provide you with information about our processing of your personal data. To see our Privacy Policy, pleas

Email 6

From: Sasha Bilocca <Sasha.Bilocca.a101623@mcast.edu.mt>
Sent: Thursday, November 28, 2019 10:24:17 AM
To: Farsons Direct Info <FarsonsDirectInfo@farsons.com>
Subject: Start up Buisness

To whom it may concern,

We are working on a start up business.

We would like to ask you if you are willing to offer us something in return if we sell or promote your product in our buisness. Such as a Commercial Refrigerator or any other commercial equipment ?

Thank you for your time.

Best regards,
Sasha Bilocca

All-Inclusive Meeting Place

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From: Jeffrey Mifsud <jeffrey.mifsud@farsons.com>
Sent: Thursday, November 28, 2019 12:47:20 PM
To: Sasha Bilocca <Sasha.Bilocca.a101623@mcast.edu.mt>
Subject: FW: Start up Buisness

Hello Sasha,

Kindly send me your contact number so that I can give you a call

Best regards



Jeffrey Mifsud
Sales Executive - On the Go

Simonds Farsons Cisk plc
The Brewery, Mdina Road, Zone 2, Central Business District, Birkirkara CBD 2010 Malta

t +356 2381 4287 | f +356 2381 4165 | m +356 9944 5634



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Email 7

From: Paul Tihn <ptihn@delicata.com>
Sent: Wednesday, December 4, 2019 4:01:00 PM
To: Sasha Bilocca <Sasha.Bilocca.a101623@mcast.edu.mt>
Subject: RE: Start up business

Sasha,

Many thanks for your email, could you please let me know the location so I can allocate an Area Sales Manager to come and visit with you and discuss the opportunity.

Kind Regards

Paul

Paul Tihn
Head of Sales

Emmanuel Delicata Winemaker Ltd
The Winery on the Waterfront
Paola PLA 2143
Malta

| WINERY TEL: +356 21825199 | FAX: +356 21821338 | EMAIL: ptihn@delicata.com | WEB: www.delicata.com | FB: [Follow us on Facebook](#) | Enjoy Delicata Wines Responsibly |


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Email 8

From: Sylwester Figas <sfigas@franksalt.com.mt>

Sent: Thursday, November 28, 2019 1:15 PM

To: parnis.sanchez@gmail.com

Subject: To: Parnis Sanchez; From: Sylwester Figas (Frank Salt Commercial); Re: commercial property inquiry.

Good afternoon,

I am contacting you because we have received from an inquiry about the catering outlet in Naxxar <https://franksalt.com.mt/properties/418604>. I contacted owner and the restaurant is available for rent an we can schedule the viewing.

Your second inquiry - property <https://franksalt.com.mt/properties/270363> - I cannot reach the owner to confirm if it is available. I also have fully equipped restaurant in St. Julians, 30 covers, 70€ per day plus 30 000€ premium.

Let me know when I could call you to have a chat about your business concept.

Looking forward to your reply.

Sylwester Figas

COMMERCIAL PROPERTY CONSULTANT

FRANK SALT (REAL ESTATE) LTD

Portomaso Commercial Office

Portomaso, Church Street, Paceville, St Julians STJ 3044

Tel. (+356) 25409155 | 00356 9910 3808 | Email: sfigas@franksalt.com.mt

www.franksalt.com.mt

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To: Parnis Sanchez; From: Sylwester Figas (Frank Salt Commercial); Re: commercial property inquiry.



Sanchez Parnis <parnis.sanchez@gmail.com>

Thu 16/01/2020 14:04

Ryan Jamie Busuttill ▾

Get [Outlook for iOS](#)

From: Sylwester Figas <sfigas@franksalt.com.mt>

Sent: Wednesday, December 4, 2019 11:32 AM

To: Sanchez Parnis

Subject: Re: To: Parnis Sanchez; From: Sylwester Figas (Frank Salt Commercial); Re: commercial property inquiry.

Good morning,

Here is the address: CarneVino, Triq Il-Markiz G. Scicluna, Naxxar

Looking forward meeting you today.

Sylwester Figas

COMMERCIAL PROPERTY CONSULTANT

FRANK SALT (REAL ESTATE) LTD

Portomaso Commercial Office

Portomaso, Church Street, Paceville, St Julians STJ 3044

Tel. (+356) 25409155 | 00356 9910 3808 | Email: sfigas@franksalt.com.mt

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[Accessed 17 01 2020].
