

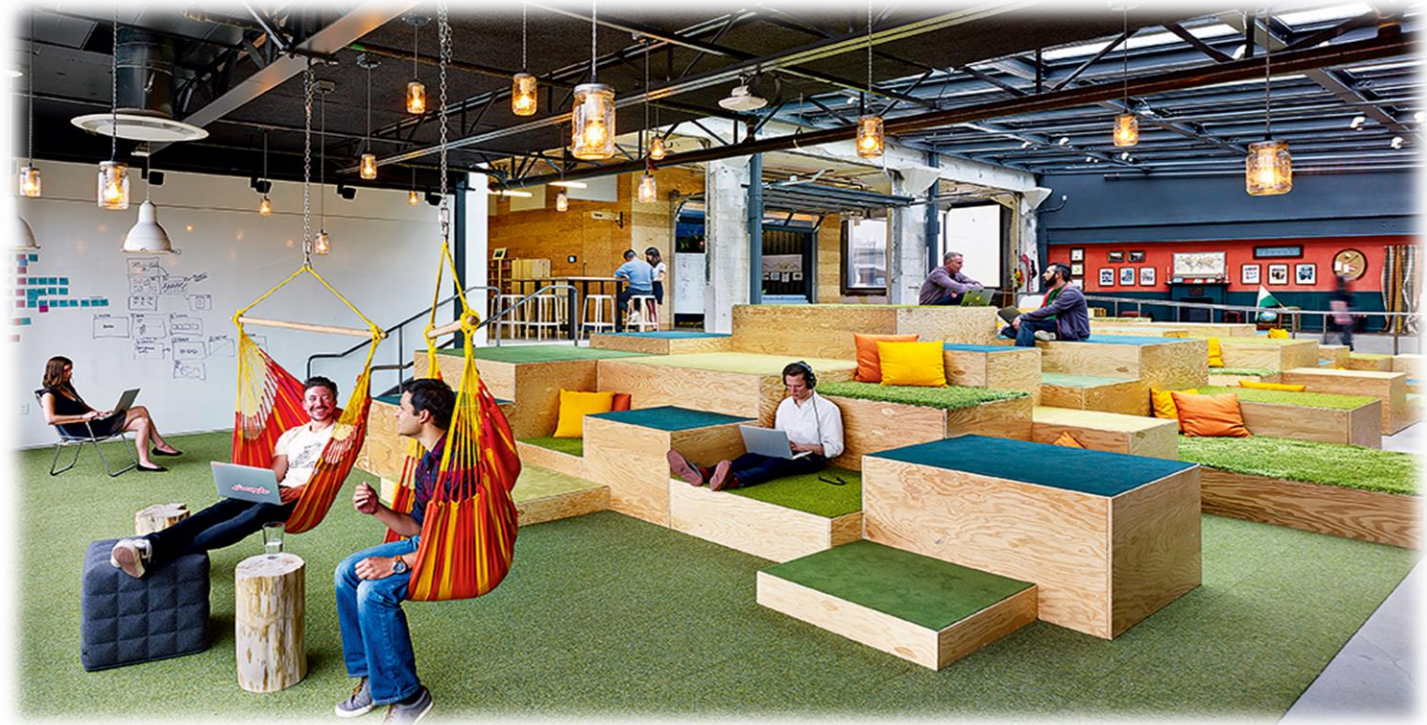


«Ai Francescani Neri»

Business Plan

WHAT ARE WE OFFERING?

- COURSES
- EVENTS
- RESOURCES
- SPACE
- WORKSHOPS
- CULTURAL POINT



BENEFITS

- PERSONAL DEVELOPEMENT
- CREATIVITY
- PARTICIPATION
- SOCIAL INCLUSION
- SAFETY
- CONNECTION
- EXCHANGE





CORE COMPETENCIES

- ✓ PROFESSIONAL TRAINERS
FOR EVERY COURSE
- ✓ PROFESSIONAL SUPPORT
- ✓ CONNECTORS

Target Groups

- **Background groups:**
 - Actors
 - Musicians
 - Painters
 - Writers
 - Dancers
 - Interested People
 - Professionals
 - Young talents
 - Young Entrepreneurs



Target Groups



Children 6-12 years old



Teens 12-18 years old



**Students and Young
Adults 18-35 years old**



**Adults and
Professionals 35+**



Sales and Communication

- ☐ Website
- ☐ Mobile App
- ☐ Social Media Networks
- ☐ Ads Campaign
- ☐ Discounts

* Prior Formular for registration and defining groups.

Competition and Market

- No direct competitor
- Actually the needs of the market are not fulfilled
- To be the first in the market with this idea



OUR TEAM & FOUNDERS

Danilo Bozanic

Organizer

Alessio Lazzari

Acting Trainer

Klea Kambo

Finance Trainer

Romario Brignone

Tech Service

Panagiotis Provatas

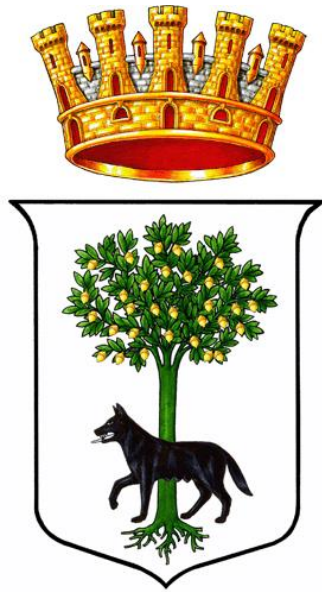
Trainer of Trainers



*“An open space for people trasmiting
passion for creativity”*



KEY PARTNERS



LOCATION

City: Specchia

Province: Lecce

Region: Puglia

Country: Italy



Production



- **Knowledge**
- **Time**
- **Space**

LEGAL FORM

- Non Profit Company
- Association
- Minimum 5 People for Foundation



OBSTACLES

- Covid 19
- Funds
- Low interest for Customers



Income:

- Membership Fees
- Government and EU Grants
- Event participation Fees
- Fundraising
- Renting our spaces fees

* All the payment has to be prior or advanced



Costs

- Operational Costs
- Financial Costs (Taxes)
- Human Resources Costs
- Maintenance Costs
- Initial Costs for Renovating and Building Security Check



Capital requirements and financing

The necessary investments for our company are:

- Security Check
- Renovation
- Equipments for classes, spaces, offices
- Recruitment for trainers and staff

The additional funds coming from:

- Institutional/Governmental grants
- European Projects funds
- Private Investors

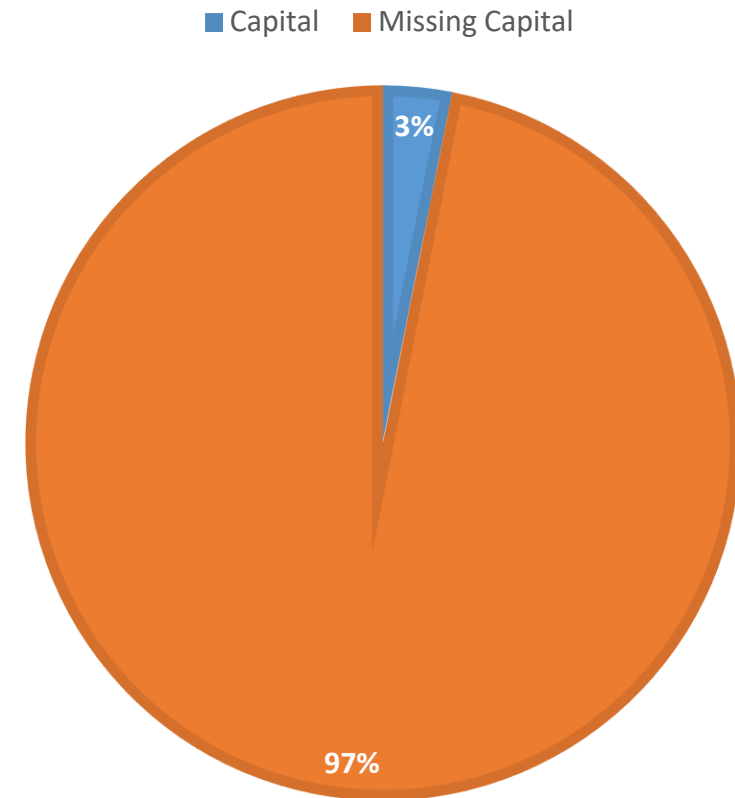


Financial Prediction

Costs	108000
Initial Investments	150000
Capital Requirements	258000

Equity	8000
Credits	0

Capital requirements	258000
Capital	8000
Missing Capital	250000



*Thank
you*

