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**FUNDING PROPOSAL
CREATION
CHECKLIST**

The graphic features a light orange background with icons for a bank, a hand holding a coin, and a handshake.

JOINT VENTURE AGREEMENTS

A. INTRODUCTION

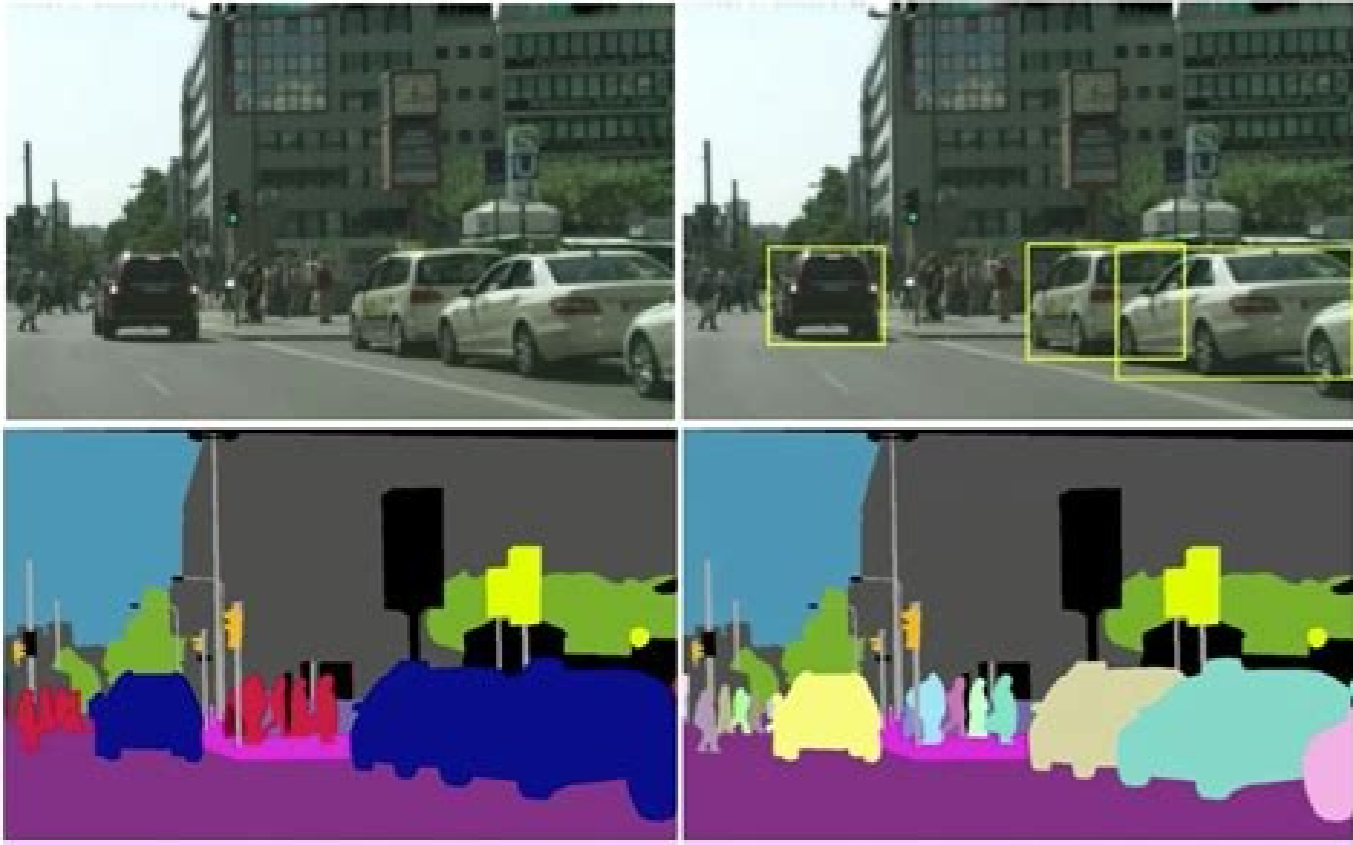
1. DEFINITION OF JOINT VENTURE

- The term "joint venture" is one of art, not law. The term itself is very vague and does not describe the actual structure adopted or even the objectives of the parties forming the association. It merely suggests that each of the investors are to a greater or lesser extent active rather than passive participants and will make contributions to the venture in a variety of forms beyond their equity subscriptions.
- Likewise, there is no law of joint ventures as such and this area usually involves a mix of contract and corporate law and in some cases concepts from partnership, equity or agency law.
- Examples of joint venture relationships include mining or exploration agreements (involving an investor and an operator), investment arrangements (involving a capital investor and an existing trading company), co-suppliers which require greater size to be competitive and gain economies of scale etc.

2. BUSINESS RATIONALE

Joint ventures have become widely used by companies to gain the following competitive and strategic benefits:

- It is a means of implementing changes to a company's strategic position and spreading its financial risk - so by allowing it to concentrate on its areas of relative competence while diversifying into unfamiliar business areas.
- However it may also allow a company to deal with business opportunities in its core area of competence which are too big for it. Therefore joint venture entities can cope with large contracts and gain economies of scale.
- It also allows international investors to acquire local knowledge and contacts by entering a joint venture with a local entity.



PROPOSAL TO LEASE SPACE CONNECTICUT		STATE OF
DEPARTMENT OF PUBLICWORKS		ATM:
Bidding Unit, Room G-35		165
Capitol Avenue, Hartford, CT 06106		

Solicitation Number	Date Due Back	Principal Contact
Phone Number		
LP	4 p.m.	

Owner(s) of the Property as recorded in Town/Land Records		

Address of Owner(s)		

Property Offered (Street Address, Town)	Zoning	
Lot Size		

Frontage (feet)	Accessibility to Public	
Transportation		

Topography of Site	Flood Zone and Other Limiting	
Conditions		

Parking Offered	Owned	On-Site
Levels		Parking Garage

Total Spaces Provided	Not Owned	Off-Site
Location		Off-Site

Building Offered:	Rental	Office
Other		Industrial

Year Built	Year Renovated	Describe What
Renovated		

Complies with ADA? Other Codes?		

Type of Structure (e.g. Steel)	Exterior Walls (e.g. Brick)	No.
Stories		
Type of Roof Cover (e.g. shingles)	Age of Roof	Sprinkler System: Wet
Dr.		
Number of Elevators: Passenger	Freight	Load Capacity of Floors
FPSE		

Security System (e.g. electronic, personal):		
Describe:		

He has managed the Hillory Farmers Market for five years, and knows the local farming community well. A septic system is in place and is large enough to handle several additional bathrooms on the property. Beekeepers Association of Missouri. We are a group of five individuals committed to developing a jointly owned organic farm that will serve the local community with sales of organic produce and leases of family gardening plots. This is already happening in our area. Our research shows that when restaurants can advertise "fresh local" food, they attract more customers, and the local menu items outsell other menu items two to one. Our local community college wants to use our farm as a teaching example of organic gardening. Electricity is supplied by the county utility district. Machinery All machinery and tools left on the property by Jonas Slocum were inherited by Beverly Lawson. Our cooperative farm plans to cash in on these trends and deliver what the market wants. There is currently an unmet community demand for CSA subscriptions and leased garden plots. We will establish outlets at all four farmers markets and sell our produce there. As our farm will be located at a major crossroads, we also plan to sell our produce in our own on site produce stand. The cost of transporting goods around the world rises each year. This state council will assist us with gaining and maintaining our organic certification, and will also assist us in marketing our organic products. The Slocum Community Farm Project is seeking \$40,000 in funding to convert a recently inherited property into a community based organic farm. There is already a large market demand in Winover County for community supported cooperative agriculture, as demonstrated both through local community garden programs, where urban dwellers can reserve space within a public garden to grow their own produce; and through subscriptions to CSA programs, where families pay local farmers to deliver boxes of fresh produce to them on a regular basis. Our state association of beekeepers was excited to learn that we plan to establish our own bee colony on our farm. They will add our farm name and address to their literature, help us create a healthy, thriving bee colony, and assist us in selling honey and beeswax products. All four farmers markets in Winover are eager for our new farm to sell produce in their roadside markets. All the profits earned by the farm will stay in the local community, thus supporting local schools and other small businesses. Non Financial ROI Benefits The non financial benefits of our communal farm project are immeasurable to the Winover County community. The most popular restaurant among local citizens is the Midway Barbeque Station, which advertises local beef and pork items and desserts made from local fruit. For all the reasons listed above, we expect that demand for our farm products and support for our farm will grow with each year. We plan to offer 120 spaces at \$125 year and supply tools for communal use to accommodate these urban farmers. We will also sell seeds, plants, fertilizers, and other products to these customers. To this end, we plan to participate in local festivals, sponsor local events, and host community events at the farm. They are experienced with farm management and keeping the books for an agricultural operation. The Lawsons' two sons—Jared, 14, and Michael, 16, will work on the farm from time to time. One of our group, Beverly Lawson, recently inherited the property we intend to use for our farm, and now we seek \$40,000 in funding to convert the property for our intended use—growing organic fruits and vegetables for local sale, as well as creating community garden plots that urbanites can lease on a yearly basis to complement the county's overloaded gardens on the property. Farmers Markets. Customers Who Prize Fresh Produce Studies show that customers who demand fresh local organic produce are willing to pay more for it than frozen items shipped from distant suppliers. This is a project that involves multiple families and a large segment of the community, so we have a large base of support and customers to draw upon. All are in good shape. Utilities Water is supplied by two wells on the property and is adequate for all needs proposed for the farm project. Our local farmers markets plan to expand their hours and add more booths to accommodate demand in coming years. She will help as needed with day to day work, but will focus her efforts on marketing and promotional efforts, including setting up special events on the farm. Our team is experienced and well prepared to take on the responsibilities of developing and managing a communal farm. It allows us to cash in on the "Buy Local" and "Eat Fresh" and organic food movements, build our local community presence, and save money in transportation costs and fees paid to wholesalers. The property on which we propose to establish the communal farm is the old Slocum farm, located at 1032 Market Road. This property was inherited by Beverly Lawson on the death of her uncle, Jonas Slocum, who specified in his will that the property was to continue as a farm. Detailed below is the Return on Investment ROI analysis for the project. We have broad local support for our communal farm project. Winover County Council, Craig Lawson has a B.S. in Agricultural Engineering, and Beverly holds an associate degree in Accounting. These include a tractor, plow, harrow, and various other farm implements that are all in usable condition. Slocum Community Farm Project represent the Slocum Community Farm Project. We are not dependent on the abilities of only one owner, and because we are selling locally, we will not be influenced by the fluctuating prices of the nationwide agricultural market. Our four county farmers markets are booming. The local farmers who sell CSA shares within our county reported a 120% increase in annual subscriptions from the previous year. The project has been designed to be sustainable beyond the initial funding period. We have strong community support, investors from the local area, and the pledges of restaurants and farmers markets to accept our produce after harvest. We strongly believe our business plan has been thoroughly outlined and will meet or exceed all of your funding requirements. The following personnel have agreed to participate in and manage this project. They anticipate even more customers next year, and are currently struggling to meet demand. After we have established our crops, we plan to sell CSA shares to cash in on this growing trend of buying local fresh food. In addition, the demand for fresh produce in local markets increases each year, as well as the demand from local restaurants for fresh produce. Why is this important. The property now owned by Beverly Lawson is ideal for our communal farm project. Direct sales to customers last year through farmers markets were estimated to be near \$1 million dollars and are expected to grow. Initial funding will be used to purchase equipment, prepare fields, sow our first crops, and establish our own bee colony to pollinate our crops and create honey. We anticipate that after selling our first year's harvest, we will have sufficient funds to invest in all necessary products for our second year, and experience profits every year thereafter. The most popular restaurant among tourists is the Rainbow Café, which advertises fresh local ingredients in their dishes. Within ten years, we can easily sustain the farm project, pay back our investors, and make a healthy profit each year. Local Restaurants. Seven members of the Marktown Investment Network have each pledged to invest \$20,000 to be paid back in 10 years at 5% interest. The local farm sales niche is characterized by Farmers Markets. This is the primary outlet for our produce. While the reputations of big commercial farms are diminishing in the public opinion every year as the public becomes aware of the dangers of monoculture and mass production of food, local community farming operations are making great gains. Based on local and national food purchasing trends, we predict the following. Transportation costs will continue to rise. The benefits are summarized for a 5 year period. As you can see by the chart above, the initial startup cost can be earned back within only a few years. The "Buy Local" movement will grow substantially over the next decade. Also, each participant our community garden operation will help get the word out to friends and relatives about our farm and our produce. Organic Farm Council of Missouri. Marktown Investment Network. Winover County Restaurant Association. Winover Community College. We plan to expand our market and our community involvement as we grow. In the future, we plan to grow a variety of crops according to the demands of local consumers, develop a U Pick operation so that people can pick their own produce, sell CSA subscriptions, sell honey and beeswax products from our bee colony, and host and sell tickets to community events such as wine tastings, cooking classes, and outdoor concerts. Farmers markets will gain even more popularity in the coming years. Farmers markets are quickly becoming the "in" places to socialize with friends and neighbors, as well as places to buy local produce. The property encompasses 512 acres. Expensive transportation costs make the produce from local farms competitive with agribusiness companies that ship worldwide. Local delicacies will become the specialty items of the most popular restaurants. Craig and Beverly Lawson The Lawsons will live on the property and are experienced farmers. For 15 years, they owned and managed a 500 acre farm in Owasso, Oklahoma, and raised and sold cattle, pigs, feed corn, milo, and hay to wholesalers. The public is becoming increasingly concerned about antibiotics and agricultural chemicals in our food supply and water sources. Sales of organic food continue to gain market share each year. There are many fresh food enthusiasts in this area. Community Presence and Participation. We've provided some details below. Community Garden Patch Demand In the previous year, the county community garden program had 225 garden spaces available at a price of \$75 per year, and 294 applicants. It is currently used for the following purposes. Pasture for cattle currently leased by the neighbor 60%, production of hay 30%, and a market garden now abandoned 10%. Buildings On the property is a farmhouse built in 1958, a barn constructed the same year, and several small equipment and storage sheds. Interest in organic farming will continue to grow. CSA Share Subscription Programs. Frieda Caswell Frieda Caswell is the president of the local Restaurant Owners Association, and a well known community activist and leader. We are lucky to have year round farmers markets in our county, which are also always a big tourist draw. Kayleigh Bilsley and Joe Kaminski Kayleigh Bilsley and Joe Kaminski live approximately five miles from the farm property and will participate in the day to day management and work on the farm. Real estate taxes and upkeep are the only expenses that our group will need to pay for use of this property. While most farmers sell their crops to large wholesalers, we plan to sell directly to local customers, including businesses and individuals. Kayleigh has managed the Community Garden projects for the county for the last seven years, and has experience marketing garden produce to local vendors. Joe grew up on a family farm in Kansas. Local restaurants owners need more suppliers of fresh fruits and vegetables for their businesses. The trends of eating fresh fruits and vegetables and buying local are expected to continue to grow over the next decade. It's important for farmers selling local produce to be known in their community. We will provide healthy organic food for the community, bees that will help pollinate nearby crops, and educational and recreational opportunities. Rising fuel costs, the emphasis on healthy eating and organic produce, and attention to environmental issues such as carbon footprints will cause more and more customers to look to local farmers for their food. During the summer months, they also sold their organic garden produce—tomatoes, sweet corn, okra, green beans, radishes, carrots, and beets in their own successful roadside stand. Clearly the county needs more space for community gardens. This local restaurant association is enthusiastic about our farm as a new source of fresh local produce. Ten restaurant owners have expressed desires to purchase produce from us as soon as our first harvest is in. Winover Farmers Market Association. The costs for the development, operations, and ongoing maintenance of the project vs. They plan to bring groups of students to see our farm, and agriculture students at WCC may also serve as a pool of part time interns as needed. In addition to all the organizations listed above, the community at large is enthusiastic about the possibility of a new small organic farm and community garden.

17/05/2011 · Proposal package 1. Cover letter Use letterhead, mention project title, purpose, amount requested, contact person and list of attached documents 2. Project proposal: • Title page with logo • Table of contents • Executive summary • Detailed proposal • Annexes 3. How to Create a Business Letter of Intent. Just like any other business documents, the business LOI follows both a standard formal letter format and content. With the writing tips already provided above, here's an outline of the letter's standard content. 1. Make an Introduction. Any form of letter should start with an introduction. For ... Sample Funding Proposal Template Free Download should have a detailed list of all the minute information like duration, budget, priorities, executive summary, and most importantly, a distinguished project title. Take a look at non-profit proposal templates, as they can also be of great use to you. How to Create a Business Letter of Intent. 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