

CHRISTIAN SERVICE UNIVERSITY COLLEGE – KUMASI

DEPARTMENT OF BUSINESS STUDIES

BARCHELOR OF BUSINESS ADIMISTRATION

WIENAMPA SNAIL FARM

BUSINESS PLAN

BY

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FAUSTINA AIDOO

PATRICIA B DICKSON

FLORENCE OWUSU

DECEMBER 2011

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DEPARTMENT OF BUSINESS STUDIES

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BUSINESS PLAN

A BUSINESS PLAN SUBMITTED TO THE DEPARTMENT OF BUSINESS STUDIES OF
CHRISTIAN SERVICE UNIVERSITY COLLEGE, KUMASI IN PARTIAL FULFILLMENT OF
REQUIREMENTS FOR THE COURSE

CSAD 443 TEAM BUSINESS PROPOSAL

BY

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STATEMENT OF AUTHENTICITY

I have read the Christian Service University College's collection regulations relating to plagiarism and certify that this business plan is all my work and does not contain any unacknowledged work from any other source. I also declare that I have been under supervision for this business plan herein submitted.

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(Head of Business Studies Department)	Signature	Date

EXECUTIVE SUMMARY

WIENAMPA snail farm is a snail production venture with the aim of providing quality and affordable snails to the Ghanaian population. It is a new business financed by 5 partners who are the owners as well. The company is set up basically to produce fresh and processed snails for the Ghanaian market and beyond.

The venture is making efforts to compete internationally and to reduce the importation of snails into the country. Our competitors have gained competitive advantage through charging lower prices for their products. But Wienampa Snail Farm will gain competitive advantage by way of offering customers with a greater value through good customer relationship, door to door delivery and attractive packaging.

In Ghana, the snail is believed to be good for infant's development and the iron content is considered to be good in the treatment of anemia. Consumers will derive healthy life span since snails contains almost all the amino acids needed by humans. In addition to the nutritional value of snail's meat, a recent study has shown that the glandular substances from edible snails cause agglutination of certain bacteria which could be ailments, including whooping cough. Edible snails also play an important role in folk medicine.

The number of people who consume snails in the segmented market (Ashanti Region) constitute about 80% of the total population of which 30% had already been captured by our competitors. Therefore Wienampa has almost 50% of the consumers to satisfy. But through the competency, handwork of the management Wienampa will be able to win some of the customers of its

competitors. To satisfy the unsatisfied customers in the market, according to the market research conducted, it was found out that a lot of consumers do not get access to snails especially during the dry season. To reduce unemployment rate in the country with the establishment of Wienampa Snail Farm.

It is our dream to situate subsidiaries at other parts of the country as we venture more and more into the near future. We will need a total investment of ghs40000 to fully implement our strategy and idea, with half going into premises and tangibles and the balance into marketing. We expect our turnover for the first three years to be around Gh¢ 74990, gross profits of about Gh¢ 73003 and net profits to be around Gh¢11914 respectively.

LOCATION

The venture is proposed to be located at Atwima Foase near Kwadaso in the Ashanti region of Ghana. The name of the company shall be Wienampa Snail Farm. Its contact shall be as follows;

Postal address	P.O. Box KS 10, Adum-Kumasi
Telephone/Fax	(233)0244703622 / 0203047174

MISSION AND VISION STATEMENT

1.3 MISSION

To use our present and future capabilities and technologies to be the leading producer of snails by way of producing quality snails to our current and potential customers; to rear and retail healthy and quality snails to customers at their door steps.

1.4 VISION

To be the leader in snail production nationwide and beyond national borders in the next five years.

1.5 CORPORATE OBJECTIVES

- It is our objective to produce hygiene snails which would be different from the normal or traditional methods of packaging which will be available at all season to meet market demand.
- To satisfy the unsatisfied customers in the market. According to the market research conducted, it was found out that a lot of consumers do not get access to snails especially during the dry season.
- To reduce unemployment rate in the country with the establishment of “Wienampa Snail Farm”

CORPORATE OBJECTIVES

- It is our objective to produce hygiene snails which would be different from the normal or traditional methods of packaging which will be available at all season to meet market demand.
- To satisfy the unsatisfied customers in the market. According to the market research conducted, it was found out that a lot of consumers do not get access to snails especially during the dry season.
- To reduce unemployment rate in the country with the establishment of “Wienampa Snail Farm”
- To provide non-fat meat since many people have become health conscious and therefore want to stop eating fatty meats like beef, pork, etc to prevent them from being” obese”.

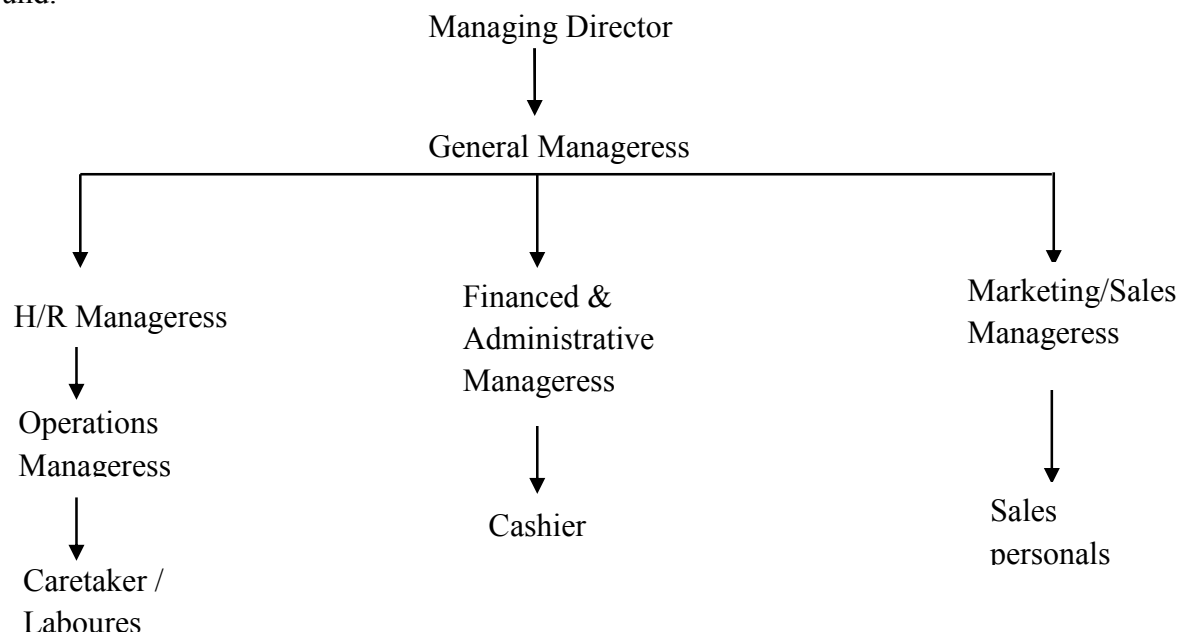
1.0 ORGANISATION

“Wienampa Snail Farm” is being established purposely to deal in agricultural produce specifically breeding, cultivating, whole selling and retaining of snails.

1.1 Management Team

Wienampa Snail Farm is being managed and financed by five partners namely(Tsinuglo Kofi Doe(Managing Director), Faustina Aidoo(General Manger), Rebecca Borsah(Financial Manger), Florence Owusu(Hr and Administrative Manger), and Patricia Boaduwa Dickson(Marketing Manger). The management team is been assisted by one operational manager who is vest in agriculture and has in-depth knowledge in snail farming.

He is responsible for quality management and control, capacity planning, material management, purchasing and scheduling. Skilled and experienced personnel will also be employed to do the grounds work and poaching will be considered to employ skilled personnel from other snail farms around.

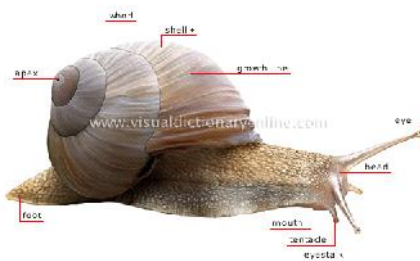


2.0 PRODUCT IDEA & RELISATION OF SCHEDULE

2.1 PRODUCT

To provide non-fat meat since many people have become health conscious and therefore want to stop eating fatty meats like beef, pork, etc to prevent them from being” obese”. “Wienampa Snail Farm” is being established purposely to deal in agricultural produce specifically breeding, cultivating, whole sale and retailing of snails. Snail’s body is soft and sticky and have tentacles or telescoping antennas. The body is divided into three parts, head, foot and the visceral mass. The head is not well demarcated and carries two pair of retractacles. One pair of the tentacles is far longer than the other and contains the eyes in the knobbed.

SNAIL DIAGRAM / PICTURE



2.2 RELISATION OF SCHEDULE

2.3 OPERATIONAL PLAN

Operational plan for Wienampa Snail Farm is designed purposely to outline the strategies put in place to ensure availability of the product to its customers without shortage. Having researched in detailed and realized the numerous unsatisfied customers prevailing in the economy that needs to be satisfied with Wienampa Snail farm product, wienampa has strategically come out with a comprehensive production plan to achieve its objectives.

As earlier on stated, Wienampa Snail Farm has four pen been fully constructed with the size of each been 5ft / 18ft with each sub-divided into three compartment. Before the firm constructed the above pens, the following factors were considered. Snail's takes 6months to mature and can last for 2 to 9 years become they can die, when properly cared for. The future of the business is certain.

2.4 CHOOSING SITE FOR THE PRODUCT

In choosing the site for snail production some basic factors have to be considered before venturing into its production process. These factors include: the wind direction, soil characteristics and conducive microclimate.

Below is a picture of one of the pens for production.



2.5 FOOD AND FEEDING

Snails are like vegetarian and will accept many types of food. The diets that Wienampa used in feeding the snails include:

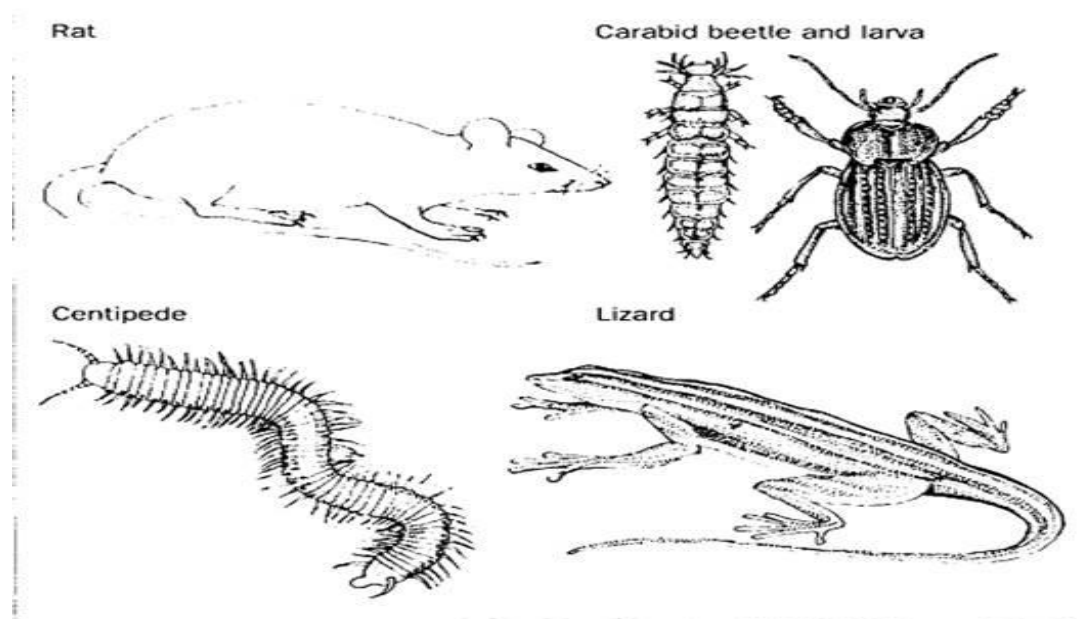
Leaves: example: cocoyam, kola, pawpaw, cassava, cabbage and so on

Fruits: examples: mango, oil palm, tomato, and so on

Tuber: examples: cocoyam, cassava, yam, sweat potato and plantain

2.6 PREDATORS, PARASITES AND DISEASES OF THE PRODUCT

These are the major enemies to snails making farmers finding it difficult in effective and efficient snail farming.



2.7 PREDATORS

The major predators on snail farming are: field mice, rats, and shrews, frogs and toads, thrushes, crows and domestic birds such as ducks and turkey lizards, drilled and characid beetles and millipedes and centipedes.

Parasites

According to Mr. Joseph Cobbina, an agricultural officer research carried out in Ghana found the major parasites on snail to be fly which is in the family of house fly. A fly lays 20-40 eggs on the lip of the snails shell. The eggs laid are then hatched in one(1) week and the small cream colored worms start feeding on the body tissue and they feed until the body is reduced to rot or decay and then pupa with the shell. The best protection that the venture discovered against these flies is to cover the pens with nylon mesh.

2.8 DISEASES

A fungal disease is the main disease which spread through physical contact by the snails licking slime from other's bodies.

Bacterial disease is also another disease which is caused by pseudomonas. It leads to intestinal infection which may spread among dense population of snails. To control these diseases, the venture will carry out the basic hygiene that will prevent the spread of diseases. Pens would be cleaned out regularly to remove excreta and uneaten food as well as any other decaying matter that may serve substrate for pathogenic organism. Also the soil in hutch boxes would be sterilized.

2.9 BREEDING AND MANAGEMENT

The aestivation period of Achatina in Ghana last from October to March and the active period has been divided into three phases:

Pre-spawning phase:" this is the phase immediately after aestivation. It last from March to April

The snails are fairly active during this phase and food consumption is quite high

Spawning phase: this phase last from April to July and is characterized by egg-laying. Food consumption is reduced for egg-laying snails

Post spawning phase: this phase lasts from July to October, this is the phase during which food consumption is very high as snail start reserves for the dormancy period ahead.

3.0 MANAGEMENT TEAM

Executive staffs, qualifications, experience and their responsibility & duties;

The following are Managers of Wienampa Snail Farm .

Faustina Aidoo (General Manageress)

She is the General Manager of Wienam Snail farm who holds a Higher National Diploma in Entrepreneurship and finance from Kumasi polytechnic. She is also a resource personnel and a carrier woman who serve as a board member in other organization in solving their managerial constraints and helping them reach their organizational aspirations and goals.

She is currently pursuing her degree in banking and finance at Christian Service University College.

- i) Being the best financial director in Ghana
- ii) Top banking manageress in any financial institution in Ghana

Rebecca Borsah (Financial Manageress),

She is an HND (Accounting option) student base on her current programmed she is pursuing degree in BBA(Accounting Option) at Christian Service University College , she aims at;

- i) To be one of the best chartered accountants in the country.
- ii) Being a governor in this country.

She is also an accountant as Fomena Government hospital before assuming the position as a financial manageress for Wienampa Snail Farm.

Her responsibilities and duties as an Accountant as far as Wienampa Snail Farm is concern is as follows;

- Keeps a record of all financial transaction
- Keeps a separate account for all customers
- Sends out monthly statements to all the customers
- Keeps a separate account for all suppliers
- Helps to set departmental budget
- Keeps relevant records on internal spending for each department for budget control purpose
- Deals with the taxation of the business works

Tsinuglo Kofi Doe (Managing Director),

He is one of the workers the organization can boost of and really proud of due his knowledge in the Accounting and financial field and effective execution of his responsibilities and duties.

He holds an HND certificate and currently pursuing a programme in Business Administration (accounting option) at Christian Service University College.

Based on his current programme he is pursuing, he aims at;

- i) Being the best financial director in Ghana.
- ii) Top banking manager in any financial institution in Ghana.

He has being working in claims unit and has worked with GT Bank.

Patricia Boaduwa Dickson (Marketing and Sales Manageress)

➤ Qualification:

- Undergraduate BBA Marketing – Christian Service University College
- Experience and skills in sales for five years at Sinapi Aba Financial Service

➤ Duties & Responsibilities

- To do market research to see what quantities where, how and when they should be sold
- To identify customer needs
- To plan the distribution of finished products
- To advertise the company products
- To give a feed-back to the operation's manager on customer needs

Florence Owusu (Human and Administrative Manger),

She is currently pursuing a degree in Business Administration (human resource) at Christian Service University College.

➤ Duties & Responsibilities

- i) Training and development
- ii) Job evaluation and specification
- iii) Recruitment and selection
- iv) In charge of welfare of employees
- v) Termination of employment
- vi) Serves as a link between management and employees

4.0 MARKETING ANALYSIS

Market analysis is the most important aspect for Wienampa Snail Farm to consider since the market takes almost the greatest percentage of the whole business. That is to say, without market for the product the Wienampa farm cannot stand on its feet. So in the first place, Wienampa snail Farm business considered some people through their research to reveal the market area or the geographical area where most of our customers are located. These people will be our target market.

The Wienmapa Snail Farms target market is the people living in Kumasi and its surrounding in Ashanti Region and they have been segmented into three categories namely, higher class, middle class and lower class. These classes are based on the income status of the customers. It is our policy to later spread to all the regions in Ghana and then to the other countries.

4.1 CUSTOMERS

The target customers of Wienampa Snail Farm have been grouped into higher class, middle class and lower class and especially the pregnant women,

The higher class consists of people who work in higher institutions such as bankers, doctors, lecturers etc. Middle class people include students in tertiary institution while lower classes are the ordinary people who have the zeal to consume snails but their income levels are lower. The pregnant women and children are also one of the highest markets to target. They need calcium for healthy growth, bones for their foetus and the doctor's always recommend them to take more calcium. So the pregnant women will contribute largest market for Wienampa Snail Farm business.

The number of people who consume snails in the segmented market (Ashanti Region) constitute about 80% of the total population of which 30% had already been captured by our competitors.

Therefore Wienampa has almost 50% of the consumers to satisfy. But through the competency, handwork of the management Wienampa will be able to win some of the customers of its competitors.

As customers of every firm are the pivot on which the success of the firm depends, it is the aim of Wienampa Farm to treat our customers as kings in order to have competitive advantage over our competitors.

4.2 PACKAGING

The snails would be package in three ways:

- The fresh snails would be packaged in small baskets and priced accordingly. There will be various sizes to fit into every pocket.
- Snails would be removed from the shells and packaged in sealed rubber bags just as how gizzard is packaged and frozen to the right temperature and sizes will determine the pricing as well.
- Some of the snails would be dried and packaged and priced according to the number on a stick.

4.3 COMPETITION

Wienampa Snail Farm has several competitors but the main competitors are Inter group and Natural Snail Farm which are all located in Ashanti Region. The competitors have covered almost half of the percentage of the population which constitute 30% of the total market share in the region

This means that 50% of the total customers in the market are still unsatisfied. The competition in the snail industry is very keen especially in the rainy season, the snails become abundant that the early competitors want their product to be purchased since it is the snail's natural season. But in the dry season due to the scarcity of the snails, the level of competition becomes less.

The competitors have gained competitive advantage through charging lower prices for their products. But Wienampa Snail Farm will gain competitive advantage by way of offering customers with a greater value through good customer relationship, door to door delivery and attractive packaging.

One major competitive disadvantage of Wienampa Snail Farm competitors is that they do not know their competitors but to Wienampa Snail Farm, this is not a disadvantage because competitors are known including the strategies they are using. This has made it easy for Wienampa Snail Farm to deal with the competitors without difficulties.

Also almost all the competitors of Wienampa have the intention to serve only the local market (Ghana) but it is the dream of Wienampa Snail farm to go global to other nations like Cote D'voire, Nigeria Togo, Burkina Faso and even extend to UK and USA. These markets will need special packaging such as canning.

Competitors of Wienampa Snail Farm targeted customers are only the low class people within the community. This can be seen in the way the products are packaged for sale.

4.4 Market Strategy

Segmented pricing Strategy

Is the pricing strategy that Wienampa has adopted in which the company sells products at two or more different prices? The difference in prices is not based on the cost of production but as a result of location of the market or customers involved. Pricing is also going to be based on packaging and sizes involved

The advertising strategy used currently by Wienampa Snail Farm in selling the products is giving out some leaflets to customers to create awareness of the business for them to know the good nutrition that snails contain and the quality of the products.

The firm has plans of advertising on radio, since it has a wider coverage area in the country. The company also does door to door advertising and this will be done by our sales representatives.

4.5 INDUSTRIAL ANALYSIS

Demand for non-fat meat has induced the management of Wienampa Snail Farm to establish this firm to help meet the needs of customers. Research conducted indicates that 300,000 tons of snail meat is consumed per year around the world.

Many people see snails here and there. Some people take snail meat but quite a number do not know how to go about rearing them. This is made worse because snails, which belong to the family of animal called “Mollusks” is a hermaphrodite. It has both the female and male sexual organs; one cannot really distinguish between the male and female species of it. Many who rear the animal are unwilling to let others know about the farming methodology. But the plain truth is that snail farming is as easy as ABC. The only thing the management needs to do is to pay attention and proper care to it rearing.

Studies have shown that, some Ghanaians and Nigerians have started venturing into areas by rearing snails in homes and farms since the meat is used to prepare a variety of meals such as soup, sauces and Kebabs. Snails are high source of protein (12-16) iron (45-50mg/kg) Low Fat (0.05 – 0.8%) and high in Calcium (35 – 55%) and contain almost all amino acid needed by humans) Internet. [Http/www.anancy.netdocuments](http://www.anancy.netdocuments), file – snail farming

Snail can live 24hrs without water and therefore, the farm can produce to meet demand at all season. Snail product contains a lot of calcium which is in the form calcium carbohydrate. Despite those characteristics that they pose individual snails will have to mate each other before laying eggs.

4.6 PONTENTIAL CLIENTS/ CUSTOMERS

The potential clients for Wienampa Snail Farm are those people who want to stop consuming fatty meats and those having deadly diseases like hypertension etc. It is our aim to target the pregnant women and children in the region but generally wienampa is set out to provide quality snails to the population in Kumasi and its surrounding areas. Plans are far advanced to spread our tentacles to other regions.

4.7 BENEFITS TO CUSTOMERS

Consumers will derive healthy life span since snails contains almost all the amino acids needed by humans. In addition to the nutritional value of snail's meat, a recent study shows that the glandular substances from edible snails cause agglutination of certain bacteria which could be ailments, including whooping cough. Edible snails also play an important role in folk medicine.

In Ghana, the snail is believed to be good for infant's development and the iron content is considered to be good in the treatment of anemia.

4.8 COMPETITIVE EVALUATION

From the research conducted by Wienampa Snail farm, snails can be doubled in a conducive atmosphere such as the environment which does not have extremely hot weather condition. It is also established that demand for snails is far more than supply. It has been realized that snails are in abundant during rainy season and as such competition becomes keen. In view of this Wienampa is mapping up strategies to produce more quality and clean snails during dry season to have competitive advantage over its competitors.

The following are the strengths and weaknesses of our competitors' identified during our competitive evaluation of their strengths and weaknesses.

Customers are already aware of competitors. Their income levels are also high due to their long standing and experienced employees and loyal customers. With their weaknesses been no proper record keeping,, low supervision of employees, Poor location leading to snail death and poor customer relationship.

The SWOT analysis provides us with an opportunity to examine internal strengths and weaknesses for Wienampa and that of our competitors. It also allows us to examine the opportunities presented to Wienampa as well as potential threats.

Details of the firm's SWOT analysis have been provided below.

STRENGTHS

Knowledgeable and competent staff

Nearness to feeding materials\

Competitive and flexible pricing system

Variety of products with modern branding

Luxurious environment

WEAKNESSES

Limited funds

Small market share

Lack of transport facilities

OPPORTUNITIES

Uncovered market shares (both local and international)

Availability of large portion of land to produce feeds

THREATS

Emerging local competitors

Unstable weather condition

Availability of predators

5.0 FINANCIAL PLAN

5.1 FINANCIAL STATEMENT AND PROJECTIONS

RISK ANALYSIS

These are some of the risks involved as to the establishment of the snail farm

Wienampa Snail Farm is sourced fully through equity form, where all the partners involved contribute an equal amount of (GH¢4560) each towards the establishment of the organization. Fire outbreaks especially during the dry season is another important factor but wienampa farm has put in security measures to curtail this. Predators as mentioned earlier are not left out in terms of riskiness involved in establishing the snail farm.

This start –up capital of GH¢ 22800 was used for the following non-current assets;

	GH¢
Construction of pens	2000
I farm – house for feed storage	1800
4 wooden crates	140
I well	350
	<u>4290</u>

Table 1

	Year 1 GH¢	Year 2 GH¢	Year 3 GH¢
Young snail at GH¢0.10	700	700	700
Feed	3500	4500	4623
Wages and salaries	11400	11400	11400
Rent	300	300	300
Telephone/postage	100	250	250
Sanitation	200	351	357
Printing and stationary	171	250	200
Insurance	100	250	250
Electricity	100	300	300
Repairs and Maintenance	100	300	300
Transportation	1400	2200	2250
Depreciation	429	429	429
TOTAL	18500	21230	21359

The table on the next page show how the remaining start-up capital was used in the first year and the operational and administrative expenses for the second and third years.

Table 2 PROJECTED OPERATIONAL AND ADMINISTRATIVE COST

	PURCHASE			BREEDING OF MFSF	SALES			STOCK BALANCE		
YEAR	NO. OF SNAILS	UNIT PRICE GH¢	AMOUNT	NO. OF SNAILS	NO. OF SNAILS	UNIT PRICEGH¢	AMOUNT	NO. OF SNAILS	UNIT PRICE GH¢	AMOUNT
Year 1	7000	0.10	700	-	6300	3@GH¢	21,000	-	-	-
Year 2	7000	0.10	700	2450	8049	3@GH¢	26,830	1200	0.1	120
Year 3	7000	0.10	700	2450	8148	3@GH¢	27,160	1134	0.1	113
Total	21,000	-	2100	2450	22,497	-	74,990	2334	-	233

WIENAMPA SNAIL FARM

5.2 PROJECTED INCOME STATEMENT FOR THE FIRST 3 YEARS

	Year 1	Year 2	Year 3
sales	21000	26830	27160
less			
Cost of sales	700	580	707
Gross profit	20300	26250	26453
Less operational and Adm. Exp.	<u>18500</u>	<u>21230</u>	<u>21359</u>
Net profit before tax	1800	5020	5094
Less taxation (25%)	450	1255	1274
Net profit after tax	<u>1350</u>	<u>3765</u>	<u>3820</u>

Table 2: projected operational and administrative cost

5.3 PROJECTED CASH FLOW FOR THE 3 YEARS

	Year 1	Year 2	Year 3
INCOME	GH¢	GH¢	GH¢
Equity capital	22,800	—	—
Sales	21,000	26830	27160
Total income	43,800	26,830	27,160
<u>Expenditure</u>			
Rent	600	300	—
Taxation	—	450	1,255
Young snails @GH¢0.10	700	700	700
Feed	3,500	4,500	4,623
Wages and salaries	11,400	11,400	11,400
Telephone/postage	100	250	250
Sanitation	200	351	357
Printing and stationary	171	250	200
Insurance	100	250	250
Electricity	100	300	300
Repairs and maintenance	100	300	300
Transportation	1,400	2,200	2,250
Total expenditure	18371	21250	21,885
Net cash flow	25429	5580	5,275
Add beginning balance	—	25429	31009
Balanced c/d	25429	31009	36284

WIENAMPA SNAIL FARM

5.4 PROJECTED BALANCE SHEET FOR THREE YEARS

	Years 1	Year 2	Year 3
	GH¢	GH¢	GH¢
NON CURRENT (COST)	4290	4290	4290
Less Accumulated Depreciation	429	858	1287
NBV	3861	3432	3003
 CURRENT ASSETS			
Cash/Bank	20139	23968	24,778
Rent Prepaid	600	300	----
inventory	-----	120	113
Total assets	<u>24600</u>	<u>27820</u>	<u>27894</u>
 EQUITY AND LIABILITIES			
Equity Capital	22800	22800	22800
Net profit	1350	3765	3820
	24150	26565	26620
 CURRENT LIABILITIES			
Taxation	450	1255	1274
TOTAL EQUITY AND LIABILITIES	24600	27820	27894

APPENDIX 1

WIENAMPA SNAIL FARM

5.5 PROJECTED INCOME STATEMENT FOR THE FIRST 3 YEARS

	Year 1	Year 2	Year 3
sales	21000	26830	27160
less			
Cost of sales	700	580	707
Gross profit	20300	26250	26453
Less operational and Adm. Exp.	<u>18500</u>	<u>21230</u>	<u>21359</u>
Net profit before tax	1800	5020	5094
Less taxation (25%)	450	1255	1274
Net profit after tax	<u>1350</u>	<u>3765</u>	<u>3820</u>

APPENDIX 2

5.6 PROJECTED CASH FLOW FOR THE 3 YEARS

	Year 1	Year 2	Year 3
	GH¢	GH¢	GH¢
INCOME			
Equity capital	22,800	—	—
Sales	21,000	26830	27160
Total income	43,800	26,830	27,160
<u>Expenditure</u>			
Rent	600	300	—
Taxation	—	450	1,255
Young snails @GH¢0.10	700	700	700
Feed	3,500	4,500	4,623
Wages and salaries	11,400	11,400	11,400
Telephone/postage	100	250	250
Sanitation	200	351	357
Printing and stationary	171	250	200
Insurance	100	250	250
Electricity	100	300	300
Repairs and maintenance	100	300	300
Transportation	1,400	2,200	2,250
Total expenditure	18371	21250	21,885
Net cash flow	25429	5580	5,275
Add beginning balance	—	25429	31009
Balanced c/d	25429	31009	36284

APPENDIX 3

WIENAMPA SNAIL FARM

5.7 PROJECTED BALANCE SHEET FOR THREE YEARS

	Years 1	Year 2	Year 3
	GH¢	GH¢	GH¢
NON CURRENT (COST)	4290	4290	4290
Less Accumulated Depreciation	429	858	1287
NBV	3861	3432	3003
 CURRENT ASSETS			
Cash/Bank	20139	23968	24,778
Rent Prepaid	600	300	----
inventory	-----	120	113
Total assets	<u>24600</u>	<u>27820</u>	<u>27894</u>
 EQUITY AND LIABILITIES			
Equity Capital	22800	22800	22800
Net profit	1350	3765	3820
	24150	26565	26620
 CURRENT LIABILITIES			
Taxation	450	1255	1274
TOTAL EQUITY AND LIABILITIES	24600	27820	27894

APPENDIX 4

REFERENCES

Snail farming Journal: this biennial journal is published by the scientific committee of the snail farmers association in Italy. Topics covered by the papers include taxonomy, biology, behavior, nutrition and husbandry

Journal of Mollusk studies: Published three times a year in the United Kingdom, this journal includes articles on research on mollusks and related organism.

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