

Erasmus for Young Entrepreneurs



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A programme of the European Union



**PROMOTE INTERNATIONAL EXCHANGE
BETWEEN NEW AND HOST ENTREPRENEURS**



**CIHEAM
BARI**

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Our numbers today



10.068

Business matches



12.894

New
Entrepreneurs
applied



7.639

Host
Entrepreneurs
applied



45

Countries
involved



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Top sectors in which EYE is working



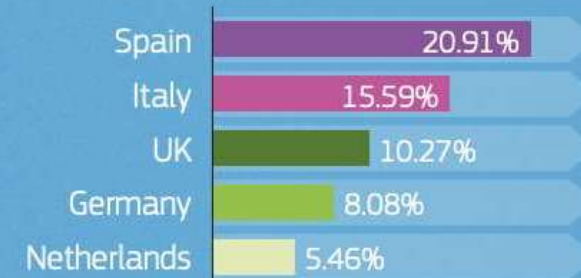
- ☆ Promotion and Media **15%**
- ☆ Education services **10%**
- ☆ Architecture and Construction **10%**
- ☆ ICT **8%**
- ☆ Tourism **8%**

Top 5 countries of origin

New Entrepreneurs



Host Entrepreneurs



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WHO CAN PARTICIPATE?



New Entrepreneurs (NE):

- **Aspiring Entrepreneurs**
- **New Entrepreneurs with less than 3 years of activity**
- **University's students and Phds with innovative project**



Host entrepreneurs (HE):

- **Host Entrepreneurs with more than 3 years of activity**
- **Established entrepreneurs or Freelancers**
- **Board of Directors**



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REQUIREMENTS

New Entrepreneurs:

- **Have a business project and / or a company established for a maximum of 3 years**
- **Be permanent resident in one of the countries participating in the program (Residence for at least 6 of the last 12 months)**
- **Be ready to get involved and contribute to development of the host entrepreneur's business**

Host Entrepreneurs:

- **Entrepreneurial experience more than 3 years**
- **Being able to ensure a work station for the entire exchange period**



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DESTINATION

- 36 Countries in Europe
- Canada* (Ontario, Quebec and Columbia Britannica)
- South Korea*
- Israel*
- Singapore*
- Taiwan*
- Usa* (NY and California)

*For non-EU countries the exchange is 1 - 3 months



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HOW TO DO APPLICATION?



- Register on the portal <http://bit.ly/applyerasmus>
- Fill out the application form
- Upload the required documents (updated and detailed CV in English, Business Plan)
- Select [Valenzano] CIHEAM BARI,
CENTRO INTERNAZIONALE DI ALTI STUDI AGRONOMICI MEDITERRANEI [ITALY]
like Intermediary Organization (IO)



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BUSINESS PLAN

1.0 Executive Summary

The Traditional Home-Style Restaurant ("THR") will be a moderately priced 86 seat restaurant offering family style food and service. Broasted chicken, pot roast, steaks and pork chops along with classic hamburgers, wraps and generous salads are all on the menu. We will offer specialty selections including a lighter options and smaller portions for a children's menu.

The restaurant will be family owned and operated by Jeff and Betty Wright. Together they have over 25+ collective years experience in the restaurant and catering industry.

The Wrights will be leasing a 3,400 square foot space located at West Roads Shopping Center, an existing retail center located in Benbrook, a suburb in Fort Worth, Texas. The site was previously leased as an Italian Restaurant. Although the location was previously utilized as a restaurant, the former tenant removed the majority of the furniture, fixtures and equipment which will need to be replaced. The location will also require some additional renovation to update the lavatories and increase table space in the dining area.

The décor will feature wood accented chairs with blue and white checked table cloths. Dinner style tables will be surrounded by wooden chairs with comfortable seating cushions.

Sales projections assume 1700 customers per week resulting in weekly sales of just over \$19,777, or \$1,028,000 annually. This equates to around \$302 per square foot in sales annually which positions THR as a highly desirable concept for ownership in a table service market where \$200 to \$325 per square foot is considered moderately profitable and therefore a good investment. Total start up costs will be \$363,000, \$174,000 of which will be contributed by the owners and the remainder will be secured by a proposed bank loan.

1.1 Business Objectives

The primary objectives of the business plan for Restaurant are below:

- To be the premier home-style restaurant in western Fort Worth, Texas
- To provide quality meals at reasonable prices with exemplary service
- Achieve Cover ratios of 1.00X at each lunch and dinner serving
- To achieve Prime Cost Ratios lower than 65%

1.2 Mission Statement

Our Mission is to provide a unique and relaxing dining experience – similar to dining at home. We will strive to achieve this goal by: 1) by providing menu items incorporating quality ingredients at reasonable prices, and 2) we will be mindful of the well being of our customers and staff– treating each and everyone with dignity and respect – just like we would at our own home!

Required contents:

- Clear description of the product or service
- Market analysis including: evaluation of the market, competition analysis, marketing plan and commercial plan
- Financial plan including the breakdown of estimated expenses and revenues in the following 2 years and the break-even analysis
- 20 pages maximum



FINANCIAL AGREEMENT



- 1. Lump sum of 530 - 1,100 € / month for countries European countries, depending on the destination**
- 2. Prepayment; only the last month is paid at the end of the exchange**
- 3. Payment is based on actual time only stay abroad**



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FAQ

Can I "break the trade"?

Yes, it is possible to spread 3 months up to 12 months from the start date of the exchange.

Can you leave me some feedback on the Business Plan before uploading it online?

No, we can only issue feedback to those who are accredited by the system (after registration).

What does the duration depend on?

From the objectives proposed and agreed between New (NE) and Host (HE) Entrepreneur. CIHEAM Bari suggests exchanges from 1 to 3 months, extendable by 1 month after the beginning of the exchange. However, the minimum trading period is 1 month, while the maximum period is 6 months.

Can I see the Host Entrepreneur list before applying?

No, the list is visible only after acceptance of the application.

Until when can I apply?

It is possible to apply until October 2023. Exchanges must be completed by January 2024.



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THANKS FOR YOUR ATTENTION!

For more information:

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