

(For Review and Evaluation by State Use Staff and State Use Committee Only)

BUSINESS OPERATING PLAN

Potential Product Opportunity:

1. Production Process
Describe the process planned to produce product and complete order fulfillment.

2. Suppliers or Sources of Materials
List the suppliers contacted and that you plan to supply this business

3. Plant & Equipment
Describe the plant & equipment you will need and have plans to use in the operation.

4. Transportation
Describe the carrier or carriers you plan to use and why.

Where is your planned distribution point?

5. Business Strategy
Describe your sales and marketing strategy for this line of business.

Do you have market plans beyond sales to State government?

6. Quality Control
Describe your quality control process and procedures, and list any certifications

For questions or further information contact Wes Bickers (wes@inarf.org)
or Aaron Fields (aaron@inarf.org) , State Use office, 317-634-4957