# Appendix

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| --- | --- | --- | --- | --- |
| **Trout Small Farm** | UNIT | UNIT PRICE | Quantity | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Trout Consumer* | GEL/kg | 10 | 2 363 | 23 625 |
|  *Trout Retailer* | GEL/kg | 10,5 | 1 723 | 18 094 |
|  *Trout Wholesale* | GEL/kg | 9,5 | 714 | 6 785 |
| Self Consumption | GEL/kg | 9,5 | 200 | 1 900 |
| Direct Subsidies  |   |   |   | 0 |
| **Total Production** |  |  |  | **50 404** |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Fingerling (60kg)* | GEL/pcs | 0,14 | 30 000 | 4 200 |
|  *Transport (service)* | GEL/pcs |   | 300 | 300 |
|  *Feed*  | GEL/kg | 4,45 | 6 240 | 27 768 |
|  *Treatment* |   |   |   | **125** |
|  *Medication* | GEL |   |   | 100 |
|  *Lime* | GEL/kg | 1 | 25 | 25 |
| *Variable Cost* |   |   |   | 216 |
|  *Gazoline* | GEL | 2,7 | 80 | 216 |
|  *Electricity* | GEL |   |   | 0 |
| *Maitenance* | GEL |   |   | 500 |
| **Total IC** |   |   |   | **33 109** |
| Wages (family, 2 people, a 2h) | GEL/mont |   | 6 | 0 |
| Financial Charges  | GEL |   |   | 1 400 |
| Land Fee | GEL |   |   | 0 |
| Amortisation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Paddle Wheel Aerator | 0 | 0 | 0 | 0 |
| Scale | 200 | 10 | 1 | 20 |
| Pools | 7 000 | 20 | 4 | 1 400 |
| Vehicle (10% usage) | 4000 | 10 | 1 | 40 |
| Others |   |   |   | 40 |
| **Total Amortisation (3%)** |   |   |   | 1 500 |
| **Total Costs** |   |   |   | **36 009** |
| Profitability Ratios |   |   |   |   |
| **Gross Operating Profit** |  |  |  | **15 895** |
| **Net Operating Profit** |  |  |  | **14 395** |
| **Net Added Value** |  |  |  | **17 295** |
| **Profit Margin** |  |  |  | **28,56%** |

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| **Trout Medium Farm** | UNIT | UNIT PRICE | QUANTITY | TOTAL |
| **REVENUES** |   |   |   |   |
| Sales |   |   |   |   |
|  *Trout Consumer* | GEL/kg | 10 | 6565 | 65 652 |
|  *Trout Retailer* | GEL/kg | 10,5 | 6701 | 70 363 |
|  *Trout Wholesale* | GEL/kg | 9,5 | 3334 | 31 669 |
|  *Trout Caviar* | GEL/kg | 100 | 100 | 10 000 |
| Self Consumption | GEL/kg | 9,5 | 400 | 3 800 |
| Direct Subsidies  |   |   |   | 0 |
| **Total Production** |   |   |   | **181 484** |
| C**OSTS** |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Fingerling (18 kg)* | GEL/pcs | 0,14 | 90 000 | 12 600 |
|  *Transport (service)* | GEL/pcs | 300 | 4 | 1 200 |
|  ***Feed***  |  |  |  | **95 472** |
|  *Aller 1* | GEL/kg | 6,7 | 280 | 1 864 |
|  *Aller 2* | GEL/kg | 5,8 | 800 | 4 608 |
|  *Aleri* | GEL/kg | 4,45 | 20 000 | 89 000 |
|  ***Treatment*** |  |  |  | **1 750** |
|  *Medication* | GEL |   |   | 1 000 |
|  *Lime* | GEL/kg |   |   | 750 |
| **Variable Cost** |  |  |  | **6 450** |
|  *Electricity* | GEL | 200 |   | 2 400 |
|  *Gazoline* | GEL/L | 2,7 | 1 500 | 4 050 |
| **Material** |  |  |  | **560** |
|  *Nets* | GEL |   |   | 200 |
|  *Suits* | GEL | 120 | 3 | 360 |
| *Maitenance* | GEL |   |   | 3 000 |
| ***Total IC*** | GEL |   |   | **121 032** |
| **Wages** |  |  |  | **15 300** |
|  *Employee (2 employees)* | GEL/Month | 600 | 24 | 14 400 |
|  *Seasonal* | GEL/day | 30 | 30 | 900 |
|  *Family (1 full worker)* |   | 0 | 12 | 0 |
| Financial Charges  | GEL |   |   | 4 500 |
| Land Fee | GEL/month |   |   | 600 |
| **Amortisation** | **PRICE (GEL)** | **DURATION** | **QUANTITY** | **TOTAL** |
| Paddle Wheel Aerator | 1000 | 5 | 5 | 1 000 |
| Scale | GEL/Unit | 200 | 0,1 | 20 |
| Pools | 7000 | 20 | 10 | 3 500 |
| Vehicle (40% usage) | 12000 | 4 | 1 | 1200 |
| Others |   |   |   | -220 |
| **Total Amortisation (3%)** |   |   |   | **5 500** |
| **Total Costs** | GEL |   |   | **146 932** |
| Profitability Ratios |   |   |   |  |
| **Gross Operating Profit** |   |   |   | **40 052** |
| **Net Operating Profit** |   |   |   | **34 552** |
| **Net Added Value** |   |   |   | **60 452** |
| **Profit Margin** |   |   |   | **19,04%** |

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| --- | --- | --- | --- | --- |
| **Trout Big Farm** | UNIT | UNIT PRICE | QUANTITY | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Trout Consumer* | GEL/kg | 10 | 201 892 | 2 018 925 |
|  *Trout Wholesale* | GEL/kg | 9,5 | 22 508 | 213 821 |
| Self Consumption |   | 9,5 | 600 | 5 700 |
| Direct Subsidies  |   |   |   | 0 |
| **Total Production** |   |   |   | 2 238 446 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Fingerling eggs* | GEL/pcs | 0,0532 | 1 500 000 | 79 800 |
|  *Feed*  |   |   |   | 1 209 271 |
|  *Feed fingerling* | GEL/kg | 13,5 | 2 000 | 27 000 |
|  *Aller 1*  | GEL/kg | 6,7 | 3 500 | 23 296 |
|  *Aller 2*  | GEL/kg | 5,8 | 10 000 | 57 600 |
|  *Aleri* | GEL/kg | 4,45 | 247 500 | 1 101 375 |
|  *Treatment*  |   |   |   | 11 000 |
|  *Medication* | GEL |   |   | 5 000 |
|  *Lime* | GEL/kg | 1 | 6 000 | 6 000 |
| Variable Cost |   |   |   | 74 000 |
|  *Electricity* | GEL |   |   | 20 000 |
|  *Gazoline* | GEL/L | 2,7 | 20 000 | 54 000 |
| Material |   |   |   | 1 560 |
|  *Nets* | GEL | 120 | 6 | 720 |
|  *Suits* | GEL | 120 | 7 | 840 |
| Maintenance cost |   |   |   | 20 000 |
| Video Surveillance | GEL/Month | 600 | 12 | 7 200 |
| ***Total IC*** | GEL |   |   | **1 402 831** |
| Wages |   |   |   | 105 300 |
|  *Employee (7)* | GEL/Month | 600 | 7 | 50 400 |
|  *Seasonal* | GEL/day | 30 | 30 | 900 |
|  *Specialized (3)* | GEL/Month | 1500 | 3 | 54 000 |
| Land Fee |   |   |   | 0 |
| Financial charges | GEL |   |   | 50 000 |
| Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Paddle Wheel Aerator | 1000 | 5 | 20 | 4 000 |
| Scales | 200 | 10 | 2 | 40 |
| Pools | 7 000 | 20 | 80 | 28 000 |
| Vehicle | 15 000 | 4 | 2 | 7 500 |
| Incubator | 1200 | 10 | 4 | 480 |
| Laboratory | 5 000 | 5 | 1 | 1 000 |
| Fish Seperator | 12 000 | 5 | 1 | 2 400 |
| PVC | 3 000 | 5 | 1 | 600 |
| Others |   |   |   | 23 733 |
| **Total Depreciation (3%)** |   |   |   | **67 153** |
| **Total Costs** | GEL |   |   | 1 625 284 |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 680 315 |
| Net Operating Profit |   |   |   | 613 162 |
| Net Added Value |   |   |   | 835 615 |
| Profit Margin |   |   |   | 27,39% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Trout and Caviar Farm | UNIT | UNIT PRICE | QUANTITY | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Trout Retailer* | GEL/kg | 10,5 | 7 957 | 83 547 |
|  *Trout Wholesale* | GEL/kg | 9,5 | 5 643 | 53 610 |
|  *Trout Caviar* | GEL/kg | 100 | 500 | 50 000 |
| Self Consumption | GEL/kg | 9,5 | 400 | 3 800 |
| Direct Subsidies  |   |   |   | 0 |
| **Total Production** |   |   |   | 190 957 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Fish* | GEL/pcs | 9,5 | 2 000 | 20 000 |
|  *Feed*  |   |   |   | 110 500 |
|  *Aller 1* | GEL/kg | 4,5 | 16 000 | 72 000 |
|  *Broodstock* | GEL/kg | 5,5 | 7 000 | 38 500 |
|  *Treatment*  |   |   |   | 1 025 |
|  *Medication* | GEL |   |   | 500 |
|  *Lime* | GEL/kg | 1 | 525 | 525 |
| Variable Cost |   |   |   | 1 479 |
|  *Electricity* | GEL/Month | 220 | 4 | 880 |
|  *Gazoline* | GEL/L | 2,7 | 222 | 599 |
| Material |   |   |   | 3 260 |
|  *Nets* | GEL |   |   | 500 |
|  *Suits* | GEL | 120 | 3 | 360 |
|  *Jar* | GEL | 1,5 | 1 600 | 2 400 |
| Maimtenance cost |   |   |   | 2 000 |
| ***Total IC*** | GEL |   |   | **138 264** |
| Wages |   |   |   | 10 200 |
|  *Employee* | GEL/Month | 600 | 12 | 7 200 |
|  *Seasonal* | GEL/day | 50 | 60 | 3 000 |
| Financial Charges  | GEL |   |   | 2 750 |
| Land Fee | GEL/month |   |   | 0 |
| Amortisation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Oxygenator | 1 300 | 4 | 7 | 2 275 |
| Scale | 200 | 10 | 1 | 20 |
| Pools | 7000 | 20 | 7 | 2 450 |
| Vehicle (50%) | 10000 | 4 | 1 | 1250 |
| **Total Amortisation (3%)** |   |   |   | **6 000** |
| **Total Costs** | GEL |   |   | 157 214 |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 39 743 |
| Net Operating Profit |   |   |   | 33 743 |
| Net Added Value |   |   |   | 52 693 |
| Profit Margin |   |   |   | 17,67% |

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| --- | --- | --- | --- | --- |
| **Trout Integrated farm** | UNIT | UNIT PRICE | QUANTITY | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Trout Consumer* | GEL/kg | 10 | 6474,253 | 64 743 |
|  *Trout Retailer* | GEL/kg | 10,5 | 6729,145 | 70 656 |
|  *Trout Wholesale* | GEL/kg | 9,5 | 3296,601 | 31 318 |
| *Fingerlings, SC 200 KG* | GEL/pcs | 0,14 | 100 000 | 14 000 |
|  *Caviar* | GEL/kg | 100 | 100 | 10 000 |
| Self Consumption | GEL/kg | 9,5 | 500 | 4 750 |
| Direct Subsidies  |   |   |   | 0 |
| **Total Production** |   |   |   | 181 467 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
| Broodstock trout | GEL/kg | 11 | 240 | 2640 |
| Fingerlings |   |   |   | 7 111 |
|  *Eggs* | GEL/pcs | 0,02 | 80 000 | 1 600 |
|  *Starter Feed* | GEL/kg | 13,5 | 186 | 2 511 |
|  *Broodstock Feed* | GEL/kg | 5,5 | 500 | 2 750 |
|  *Medication* | GEL |   |   | 250 |
|  *Feed*  |   |   |   | 95 472 |
|  *Aller 1* | GEL/kg | 6,7 | 280 | 1 864 |
|  *Aller 2* | GEL/kg | 5,8 | 800 | 4 608 |
|  *Aller* | GEL/kg | 4,45 | 20 000 | 89 000 |
|  *Treatment*  |   |   |   | 2 000 |
|  *Medication* | GEL |   |   | 1 250 |
|  *Lime* | GEL/kg | 1 | 750 | 750 |
| Variable Cost |   |   |   | 6 450 |
|  *Electricity* | GEL/Month | 200 |   | 2 400 |
|  *Gazoline* | GEL/L | 2,7 | 1 500 | 4 050 |
| Material |   |   |   | 560 |
|  *Nets* | GEL/pcs | 50 | 4 | 200 |
|  *Suits* | GEL | 120 | 3 | 360 |
| *Maintenance Cost* |   |   |   | 3 000 |
| ***Total IC*** | GEL |   |   | **117 233** |
| Wages |   |   |   | 15 300 |
|  *Employee (2)* | GEL/Month | 600 | 24 | 14 400 |
|  *Seasonal* | GEL/day | 30 | 30 | 900 |
|  *Family (1)* |   | 0 | 365 |   |
| Financial Charges  | GEL |   |   | 6 500 |
| Land Fee | GEL/month |   |   | 600 |
| Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Paddle Wheel Aerator | 1 000 | 5 | 5 | 1 000 |
| Scale | 200 | 10 | 1 | 20 |
| Pools | 7000 | 20 | 10 | 3 500 |
| Vehicle (40%) | 12 000 | 4 | 1 | 1 200 |
| Incubator | 1 200 | 10 | 4 | 480 |
| Pump | 600 | 10 | 1 | 60 |
| **Total Amortisation** |   |   |   | **6 260** |
| **Total Costs** | GEL |   |   | **145 893** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 41 834 |
| Net Operating Profit |   |   |   | 35 574 |
| Net Added Value |   |   |   | 64 234 |
| Profit Margin |   |   |   | 19,60% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  Sturgeon and Trout Farm | UNIT | UNIT PRICE | QUANTITY | TOTAL |
| REVENUES |   |   |   |   |
|  *Trout Consumer* | GEL/kg | 10 | 30 954 | 309 537 |
|  *Trout Retailer* | GEL/kg | 10,5 | 7 806 | 81 966 |
|  *Trout Wholesale* | GEL/kg | 9,5 | 8 000 | 76 000 |
|  *Trout Fingerlings, SC 480 KG* | GEL/pcs | 0,14 | 240 000 | 33 600 |
|  *Sturgeon fingerlings (100 kg)* | GEL/pcs | 1,5 | 50 000 | 75 000 |
|  *Sturgeon Consumer* | GEL/pcs | 30 | 26 166 | 784 980 |
|  *Sturgeon Retailer* | GEL/kg | 25 | 6 674 | 166 850 |
|  *Sturgeon Caviar* | GEL/kg | 2 500 | 115 | 287 500 |
| *Trout Self Consumption*  | Kg/Year | 9,5 | 240 | 2 280 |
| Sturgeon Self Consumption | Kg/Year | 25 | 160 | 4 000 |
| Direct Subsidies  |   |   |   | 0 |
| **Total Production** |   |   |   | 1 713 113 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
| Fingerlings - Trout |   |   |   | 21 024 |
|  *Starter Feed* | GEL/kg | 13,5 | 446,4 | 6 026 |
|  *Broodstock Feed* | GEL/kg | 5,5 | 2 545 | 13 998 |
|  *Medication* | GEL |   |   | 1 000 |
| *Fingerlings - Sturgeon* | GEL/pcs |   |   | 44 401 |
| *Egg - Sturgeon (imported)* | GEL/pcs | 0,64 | 66 000 | 42 240 |
|  *Starter Feed* | GEL/kg | 13,5 | 86 | 1 161 |
|  *Medication* | GEL |   |   | 1 000 |
|  *Feed - Trout* |   |   |   | 249 439 |
|  *Aller 1* | GEL/kg | 6,7 | 1 050 | 6 989 |
|  *Aller 2* | GEL/kg | 5,8 | 3 000 | 17 280 |
|  *Aleri* | GEL/kg | 4,5 | 50 600 | 225 170 |
|  *Feed - Sturgeon* |   |   |   | 445 500 |
|  *Sturgeon* | GEL/kg | 4,5 | 49 500 | 222 750 |
|  *Caviar stg* | GEL/kg | 4,5 | 49 500 | 222 750 |
| *Treatment* |   |   |   | 6 750 |
| *Medication* | GEL |   |   | 3 600 |
| *Lime* | GEL/kg | 1 | 1 050 | 3 150 |
| Variable Cost |   |   |   | 25 600 |
| *Gazoline* | GEL/L | 2,7 | 8 000 | 21 600 |
| *Electricity* | GEL/Year | 1 | 4 000 | 4 000 |
| Material |   |   |   | 1 960 |
|  *Nets* | GEL | 50 | 20 | 1 000 |
|  *Suits* | GEL | 120 | 8 | 960 |
| *Maintenance Cost* |   |   |   | 10 000 |
| *Total IC* |   |   |   | 804 674 |
| *Wages* |   |   |   | 68 100 |
|  Manager (1) | GEL/Month | 1 | 2 000 | 24 000 |
|  Employee (6) | GEL/Month | 600 | 72 | 43 200 |
|  Seasonal Employee | GEL/day | 30 | 30 | 900 |
|  Family (1) |   | 0 | 365 | 0 |
| Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Paddle Wheel Aerator | 1 000 | 5 | 5 | 1 000 |
| Scale | 200 | 10 | 1 | 20 |
| Pools | 7000 | 20 | 35 | 12 250 |
| Vehicle | 15 000 | 4 | 1 | 3 750 |
| Incubator | 1 200 | 10 | 4 | 480 |
| Pump | 600 | 10 | 1 | 60 |
| Others |   |   |   | 12190 |
| **Total Depreciation** |   |   |   | **29 750** |
| **Total Costs** | GEL |   |   | 902 524 |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 840 339 |
| Net Operating Profit |   |   |   | 810 589 |
| Net Added Value |   |   |   | 908 439 |
| Profit Margin |   |   |   | 47,32% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  Trout Hatchery | UNIT | UNIT PRICE | Quantity | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Broodstock trout* | GEL/kg | 11 | 400 | 4 400 |
|  *Fingerlings (1320 kg)* | GEL/kg | 0,14 | 660 000 | 92 400 |
| **Total Production** |   |  |   | 96 800 |
| EXPENSES |   |   |   |   |
| Fingerlings |   |   |   |   |
|  *Eggs* | GEL/pcs | 0,02 | 200 000 | 4 000 |
|  *Feed* |   |   |   | 49 772 |
| *Starter feed* | GEL/kg | 13,5 | 1 222 | 16 497 |
| *Aller* | GEL/kg | 5,5 | 7 260 | 33 275 |
|  *Treatment - Medication* |   |   |   | **1 000** |
| *Maintenance* |   |   |   | **1 936** |
| **Total IC** |   |   |   | **56 708** |
| Wages | GEL |   |   | 8 280 |
|  Employee | GEL/Month | 225 | 24 | 5 400 |
|  Seasonal | GEL/day | 40 | 72 | 2 880 |
| Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| **Total Depreciation (3%)** |   |   |   | 2904 |
| **Total Costs** | GEL |   |   | 67 892 |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 31 812 |
| Net Operating Profit |   |   |   | 28 908 |
| Net Added Value |   |   |   | 40 092 |
| Profit Margin |   |   |   | 29,86% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  Trout Retailer | UNIT | UNIT PRICE | Quantity | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Trout* | GEL/kg | 11,5 | 28 800 | 331 200 |
|  *Caviar* | GEL/kg | 120 | 104 | 12 500 |
|  *Sturgeons* | GEL/kg | 30 | 1 100 | 33 000 |
| **Total Production** |   |  |   | 376 700 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Trout* | GEL/kg | 10,5 | 28 800 | 302 400 |
|  *Sturgeon* | GEL/kg | 25 | 1 200 | 30 000 |
|  *Caviar* | GEL/kg | 100 | 104 | 10 400 |
| *Bags* | GEL/100 pcs | 5 | 100 | 500 |
| *Rent* | GEL/month | 300 | 12 | 3 600 |
| *Electricity/Water* | GEL/month | 600 | 12 | 7 200 |
| *Maintenance* | GEL |   |   | 0 |
| **Total IC** |   |   |   | **354 100** |
| Wages - own workforce | GEL/month | 0 | 15 | 0 |
| Financial Charges  | GEL |   |   | 1 400 |
| Land Fee | GEL |   |   | 0 |
| Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Scale | 200 | 10 | 1 | 20 |
| Aquarium | 500 | 10 | 1 | 50 |
| Aerator | 1 500 | 10 | 1 | 150 |
| Vehicle (20% usage) | 4 000 | 10 | 1 | 80 |
| **Total Depreciation** |   |   |   | 300 |
| **Total Costs** |   |   |   | **355 800** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 21 200 |
| Net Operating Profit |   |   |   | 20 900 |
| Net Added Value |   |   |   | 22 600 |
| Profit Margin |   |   |   | 5,63% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  Trout Wholesaler | UNIT | UNIT PRICE | Quantity | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Trout 10,5* | GEL/kg | 10,5 | 10 000 | 105 000 |
|  *Trout 11,5* | GEL/kg | 11,5 | 15 000 | 172 500 |
|  *Caviar* | GEL/kg | 110 | 187,5 | 20 625 |
| **Total Production** |   |  |   | 298 125 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
| *Caviar* | GEL/kg | 100 | 187,5 | 18 750 |
| *Trout* | GEL/kg | 9,5 | 25 000 | 237 500 |
| *Fuel* | GEL/L | 2,7 | 2 200 | 5 940 |
| *Oxygen bottle* | GEL | 30 | 200 | 6 000 |
| *Repair car / service* |   |   |   | 2 000 |
| *Telephone (60%)* | GEL/Month | 30 | 12 | 216 |
| **Total IC** |   |   |   | **270 406** |
| Wages - own workforce | GEL/month | 0 | 15 months | 0 |
| Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Scale | 200 | 10 | 1 | 20 |
| Tank for Vehicle | 250 | 4 | 1 | 63 |
| Vehicle | 17 000 | 5 | 1 | 3 400 |
| **Total Depreciation** |   |   |   | 3 483 |
| **Total Costs** |   |   |   | **273 889** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 27 719 |
| Net Operating Profit |   |   |   | 24 236 |
| Net Added Value |   |   |   | 27 719 |
| Profit Margin |   |   |   | 8,13% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  Carp Small Farm | UNIT | UNIT PRICE | Quantity (kg/year) | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Common Carp* | GEL/Year | 9 | 870,5 | 7 835 |
|  *Bighead Carp* | GEL/Year | 6 | 304 | 1 824 |
|  *Grass Carp* | GEL/Year | 8 | 193,5 | 1 548 |
|  Catfish | GEL/Year | 17 | 13,8 | 235 |
| Self Consumption | GEL/Year | 7 | 28,2 | 197 |
| **Total Production** |   |  | 1 410 | **11 639** |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   | 1381,8 |   |
|  *Fingerlings* |   |   |   | 600 |
|  *Common Carp* | GEL/kg | 10 | 38,2 | 382 |
|  *Grass Carp* | GEL/kg | 10 | 13,3 | 133 |
|  *Bighead Carp* | GEL/kg | 10 | 8,5 | 85 |
|  *Catfish Carp* | GEL/kg | 0 | 0 | 0 |
|  *Treatment* |   |   |   | **200** |
|  *Brilliant Green* | Kg | 50 | 1 | 50 |
|  *Lime* | kg | 1 | 150 | 150 |
|  *Feed* |   |   |   | 1 870 |
|  *Barley* | GEL/kg | 0,54 | 500 | 270 |
|  *Corn* | GEL/kg | 0,54 | 2 000 | 1080 |
|  *Wheat* | GEL/kg | 0,52 | 1 000 | 520 |
|  *Transportation* |   |   |   | **350** |
|  *Fingerlings - service* |   | 300 | 1 | 300 |
|  *Others - service* |   | 25 | 2 | 50 |
|  *Equipment* |   |   |   | **200** |
|  *Clothes* | GEL/Unit | 100 | 2 | 200 |
| **Total IC** |   |   |   | **3 220** |
|  *Taxes* |   |   |   | 315 |
|  *Land* | GEL/Year | 90 | 1 | 90 |
|  *Water* | GEL/Year | 150 | 1,5 | 225 |
|  *Wages* |   |   |   | 3 600 |
|  Seasonal Workers | GEL/day | 0 | 0 | 0 |
|  Employees | GEL/month | 300 | 1 | 3600 |
|  Family workers (each 2h/day) | GEL/month | 0 | 2 | 0 |
| Amortisation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Scale | GEL/Unit | 200 | 0,1 | 20 |
| Net | GEL/meter | 250 | 0,2 | 50 |
| **Total Amortisation** |   |   |   | 70 |
| **Total Costs** |   |   |   | **7 205** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 4 504 |
| Net Operating Profit |   |   |   | 4 434 |
| Net Added Value |   |   |   | 8 419 |
| Profit Margin |   |   |   | 38,09% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  Carp extensive Farm | UNIT | UNIT PRICE | Quantity (kg/year) | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Common Carp* | GEL/Year | 9 | 8 742,40 | 78 682 |
|  *Bighead Carp* | GEL/Year | 6 | 3 052,90 | 18 317 |
|  *Grass Carp* | GEL/Year | 8 | 1 942,80 | 15 542 |
|  *Catfish* | GEL/Year | 17 | 138,8 | 2 360 |
| Self Consumption | GEL/Kg | 8,28 | 283,2 | 2 345 |
| **Total Production** |   |  | 14 160 | **117 246** |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Fingerlings* |   |   |   | 1 500 |
|  *Common Carp* | GEL/kg | 10 | 95,5 | 955 |
|  *Grass Carp* | GEL/kg | 10 | 33,3 | 333 |
|  *Bighead Carp* | GEL/kg | 10 | 21,2 | 212 |
|  *Catfish Carp* | GEL/kg | 0 | 0 | 0 |
|  *Treatment* |   |   |   | **2000** |
|  *Brilliant Green* | Kg | 50 | 2 | 100 |
|  *Lime* | kg | 1 | 1500 | 1500 |
|  *Others* | kg | 400 | 1 | 400 |
|  *Feed* |   |   |   | 36 000 |
|  *Barley* | GEL/kg | 0,6 | 6 000 | 3 600 |
|  *Corn* | GEL/kg | 0,6 | 14 000 | 8 400 |
|  *Wheat* | GEL/kg | 0,6 | 40 000 | 24 000 |
|  *Grass* | GEL/kg | 0 | 0 | 0 |
|  *Transportation* |   |   |   | **1 081** |
|  *Fingerlings - service* |   | 500 | 1 | 500 |
|  *Gazoline* | GEL/L | 2,7 | 215 | 580,5 |
|  *Equipment* |   |   |   | **400** |
|  *Clothes* | GEL/Unit | 80 | 5 | 400 |
|  *Maintenance* | GEL/Year | 20 000 | 0,2 | 4 000 |
| **Total IC** |   |   |   | **44 981** |
|  *Taxes* |   |   |   | 3 500 |
|  *Land* | GEL/Year | 200 | 10 | 2 000 |
|  *Water* | GEL/Year | 150 | 10 | 1 500 |
|  *Wages* |   |   |   | 7 650 |
|  Seasonal Workers | GEL/day | 30 | 75 | 2 250 |
|  Employees (1) | GEL/month | 450 | 12 | 5 400 |
|  Family workers (1 worker a day) | GEL/month | 0 | 18 | 0 |
| *Credit Interest* |   |   |   | 1 000 |
|  Credit Interest | GEL/Year | 1 000 | 1 | 1 000 |
|  Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Boat | GEL/Unit | 450 | 0,2 | 90 |
| Vehicle (50% usage) | GEL/Unit | 15 000 | 0,2 | 3000 |
| Net | GEL/meter | 650 | 0,2 | 130 |
| Scale | GEL/Unit | 200 | 0,2 | 40 |
| **Total Depreciation** |   |   |   | 3 260 |
| **Total Costs** |   |   |   | **60 391** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 60 115 |
| Net Operating Profit |   |   |   | 56 855 |
| Net Added Value |   |   |   | 72 265 |
| Profit Margin |   |   |   | 48,49% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Integrated Carp Farm | UNIT | UNIT PRICE | Quantity (kg/year) | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Common Carp* | GEL/Year | 9 | 29 141,30 | 262 272 |
|  *Bighead Carp* | GEL/Year | 6 | 10 176,30 | 61 058 |
|  *Grass Carp* | GEL/Year | 8 | 6 475,80 | 51 806 |
|  *Catfish* | GEL/Year | 17 | 462,6 | 7 864 |
| Self Consumption | GEL/Year | 8,28 | 944 | 7 816 |
| **Total Production** |   |  | 47 200 | **390 816** |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Fingerlings* |   |   |   | 4 600 |
|  *Feed -fingerlings* | GEL/kg | 2,5 | 1 660 | 4 150 |
|  *Hormones* | GEL/ampoule | 150 | 3 | 450 |
|  *Treatment* |   |   |   | **3 900** |
|  *Lime* | Kg | 1 | 2 500 | 2 500 |
|  *Chlore* | kg | 500 | 2 | 1 000 |
|  *Brilliant Gree* | kg | 50 | 2 | 100 |
|  *Others* | kg | 75 | 4 | 300 |
|  *Feed* |   |   |   | 143 500 |
|  *Barley* | GEL/kg | 0,7 | 25 000 | 17 500 |
|  *Corn* | GEL/kg | 0,6 | 180 000 | 108 000 |
|  *Wheat* | GEL/kg | 0,6 | 30 000 | 18 000 |
|  *Grass* | GEL/kg | 0 | 0 | 0 |
|  *Transportation* |   |   |   | **1 350** |
|  *Gazoline* | GEL/L | 2,7 | 500 | 1 350 |
|  *Electricity* | GEL/month | 50 | 12 | **600** |
|  *Equipment* |   |   |   | **800** |
|  *Clothes* | GEL/Unit | 80 | 10 | 800 |
|  *Maintenance* | GEL/Year | 50 000 | 0,2 | 10 000 |
| **Total IC** |   |   |   | **164 750** |
|  *Taxes* |   |   |   | 17 500 |
|  *Land* | GEL/Year | 200 | 50 | 10 000 |
|  *Water* | GEL/Year | 150 | 50 | 7 500 |
|  *Wages* |   |   |   | 38 850 |
|  Seasonal Workers | GEL/day | 30 | 75 | 2 250 |
|  Hatchery workers | GEL/month | 800 | 3 | 2 400 |
|  Employees (5) | GEL/month | 600 | 57 | 34 200 |
| *Financial charges* |   |   |   | 5 000 |
|  Credit Interest | GEL/Year | 5 000 | 1 | 5 000 |
|  Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Boat | GEL/Unit | 600 | 0,2 | 120 |
| Vehicle | GEL/Unit | 12 000 | 0,2 | 2400 |
| Net | GEL/meter | 2 500 | 0,2 | 500 |
| Filters | GEL/Unit | 200 | 0,3 | 60 |
| Hatchery | GEL/meter | 50 000 | 0,1 | 5000 |
| Scale | GEL/Unit | 200 | 0,1 | 20 |
| **Total Depreciation** |   |   |   | 8 100 |
| **Total Costs** |   |   |   | **234 200** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 164 716 |
| Net Operating Profit |   |   |   | 156 616 |
| Net Added Value |   |   |   | 226 066 |
| Profit Margin |   |   |   | 40,07% |

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  Carp Integrated Commercial  | UNIT | UNIT PRICE | Quantity (kg/year) | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Common Carp* | GEL/Year | 9 | 11 668,90 | 105 020 |
|  *Bighead Carp* | GEL/Year | 6 | 4 074,80 | 24 449 |
|  *Grass Carp* | GEL/Year | 8 | 2 593,10 | 20 745 |
|  *Catfish* | GEL/Year | 17 | 185,2 | 3 148 |
|  *Fish Autoconsumption* | kg/Year | 8,28 | 378 | 3 130 |
|  *Self usage - fingerlings* | GEL/Year | 10 | 390 | 3 900 |
|  Fingerlings | GEL/Year | 10 | 1 631,60 | 16 316 |
| **Total Production** |   |  | 19 290 | **176 708** |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
|  *Fingerlings* |   |   |   | 3 355 |
|  *Feed -fingerlings* | GEL/kg | 0,6 | 4 342 | 2 605 |
|  *Hormones* | GEL/ampoule | 150 | 5 | 750 |
|  *Treatment* |   |   |   | **1 100** |
|  *Lime* | Kg | 1 | 1 000 | 1 000 |
|  *Brilliant Green* | kg | 50 | 2 | 100 |
|  *Feed* |   |   |   | **57 000** |
|  *Barley* | GEL/kg | 0,6 | 15 000 | 9 000 |
|  *Corn* | GEL/kg | 0,6 | 20 000 | 12 000 |
|  *Wheat* | GEL/kg | 0,6 | 60 000 | 36 000 |
|  *Grass* | GEL/kg | 0 | 0 | 0 |
|  *Transportation* |   |   |   | **810** |
|  *Gazoline* | GEL/L | 2,7 | 300 | 810 |
|  *Electricity* | GEL/month | 30 | 12 | **360** |
|  *Equipment* |   |   |   | **240** |
|  *Clothes* | GEL/Unit | 80 | 3 | 240 |
|  *Maintenance* | GEL/Year | 15 000 | 0,1 | 1 500 |
| **Total IC** |   |   |   | **64 365** |
|  *Taxes* |   |   |   | 7 000 |
|  *Land* | GEL/Year | 200 | 20 | 4 000 |
|  *Water* | GEL/Year | 150 | 20 | 3 000 |
|  *Wages* |   |   |   | 11 450 |
|  Seasonal Workers | GEL/day | 30 | 75 | 2250 |
|  Family workers (1.5) | GEL/month | 0 | 1 | 0 |
|  Hatchery workers | GEL/month | 800 | 4 | 3200 |
|  Employees | GEL/month | 500 | 12 | 6000 |
| *Financial charges* |   |   |   | 1 000 |
|  Credit Interest | GEL/Year | 1 000 | 1 | 1 000 |
|  Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Boat | GEL/Unit | 600 | 0,05 | 30 |
| Vehicle | GEL/Unit | 12 000 | 0,2 | 2400 |
| Net | GEL/meter | 2 000 | 0,2 | 400 |
| Filters | GEL/Unit | 200 | 0,2 | 40 |
| Hatchery | GEL/meter | 70 000 | 0,1 | 7000 |
| Scale | GEL/Unit | 200 | 0,1 | 20 |
| **Total Depreciation** |   |   |   | 9 890 |
| **Total Costs** |   |   |   | **93 705** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 92 893 |
| Net Operating Profit |   |   |   | 83 003 |
| Net Added Value |   |   |   | 112 343 |
| Profit Margin |   |   |   | 46,97% |
|  Carp Retailer | UNIT | UNIT PRICE | Quantity | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Common Carp* | GEL/Year | 12 | 23 720 | 284 640 |
|  *Bighead Carp* | GEL/Year | 8 | 8 283 | 66 264 |
|  *Grass Carp* | GEL/Year | 10 | 5 271 | 52 710 |
|  *Catfish* | GEL/Year | 20 | 377 | 7 540 |
| *Loss +Self-Consumption* | kg/Year | 8,28 | 768 | 6 359 |
| **Total Production** |   |  | 38 419 | 417 513 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
| *Fish purchase* | GEL/kg |   |   | 388 334 |
|  *Common Carp, Farm* | GEL/kg | 9 | 13354 | 120 186 |
|  *Bighead Carp, Farm* | GEL/kg | 6 | 4466,3 | 26 798 |
|  *Grass Carp, Farm* | GEL/kg | 8 | 2967,6 | 23 741 |
|  *Catfish, Farm* | GEL/kg | 17 | 212 | 3 604 |
|  *Common Carp, Distr* | GEL/kg | 9 | 10838 | 97 542 |
|  *Bighead Carp, Distr* | GEL/kg | 11 | 3784,7 | 41 632 |
|  *Grass Carp, Distr* | GEL/kg | 29 | 2408,4 | 69 844 |
|  *Catfish, Distr* | GEL/kg | 29 | 172 | 4 988 |
| *Equipment* | GEL/kg |   |   | 2 820 |
| *Battery for Scale* | GEL/kg | 10 | 1 | 10 |
| *Plastic bag* | GEL/kg | 5 | 200 | 1000 |
| *Bucket* | GEL/kg | 2 | 5 | 10 |
| *Oxygen*  | GEL/kg | 30 | 60 | 1800 |
| *Transportation - Gazoline* | GEL/unit | 2,7 | 1 125 | 3037,5 |
| *Maintenance - vehicle* | GEL/Year | 500 | 5 | 2 500 |
| **Total IC** |   |   |   | **396 691** |
| Wages - employee (1) | GEL/month | 300 | 12 | 3 600 |
| Rent fee | GEL/Year | 1 | 2000 | 2 000 |
| Depreciation | PRICE (GEL) | DURATION | QUANTITY | TOTAL |
| Vehicle - Van | 25 000 | 10 | 1 | 2 500 |
| Scale | 200 | 10 | 1 | 20 |
| Car tanks | 300 | 5 | 1 | 60 |
| **Total Depreciation** |   |   |   | 2 580 |
| **Total Costs** |   |   |   | **404 871** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 15 222 |
| Net Operating Profit |   |   |   | 12 642 |
| Net Added Value |   |   |   | 20 822 |
| Profit Margin |   |   |   | 3,03% |
|  Carp Distributor | UNIT | UNIT PRICE | Quantity | TOTAL |
| REVENUES |   |   |   |   |
| Sales |   |   |   |   |
|  *Common Carp, Retail* | GEL/Year | 12 | 69 741 | 836 892 |
|  *Bighead Carp, Retail* | GEL/Year | 9 | 24 354 | 219 186 |
|  *Grass Carp, Retail* | GEL/Year | 11 | 15 498 | 170 478 |
|  *Catfish, Retail* | GEL/Year | 20 | 1 107 | 22 140 |
|  *Common Carp, Consum* | GEL/Year | 11 | 23 940 | 263 340 |
|  *Bighead Carp, Consum* | GEL/Year | 8 | 8 360 | 66 880 |
|  *Grass Carp, Consum* | GEL/Year | 10 | 5 320 | 53 200 |
|  *Catfish, Consum* | GEL/Year | 19 | 380 | 7 220 |
| *Loss +Self-Consumption* | kg/Year | 8,28 | 3 034 | 25 122 |
| **Total Production** |   |  | 151 734 | 1 664 458 |
| COSTS |   |   |   |   |
| Intermadiate Goods and Services |   |   |   |   |
| *Fish* |   |   |   | 1 256 076 |
|  *Common Carp, Farm* | GEL/kg | 9 | 95571 | 860 139 |
|  *Bighead Carp, Farm* | GEL/kg | 6 | 33374 | 200 244 |
|  *Grass Carp, Farm* | GEL/kg | 8 | 21238 | 169 904 |
|  *Catfish, Farm* | GEL/kg | 17 | 1517 | 25 789 |
| *Equipment* | GEL/kg |   |   | 7 230 |
| *Battery for Scale* | GEL/kg | 10 | 1 | 10 |
| *Bucket* | GEL/kg | 2 | 10 | 20 |
| *Oxygen*  | GEL/kg | 30 | 240 | 7 200 |
| *Transportation - Gazoline* | GEL/unit | 2,7 | 5 500 | 14 850 |
| *Maintenance - vehicle* | GEL/Year | 1 000 | 12 | 12 000 |
| **Total IC** |   |   |   | **1 290 156** |
| *Wages* |   |   |   | 36 000 |
| Employees | GEL/month | 450 | 48 | 21 600 |
| Assistant | GEL/month | 800 | 12 | 9 600 |
| Rent fee / Office | GEL/Year | 1 | 4 800 | 4 800 |
| Depreciation | PRICE (GEL) |   |   |   |
| Vehicle - small truck | GEL/unit | 50 000 | 0,1 | 5 000 |
| Scale | GEL/unit | 200 | 0,1 | 20 |
| Car tanks (2) | GEL/unit | 500 | 0,2 | 200 |
| **Total Depreciation** |   |   |   | 5 220 |
| **Total Costs** |   |   |   | **1 336 176** |
| Profitability Ratios |   |   |   |   |
| Gross Operating Profit |   |   |   | 333 502 |
| Net Operating Profit |   |   |   | 328 282 |
| Net Added Value |   |   |   | 374 302 |
| Profit Margin |   |   |   | 20,04% |