

FEASIBILITY STUDY FOR A WASTE  
MANAGEMENT/RECYCLE FACILITY IN CHUMPOUS  
KAEK VILLAGE



WASTE MANAGEMENT EXPLORATION  
LIGER LEARNING CENTER  
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## 1. INTRODUCTION

### 1.1 PURPOSE OF THE REPORT

This report is to determine whether a business that collects garbage, converts organic waste into compost and recycles other trash in Sangkat Prek Thmey is feasible. The community has a waste problem so our purpose is help to reduce waste, as well as create a profitable and sustainable business.

### 1.2 REPORT DESCRIPTION

To know if it is feasible to open a waste management & recycling business to solve the problem in this community, we need to complete the following:

- I. Proposed Business
  - A. Purpose of Business
  - B. Business Description
- II. Market Analysis
  - A. Compost Use
- III. Organizational Feasibility
- IV. Technical Feasibility
- V. Regulatory Feasibility
- VI. Scheduling
- VII. Public Education
- VIII. Economic Feasibility
- IX. Risks and Challenges
- X. Possible Future Business Expansions
- XI. Conclusions

#### + **Market Analysis**

This is whether we can collect enough organic waste; learn who our clients are and is there enough market to sell our organic compost. Also we can figure out if there is a demand for our company to collect and dispose of trash. We will look at our competitor and analyse the industry.

#### + **Organizational Feasibility**

This will determine the business needs including the labor, tools, transportation and time.

**+ Technical Feasibility**

Technical feasibility is a study about how we can make compost. There are different techniques of making compost; we need to assess which technique is best and determine the materials we need for the compost strategy we choose.

**+ Regulatory Feasibility**

Regulatory feasibility is learning about certain types of law connected to our business and the possibility of following these regulations.

**+ Scheduling**

Scheduling is about the time that it will take us to raise the money to start and run the business.

**+ Public Education**

Public education is learning about what the public already knows and what they need to know about waste. Also what we need to do to educate people about compost.

**+ Economic Feasibility**

Economic feasibility is about where are we getting the money to start the business and also calculating when/if our income will be greater than our expenses. (Profit!)

**+ Risk and Challenges**

This section will cover the possible risks and problems that our company might face and how we can overcome these problems.

**+ Possible Future Business Expansions**

What is our plan for this business in the future, what other business can we start and is it feasible for us to expand our company .

**+ Conclusion**

Our conclusion will be determined based on analysis of the previous sections whether our business will start. The focus in this study will not be about the feasibility for us to open the business to make our community have a beautiful environment but how can we make our business sustainable and profitable.

## **2. PROPOSED BUSINESS**

### **2.1 PURPOSE OF BUSINESS**

The objective of our business is to reduce waste in and around our community and make some money. SCARO says that 70% of the waste in Cambodia is organic waste. According to the *Waste 2 Resources* report, less than 50% of trash in a community is collected and disposed of in rural areas. Moreover, there are no sanitary landfills in the country, most waste is dumped into rivers, disposed into open dumps, or even burned, which strongly pollutes the environment. This is also happening in our local community (Chumpous Kaek), where there is no recycling facility, no waste collection and most waste is thrown along the street.

Based on our observations and interviews with the villagers and the sellers in the market, we realised that organic waste and plastic bags are the two main types of garbage produced at houses and markets. As we describe the problem above, we have a solution. Our solution is to reduce the organic waste, and the plastic bags/metal/ bottles that the village people throw away. We will ask the people from markets, households, restaurants to sort the waste keeping organic waste separate from plastics, bottles or metals. We will collect the waste from them for a fee. If they bring the garbage to us there will be no charge. We will then turn the organic waste into compost. We will sell the compost to the village people for about 2200 riel per kilogram. For the waste that we can not compost, we can sell it to other companies, or we can change it or recycle it ourselves and sell it afterwards.

This solution both benefits families and the environment. It will help provide jobs for those we hire. It will help to reduce the food waste and the garbage that is burned or thrown or buried around the community - so that it will not affect human health and the environment. It both benefits us who will get the money, and benefits the community people.

### **2.2 BUSINESS DESCRIPTION**

Starting a business is not an easy thing to do. But, we the change agents from the remarkable school, the Liger Learning Center, are taking this as part of our learning to change our country. In our community, Chumpous Kaek, waste is a massive problem. It is everywhere: along the streets, in the rivers, under the bridges, and in many more places. The trash piles are

continuously being added to, no one can stop it and it affects not only the environment, but also the people who live in these areas.

Our business should somehow reduce waste in order to improve our community. Our company will collect and recycle all types of trash, turning waste into different products. We will collect the waste from households, markets, schools, restaurants in the community, and transport it to our place. We plan that our facility will be somewhere in the community, although we are not sure of the particular location yet. As we will be turning the waste into different things like compost, our business will need the community members to help sort the organic waste from the inorganic waste in different plastic bags for us to collect.

Every business has to make money to be sustainable. Our company will generate revenue in a few ways. One way is that we will get fees from collecting sorted waste from customers at their house or place of business. Another way is by selling the compost that we made to farmers. The last one is by selling the recyclable materials that we made from inorganic waste. We think that those ways of making money will cover our expenses and keep our business sustainable. We believe that there is a need for waste management and our business can and will provide this service to customers. Overall, this company will help to improve the community and the environment, while at the same time, making a profit.

### **3. MARKET ANALYSIS**

#### **Business Need Analysis**

Based on our observations, we found out that a lot of trash is thrown away everyday, especially on the road, and there is a need for this problem to be solved. According to our survey, people have a lack of services for their trash since CINTRI has never come to collect waste in this community. Our data has clearly shown that 61.1% of people are willing to pay a little money for someone to take their trash away, so there is a need in the community for this business.

#### **Market Size**

According to our surveys, people want our business to be cheap, clean and to provide them the best service. Mostly people do not have anyone to pick up their trash but some have individual collectors. They would be willing to change and start using our service, if we start this business.

Overall population of the target customers in Phum Chumpous Kaek alone:

- There are 3963 people
- There are 971 families
- 10% of people are farmers, but now most of them are selling or work for governor.
- There is 1 school for this community and 5 schools for the Sangkat. Including 1 high school, 1 junior high school and 3 primary schools.

## **Target Customers**

The two areas that we will mainly focus on are Phum Chumpous Kaek and Phum Koh Krobey because these places are where we have collected our data and they are also easy for us to follow up with and there are many people who want a business like ours.

Our target customers are people who live in this community (households), plus sellers who have shops in the market, government schools, and all the local restaurants that are located around this area.

- **Markets**

Our labourers will be picking trash everyday due to the large production of waste in the market. We will charge \$2 per individual shop in the market every month. There are 2-3 markets that are available for us to find customers in.

- **Households**

We will collect trash from households twice a week, as they produce less waste. We will charge them \$1 per month.

- **Restaurants**

We will also collect trash from restaurants everyday, and they are going to pay us \$3 per month.

- **Schools**

We will collect trash from school twice a week also. We will charge no money for schools as they are non-profit organizations.

Our business will not charge our clients money if they were to bring sorted trash (separated between plastic and organic waste) directly to our facility.

## **Price Analysis**

- **Price**

We will charge money depending on who the client is. Every month, we will take \$3 from a restaurant, \$1 for a household and \$2 per shop in the market. The prices are made to be a better choice from our interviewees, as they were used to more expensive trash collecting services than this. This will benefit us because our business can attract more customers who are using other services.

## **Market share**

So far, middlemen (a person or companies that comes to collect trash and bring it to the place where CINTRI collects the trash) are the main current competitors, as well as the individuals who come daily to collect waste from the markets. For now CINTRI (discussed below) has not started operating in this area yet, as they normally do not come to collect waste in the same area as us.

### **Competitive Analysis**

CINTRI, a Canadian company that has the main operation of collecting trash in Phnom Penh, has had an exclusive contract with the Phnom Penh Authorities since 2002. The first four main areas of the city that they have operated in since the beginning, are Daun Penh, Prampi Makara, Chamkarmon, and Toul Kork. They have been given another four areas to operate, which are Russey Keo, Por Sen Chey, Meanchey, and Sen Sok. The company has a goal of extending to work on more areas in Phnom Penh, but we do not know when they will come to collect trash in Chbar Ampov.

### **Others**

So, the people that collecting the garbage is only CINTRI and other individual collectors (someone who collects garbage for their own needs; sometimes can get paid as well). The villagers at the markets pay about 1500 riel per sack of trash to have it taken away. Some of the households also pay for the individual collectors around 1500-2000 riel per sack of trash. They take the sack full with organic and plastic by giving it to CINTRI or other collectors or recyclers. If we operate this business, we should be professional like an official company. So, people would choose us rather than the individual collectors. If CINTRI would have come to collect trash in this area, we have to stop as CINTRI has an exclusive contract in Phnom Penh, we can not add value in order to compete with them.

### **Industry Analysis**

If CINTRI would have some to this area, we are going to stand aside and let them collect the trash. But, we can take the opportunity to benefit ourselves by collaborating with them for taking those trash and turn it to recycling products. Therefore, we will be focusing on recycling products rather than collecting trash at that period of time.

### **Product Market Information**

- Compost

In our surveys, people said that they are willing to play 2200 riel for a kg of compost. Our target customers are people who need compost for their plants. We will mainly focus on farmers as they really need compost for larger scale of farms.

Based on our data from the interviews, we found out that most of the farmers around this area are not using compost for farms, but are willing to try to use if it is available in this area. Farmers would buy about 50 kg of compost a time.

- Recycling Prices

Based on our interviews, we had found out that 1 kg of cans can be sold for between 3400 riel or 85 cents, 1 kg of plastic bottles can be sold around 400 riel or 10 cents, and 1 kg of cardboard can be sold between 300 riel or 7.5 cents.

### **Promotion/Advertising**

Flyers and posters will be our main form of advertisement for now, as it is cheap and easy to spread to our target customers. Also, our business will be promoted on social media as this is widely use by people all over Cambodia. In the future, our business will be displayed on TV, radio, and banners as well. Please see the [Public Education](#) section for more ways we will reach the public.

### **3.1 COMPOST USE**

Compost is ready to be used when the temperature inside it equals the surrounding temperature. Other signs are: the compost turns to dark soil and smells earthy; you can no longer get any original material out of the compost and it feels crumbly. Compost can help to improve the quality of any type of soil in various ways, such as:

1. increasing water-holding capacity
2. containing nutrients that are essential for plants (nitrogen, phosphorus and potassium) and releasing them at the rate the plant needs
3. protecting plants from diseases that are regularly found in gardens
4. building a good soil structure, which allows plants to do all of those things, including containing air

One of the easy ways to use compost is to spread it on top of the soil. Worms and other organisms will help to mix the compost with the soil. This method will also help to prevent weeds from growing and keep the soil moist. Growing plants in compost that is not ready to be used could harm your plants because the organic waste will take nitrogen away from your soil to break down, which has to be stolen from your plants.

Agriculture is really important for Cambodia because 80 percent of Cambodians do agriculture for their living. Rice is one type of crop that grows in Cambodia. In one of the Royal University of Agriculture's documents, it proved that applying compost to rice when growing it will help to improve the rice yield. It is really great information for us because our business is focusing on compost. Other uses in Cambodia are: fertilizing crops, starting seeds, and boosting the plant's growth.

Based on our interviews and surveys, we can safely say that people have very low awareness about compost, both it is uses and price.

## **4. ORGANIZATIONAL FEASIBILITY**

Organizational Feasibility is the study of what are the requirements to run a successful business such as resources, premises, facility, labor, and management. After the organizational feasibility study, we can analyze that this business will be able to run, who are the people we will hire, resources we will need, and skills needed to run the business such as communication and

networking. When we do this, it helps us to understand clearly about the business situation and to know if this business going to solve customers problems.

**Facility**

We need to build a building to put our resources in. We have choices of different building styles to build our facility.

The cheapest option is to build the wall the same as the Red Road Foundation, where we saw them using bottles that had plastic bags stuck inside. We found out that the bottle-walls that were built at Red Road Foundation cost about \$800, and they spent about 1 month to build. This is perhaps the best way for us because it is cheap, takes less time to build and it can demonstrate the customers how serious we are on the waste problem and about cleaning up the trash.

Another facility that we are could build is structured from corrugated metal, and the normal corrugated metal cost about 4 dollars per m<sup>2</sup>. The building would be 10mx25m, which will cost us approximately 1,000 dollars.

We could later build an Earthship similar to the one at the Red Road Foundation. The building is made of earth, bottles and tires.. We would probably hire Earthship Cambodia to build the building and it would be done around 3 months. The cost would be about \$10,000.

**Resources**

We need the following tools for our business. The things that are available and easy to find in Cambodia and that we need are:

The Tools	Price	Available in Cambodia
<a href="#">Sacks,bags</a>	\$0.50 each	Yes
<a href="#">Shovels (big and small)</a>	\$3	Yes
<a href="#">Pitchforks</a>	\$3	Yes
<a href="#">WheelBarrow</a>	\$35	Yes
<a href="#">Water barrel</a>	\$66	It is available in Cambodia.
<a href="#">Industrial scale</a>	\$75 - \$195	Yes
<a href="#">Truck, Remorque</a>	\$1200	Yes

**Premises**

The place that we want to rent for our business is in the middle of our customers and the place we collect organic waste, because if we are too far from our customers or the place that we collect trash, it is hard and expensive to transport things.

- We need to rent because we know that buying land would be too expensive for a start-up business. One quote for a piece of land 130 m<sup>2</sup> was \$40,000. Therefore, buying is a bad idea for now. We can not borrow land because it is hard to make changes to the land, and we do not know whether people are willing to let us borrow their land.
- The renting price should be affordable because we want to save our money for other business expenses such as making compost and other spending.
- The renting place must be big enough to store our compost because if it is too small, we need to rent another place which is wasteful. Or even worse, we might not be able to find another place for rent.
- Renting - there is a lack of rentable land around the community, people are not willing for us to rent, but they are likely to sell the land to us.

### **Location**

An ideal location for our facility would be near the pagoda at the place where people already dump rubbish. Here are the reasons:

- Easy access to waste: we could have gigantic rubbish bins at the same place where people used to throw rubbish, and have them sort the rubbish for us. From there we could take the rubbish from the bin and turn it to compost or whatever we wish.
- Lower rent: we could convince the owner to lower the rent by explaining that we are trying to clean up the community as well as his/her property.
- Close to us: we could always walk to check on our facility, make sure everything is running well.

### **Labour**

Finding workers:

- We may be able to find the workers by working with organizations that have the same purpose as our business or even the organizations that are our competitors.
- We also can find the workers by making posters or by going to talk with people around the village to see if they are interested in working for our business.
- Posting it on internet can be another solution but we do not think it would be an effective idea because people that can access the internet will probably not want to work with the trash.
- Making a survey, and interview them if they want to work for us.
- We probably need about 4 workers since making compost is not that difficult, 2 of them will collect the organic wastes from houses/restaurants, etc.
- Our workers could be those who gather rubbish every day. Hiring them to work for us would probably be the best choice. This also can help them to have a steady job.
- Our workers need to get used to the waste, and we need to teach them on how to convert the organic waste.

## Management

This business will be managed by Liger students along with staff members through Explorations. To be able to know how to manage the business, we need to learn from entrepreneurs, research through the internet or have mentors teach us about business management. When we are not able to manage the business, we will have a supervisor who will be one of the employees we hire.

## 5. TECHNICAL FEASIBILITY

Technical Feasibility is a study of whether we can get the detailed information about the technique of making a product. For us, it is the different techniques of making the compost and it also include materials.

Composting is a key ingredient for organic farming, using organic matter like green leaves and food waste and wait for the material to be broken down by the microorganisms in a period of time.

### Composting Information Partners

**COMPED**- is an NGO based in Battambang province, who work with the local community to deal with the waste crisis, saving the environment by reduce the amount of organic waste into dump by promoting the compost approach. COMPED also help farm with the farming technique using compost in order to get more yield. Rithy invited us to go and see their facility in Battambang province to learn about composting.

**CSARO**- CSARO is an NGO based in Khan Sen Sok, Phnom Penh, Cambodia which is a NGO that helps to reduce vegetable waste and turns it into compost and they pick up waste that can recycle turn it into a product than can sell. CSARO is helping the community to do the recycle handmade product. We had spoken with CSARO for a compost making lesson and it costs \$150 per day.

### Compost Techniques

#### 1. How to make compost

Step1: Choosing a compost bin or make your own one

Step2: Select a location for the bin

We want to put our bin on bare ground rather than concrete or paving to ensure that worm and other beneficial organisms can make their way into the pile. It is a good idea to remove any grass or plant around the bin and turn the soil to a depth of about 15-20 cm.

Step3: Add good compost material

Compost ingredients are divided into two type. Green and Brown

<b>Brown</b>	<b>Green</b>
leaves	vegetable peelings
hay & straw	fruit peelings
paper & cardboard	grass clippings
woody prunings	coffee grounds
eggshells	fresh manure
tea bags	green plant cuttings
sawdust	annual weeds

**What not to add to our compost**

- meat & bones
- poultry & fish
- fatty food waste
- whole eggs
- dairy products
- human & pet feces
- pernicious weeds
- treated wood

Adding some things like fats and dairy products will simply slow down the composting process by excluding the oxygen that help organisms to do their job. Human and pet feces, chemically or pressure treated wood or sawdust, and meat and animal fats fall into this category and should never be added to our compost pile.

**Step4: Making great compost**

Make a great compost is like make a grand layer cake. Start by add 10cm of brush, twigs, hay or straw at the bottom of the bin. Then add a 10cm layer of brown material, then a thin layer of finished compost or good garden soil. That is one layer. Then add 10 cm of green material topped a thin layer of compost or good soil. Then moisten that layer likely with garden hose. Keep adding material in alternating layers of greens and browns until bin is full. Then you can turn the pile every 14 days or so. The more you turn the pile, the faster you get the finished compost.

**2. How to make a compost bin**

- Step 1: Find a long stick that we can use it for build the compost bin and the stick about 4m or short stick that at least 1 m
- Step 2: Cut that long stick into 4 pieces
- Step 3: Find a small net hole as possible and can let the air go through and the compost fall out
- Step 4: The 4 piece of stick dig a hole and place them about 3 from each other
- Step 5: Make sure that the place we choose the put that it big enough and the soil are good not a lot of rock on it or other thing
- Step 6: Place the net around it and use nail to stick it with the stick

### **Wormery Making (Learned at the Red Road Foundation)**

- Step 1. Use scissors or knife to make a bunch of hole on the bottom of small the box
  - Step 2. Put a newspaper on the bottom of the box
  - Step 3. Add a layer of soil in the box
  - Step 4. Add about 10 worms
  - Step 5. Add another layer of soil vb
  - Step 6. Add your kitchen waste
  - Step 7. Add another layer of soil
  - Step 8. Add a khmer plant call *kontreang ket*
  - Step 9. Add the last layer of soil, then water it
- Note: We need the water it every day

## **6. REGULATORY FEASIBILITY**

To have our business officially recognized by the government, we needs to obey certain types of laws and follow various regulations. Below are some of the things that the firm has to know and do.

### **1. Business Registration**

Before we begin to operate our business, we need to register with the Ministry of Commerce (MoC). In late 2015, the MoC created online registration for all businesses. We also need an application form for the Memorandum and Articles of Association (MAA) from the MoC. Basically, the MAA is a document that contains information or a brief description about our company for the MoC. This form must be signed by the shareholders and directors of the company; it can be a public notary or Cambodian lawyer. Registering business and getting the MAA completed could be done within three months, at a cost of \$1300.

### **2. Operation Licence Requirement**

We also have to get a license from a particular type of ministry for us to operate our business. This licence depends on what kind of firm we register as with the MoC. As our

business is about composting organic waste, we need to get a license from the Ministry of Environment (MoE) that we can run it. Additionally, our business also requires hiring workers to work for us. So, we need to get a declaration from the Ministry of Labour and Vocational Training (MoLVT) as well.

### 3. Taxation

Within 14 days of registration with the MoC, our company needs to register with the General Department of Taxation of the Ministry of Economy and Finance to be informed of the Taxpayer's Identification Number (TIN) and to register to pay the Value Added Tax (VAT). This procedure can take up to four months. When we register for TIN, we must also pay the annual business registration tax (patent tax) for the first year of operation, which costs \$300. While the firm is operating, we also have to pay a particular type of tax. There are many types of taxes form; some can be paid monthly (salary tax, withholding tax, prepayment of profit tax and VAT); these usually paid each month on the 15th while other taxes are paid annually, like the tax on profit.

- Types of Tax

There are four major types of tax forms, including the withholding tax (15%), salary tax (0-20%), VAT (10%) and tax on profit. Withholding tax happens when a company is going to pay another company that has not registered to pay taxes. It happens when one company hires another company to work. Salary tax is a bit simpler than withholding tax. Primarily, it is paid from the worker's salary, not from the company. Value Added Tax (VAT) is a tax on the sales price of the value that is added to the product throughout the process. Finally, the annual tax on profit is paid as a percent of the company profits, and it includes the prepayment fee as well.

### 4. Labor Regulations

As mentioned in the Operation Licence Requirement section, our company needs to get a declaration from the MoVLT for hiring employees. There are certain types of labor laws that our company has to obey. In Cambodia, there is no minimum wage law yet, except the minimum wage for garment industry workers, which is \$153 per month. So, we think that a \$75 per month wage for our workers would be appropriate, according to the law. The workers will not work more than eight hours a day or 48 hours a week. The limit on annual working hours would be 200 hours, and for some special case it may take up to 300 hours.

## 7. SCHEDULING

Scheduling feasibility section is about time, money, and things to do. We need to think about how long will it takes for us to open our business and during this period what are the things that we need to do and how long it will take to get the money to open our business.

### Regulatory Scheduling

Regulatory Requirements			
Tasks	Need to meet	Time	Cost
Business Registration	Ministry of Commerce	3 months	\$1,300
Operation Licence	Ministry of Environment	N/A	N/A
	Ministry of Labour		
Taxation	General Department of Taxation of Ministry of Finance and Economy	1-3 months	\$300

According to the Regulatory Requirement section, our business need to meet those following ministries for registration and getting licenses for operation. This procedure could take about six months and require almost \$2,000 to be completed.

### Financing Scheduling

Ways to get money to start the business			
Ways	Need to meet	Time	Cost
Crowdfunding	Kickstarter	3 weeks to get approved, exclude the crowdfunding time	
	Indiegogo	40 days or fewer for funding campaign	5%
	Gofundme		5% for each donation
	Causevox		<b>Starter Plan</b> Causevox: N/A PayPal: 2% + 30 cents/donation <b>Impact Plan</b>
POSSIBLE	Cellcard	4 - 6 months before we	
	Smart		
	Metfone		

sponsorship	Manulife	need money	
	Prudential		
	Yeo's		
Loan	Liger Charitable Fund		
	Microfinance		1.20% - 3%

### **Crowdfunding**

One of the ways that we could get a certain amount of money to open our business is by doing crowdfunding in several online websites. This includes Kickstarter, Gofundme, Indiegogo and Causevox and others.

These are some of ways/steps that we can do for crowdfunding before we start to do it:

1. Ask people around us, especially people who had experienced with crowdfunding
  - a. How does it works?
  - b. What are some of the things that we should do?
    - i. How long does it takes to do those things?
  - c. What are the things that we should be aware of?
  - d. Does deadline matter?
  - e. How do we keep the donation that we receive?
2. Find people who also have the work that is related to our project and might be interest to donate to us
3. Create a page on social media so that people get to know about us more and could donate to us

### **Possible sponsorship**

Doing fundraising with sponsorship we need to think about timing. We need to approach any companies for sponsorship at least about 4-6 month before we need money.

### **Loan**

We could borrow money from microfinance institution; there are a lot of places that we could borrow from. Microfinance in Cambodia including Amret, Sathapana Bank Plc., and Vision Fund are helping to provide people with fund to operate their business.. But it is unlikely for us to get a loan from either a bank or a because we do not have any collateral.

### **Grants in Cambodia**

Grants are the money given by someone charities, businesses or anyone and the people who give are not expected something back from the people that receive. There are some

foundations that are willing to give money to social businesses like, DBS Foundation but there are not many foundation who give grants to Cambodia.

## 8. PUBLIC EDUCATION

After conducting our surveys, we have an understanding of what the public is aware of and what they need to know for our business to be successful:

### **What the local public is already is aware of:**

- How to separate different types of trash
- Benefits of organic waste (nearly 100%).

### **What they need to know:**

- How to put waste in correct place/bag
- Different ways to recycle
- Why do they need to sort trash?
- The benefits of compost

### **What we know about our customers:**

When we went to interview some of the villagers, most them already how to separate their trash, but they do not have different bins for it. They only separated their organic waste from others, so plastic or cans, metal, glass and many others goes together except organic. Most of them do know how to make compost but they just dump them in their gardens.

People were complaining about companies did not come to take their waste even after they have paid the service (\$1 per month). Some people separate their trash but ended up in the same place because of lack of organization. When no one comes to take the trash people starts to burn, bury or just throw in the river. People did not separate their other trash because they do not know why or how does it makes a different. That is why they only separate their organic waste.

### **What we would like to educate the villagers about:**

What we want from to the villagers are to listen to us clearly and ask questions when they are confused or does not understand our idea. When we put the trash bins in their communities we want them to separate the plastic and organic in the right way and put it in the right bins. Also when they see other people put their trash in the wrong bins tell them where should they put their trash.

### **Benefits of Compost:**

Compost can help to improve any types of soil quality. It will mainly build a good soil structure, enabling you soil to contain more water, nutrient and air.

According to one of the Royal University of Agriculture's document, It has proven that applying compost to rice when growing it, will help to improve the rice yield 1.

### **Getting Information to the People:**

- **Meetings**

We can talk to the chief of the villages about meetings. We can make a public announcements that we will be talking to them about waste management and our business. We want to teach the public how to separate their trash, why we started our business and different ways to recycle. We also want them to cooperate with us about sorting trash and us collecting it.

- **Other methods:**

- **Facebook**

We think that Facebook will help us with the announcements because we can share with a larger amount of people since we know that most of the Cambodian have a facebook account. Also facebook can be use all ages and all level of people and it is great way to spread the information fast and easily.

- **Schools**

School are one of the best way to spread out the information. So we can spread the information to the students at school so they can influence their parents. Also if the students or school give us some of the organic waste we can give a reward to them like teach them English or sports.

### **What should we do?**

- Plan a lesson

- In order to make our business going on we should go to talk with the village chief to find/organize the time to meet with the villagers to explain them about organic waste and a little about our plan. This are the thing that we plan to

- Tell them what had benefit for them when they separate their trash
- What it look like when they separate their trash (environment)
- What can they use the organic for (compose or give it to the animal

- We can give them leaflets

In the leaflet we can put how are they going to sort out their trash

### **Conclusion:**

Public Education is feasible. We can talk and collaborate with the villagers to collect organic waste and get them to separate their waste. It might be hard at first because most of them are not used to separating their waste but they will get used to it over time.

## 9. ECONOMIC FEASIBILITY

The purpose of our economic feasibility is to find out the economic benefit and if the business is sustainable and profitable.

Our business will not provide a free service for our clients, but will be charged based on who our client is. Two workers will be driving around by remorques to collect waste. They will take all the organic waste they collect to our facility. The three other workers are working on operations where they will turn organic waste into compost. After that, we will sell the compost to the farmers or we can use the compost for our plants. As for bottles and cans, we will collect and sell them. We will pay the workers monthly, but for those who works extra time we will pay them some extra money based on the amount of time they work.

### 1) Start Up Capital

The Tools	Price for each	Amount	Total Price
<a href="#">Sacks,bags</a>	\$0.50	100 sacks	\$50
<a href="#">Shovels (big and small)</a>	\$3	2	\$6
<a href="#">Pitchfork</a>	\$3	1	\$3
<a href="#">Compost bin</a>	\$10	20	\$200
<a href="#">WheelBarrow</a>	\$35 (100kg)	2	\$70
<a href="#">Industrial scale</a>	\$150	1	\$150
<a href="#">Remorque</a> + Motorcycle	\$1200	2	\$2400

Extra	Price
Facility	\$1000
Licences	\$2,200
Digging Well	\$150

From what we have calculated, all the price of our fixed cost are estimated to be \$7,429. This means for the start of the business, we need to raise \$15,000. We will raise that amount because for unexpected expenses and if things cost more than our budget. We always need some money once the business opens.

## **Income vs Expenses**

### **Expenses**

These are the expenses that we need to cover on every month, labors, gas and, renting land. There are two types of labors, operation and transport. We need two workers who work as transporting the waste and three workers for the operational work. The transportation worker's salary is \$60 and the operation worker's salary is \$85. This means our labor expenses are \$290 per month.

For our transportation we need two remorques and each remorque can travel 15km per liter of gasoline. One day we will use 5 liters of gasoline, and it will cost us \$5 for two remorques. That means in one month. We will spend \$80 for gasoline for our two remorques.

The renting of the land is probably cost about \$250 a month.

The total expense in one month is \$620.

### **Revenues**

Every month, we will take \$3 from a restaurant, \$1 for a household and \$2 per shop in the market. We will transport our organic waste to our composting house by remorques. We will have two workers that will transport the organic to the customers.

We will collect the organic waste and trash, daily from restaurants and markets and once in two days for the households.

## **Economic Projections**

### **Assumption:**

There are 20 restaurants that we can collect our organic waste from. For each restaurant we can get 5 kgs per day, so in one month we can collect 3000 kgs of organic waste in one month. By collecting the organic waste from the restaurants we

can get \$60. 3000 kgs of organic waste can turn to 500 kg of compost. So we will make \$250 from selling compost for a total of \$310.

We are going to collect from about 30 shops from the market. One shop produces about 3kgs of organic waste in one day. At the end of one month, we will collect 2700 kgs of organic waste. Totally we will earn \$60 for collecting the organic waste. We will produce 450 kgs of compost and we will make \$225 from selling compost. This is a total of \$285

We will assume these figures in the charts and the discussion below.

### Household Market Share Projections

If this business has 15% of the families in Phum Chumpous Kaek as customers, this means we will go to collect from at about 150 households. From our interviews, each household produces about 0.5 kg per day. In a month for 150 households we can get 2250 kgs of organic waste, yielding 375 kg of compost. We will get \$150 from all the households. We estimate our revenue will be \$337.50 per month.

If this business has 30% of the families in Phum Chumpous Kaek as customers, or about 296 households, we will collect 0.5 kg of organic from them everyday. We can collect 4440 kgs of organics waste in one month. In 4440 kgs of organics waste we can earn \$296 per month. We will turn 4440 kgs of organic wastes to 740 kgs of composts. From 740 kgs of compost we will earn \$370. Our total revenue will be \$666 per month.

Our potential profitability based on market share is in the chart below.

#### \*Financial Projections of Household Market Share

# of Households	Percentage of market share	Households Revenue+ Compost	Market + Restaurant Revenue	Expense per month	Total Profit
150	15%	\$337.50	\$595.00	\$620.00	\$312.50
296	30%	\$666.00	\$595.00	\$720.00***	\$541.00
593	61% <sup>1</sup>	\$1334.25	\$595.00	\$750.00****	\$1,179.25

\*\*This chart assumes no change to the restaurant and markets

\*\*\* Increase in labor (one more operational worker) and gasoline costs

\*\*\*\*Assuming increased gasoline costs

<sup>1</sup>This market share is from our surveys of the families who are willing to pay for garbage collection.

## **10. RISKS AND CHALLENGES**

Uninformed people are one of the challenges for our business because some people have no awareness or they are careless about the waste and the effect of the environment. They do not care for the environment because they do not think that it is a big issue that we are facing right now. They will not pay their money for us to collect their waste, and they will throw the waste in rivers, on other people's properties, and on the streets. Later on, our consumers may change their mind because they do not want to spend their money for us to collect the organic waste anymore because they think it is a waste of money. People in Cambodia do not earn enough money, so they will burn or throw the waste, which we know is not good for the environment.

Finances are also one of the challenges. If we are going to start of business we need to have a facility, labor, and technical operations, so, we need to know where can we get the capital to purchase them from. We might need to borrow the money from the bank or crowdfund. All successful businesses always need money and good ideas.

The next challenge is finding the labour. The problem with labour is some people would not want to do this job. Another problem with labour is that our business does not get a lot money, so to hire the labourers for a lower price, they will not want to work for us. When they do the work for us, they may stop doing the job in the middle, which would make it difficult for our business to continue.

Another challenge that we can face is - whether the customers will separate their organic rubbish. Maybe they are just too lazy to do it and prefer to pay us money instead of organize the waste.

Another challenge is to find the land that is appropriate. We need to make sure that our land that we are going to rent is far from home, because we do not want to spread the smell of the garbage to the people who live around that area. We also need to find land that we can rent and do not have to purchase since it costs a lot of money to purchase land, so we need to find land that is big enough that we can rent.

### **Risks**

It is really important to know about the place that we target. We are not sure if the people in this area do like our business or not or maybe after we created the business,

we do not know if they want to use it. We need to observe and learn about the situation, so we can predict what will happen after we started the business.

**Trust is really important for our business.** During our interviews, the people in the community and they said that they would like to use our business, but we need to make sure what will happen after we create our business. People might change their mind and decide they do not want to use our service.

In addition, we need to see if anybody starts the same type of business as ours. If they create the same type business as us, we need to see what part of our business we can change to add value, so people are willing to become our customers.

Another risk that we will face is to get the workers for our business. This is a risk because we do not know if the workers will work fully, and try their best at their work. In our business, we want to hire people to manage the business for us since we will not be able to manage by ourselves because we will be at school. We need to trust the people who we hire to manage the business and need to believe that they can do it. This is a risk because we will not know if they are really good at business and we cannot estimate how good they are until we see what happens during the business process.

One of our big risks is Cintri, because we can say they have the similar service to us. We need to know what type of waste will the company collect and how much Cintri charge when they collect. If Cintri can come to collect the waste at Chumpous Kaek and they collect the organic waste with a cheaper price than us, we have a low possibility that we can open this business.

## 11. POSSIBLE FUTURE BUSINESS EXPANSIONS

Here are the possible business expansion for the future.

1. **Organic Farm:** When we have a lot of compost we could use part of it to plant our own organic farm. We could have, lettuce, chilli, tomatoes, pek kouk (Khmer fruit that grows underground) and other local vegetables. We would also need to buy or rent another piece of land because we can not put trash like plastic or aluminum near our plants due to its toxic chemicals.
2. **Plastics:** We have seen many inspirations from others company that make shoes and other materials from plastic. For example, [Rothy's](#), [Trex](#). We could make something that is useful, creative but also affordable for Khmers.

**Target Audience:**

We want to sell our recycled products to Cambodians. We will not focus on foreigners because:

1. Our products might be too big for foreigners to carry back and forth on their journey visiting Cambodia
2. There are not many foreigners in this area
3. We want to help promote recycling to Cambodians

If we are going to expand the business, we will have to do another feasibility study and research more about any of these new businesses.

## **12. CONCLUSION**

### **Market Analysis**

According to our conducted survey, we had found out that, there are 978 families in Chumpous Kaek alone (learned from village chief), and 61.1% of the people we had interviewed needed our service. In conclusion, there are about 597 families that would want our business. Based on our survey, it has clearly showed that we have enough market for our compost as well.

Therefore, this business is feasible based on just the customers in this village.

In this area, since there is no other companies that have a company like ours or have an ideas like us. Therefore, we would have a large market share which means that many people would be willing to use our services.

### **Organizational Feasibility**

For our observation, we believe that the organizational feasibility will be able to work in our business even though we may have the complication of finding land. We have explained how can we get the labour, the material, location and how can we manage this business. The materials that we need are able to find around Cambodia and we will be able to afford it. This small business might be easy for us to do since making compost is not hard and does not require a lot of time, money, labour or materials.

### **Technical Feasibility**

In conclusion we can get a lot support and information from many different sources such as, COMPED, CSARO and online. So in term of the technical aspect this business is feasible.

### **Regulatory Requirement**

Businesses in Cambodia are required to execute various regulations, both for registration and operation. This necessitates a certain amount of money and time at first for registration and after that, we just need to pay taxes. As mentioned in the Regulatory Requirement section, we will be able to get all the things that we need to officially open the business and approved by the government. We will also be able to handle all the taxes that require us to pay monthly and annually. Our business will be legally opened without any concern.

### **Scheduling Feasibility**

Based on all of the information above, we believe that opening this business is possible. If we calculate all the steps to open this business, it will take us more than one year or so. But we found out that the first step to open the business is registration with the Ministry of Commerce. However, before we can do it we need money. We can do fundraising first so that it can help us to open our business faster because we have enough money.

### **Public Education**

Based on what we have researched, public education is feasible. We can talk and collaborate with the villagers to collect organic waste and get them to separate their waste. It might be hard at first because most of them are not used to separating their waste but they will get used to it by time.

### **Economic Feasibility**

Throughout seven weeks of researching and interviewing, our team has come down to the conclusion that it is economically feasible for us to run this business, if the number that we are expecting is true. The sum of all the expenses is \$635 every month and we will earn \$932.50 in one month. Our profit in one month is going to be \$297.50.

The idea of fundraising \$15,000 for the business startup is feasible based on the existing Fundraising campaigns that are already successfully funded on crowdfunding websites.

### **Risks and Challenges**

In our business, we have to face many risks and challenges. Our biggest risk is the CINTRI company, because their service might be cheaper than ours. Our biggest challenge is finance, because we do not know where to get the money from to start the business.

### **Final Assessment**

Based upon all the information explained above, we believe this business is feasible because all the sections that needed to operate a business are practical which means we will be able to open it. We believe this business will have a good chance of success but we understand that managing it will be a monumental job because this is just a start-up-business, and we will need to learn more about it in the future. Furthermore, we are confident that it is possible to open because each of the sections above does not have any points that should stop this business from operating. We hope this business will work as we expect and that it will help to reduce waste around the community, employ workers, and lessen the environmental issue.

## **13. EXPLORATION REVIEW**

### **Inside the classroom:**

The main focus of the Waste Management exploration was the feasibility study. What it is is the study about the possibility that something can be made, done or accomplished. There are many sections in the feasibility study. Our goal in this exploration was to start one business about waste.

For the first few weeks of the class, we looked at what a feasibility study was. Then we discovered the problem about trash in our area because we learned from one quote that says that “fall in love with the problem, not the solution.”

But doing research is not enough, we need to get the information from the real situation, people living out outside. We have a trip outside and interview people about trash because we need to make the survey out of it. The next day that we get back into the class we start making the survey out of all the answer of all of our interviewees. The survey had shows that the common waste that people produce everyday are plastics bags and organic waste. The whole class have discussed and voted together that we want to make the business about organic waste, and based on our research, organic waste can be turn into compost. We also learned about the business model canvas, such as key partners, key activities, value propositions, customer relationships, customer segments, key resources, channels, cost structure, and revenue streams, where the pieces of our business came together. These business model canvas help us to get some ideas before we get started to do our feasibility study.

But then, as everyone had worked through the feasibility study, the economic feasibility group found out that we would not be able to open the business because they calculated all the expenses and it seems like we need to expand it. So we added recycling the trash that we had collected to our business.

### **Outside the class:**

The first thing that we did outside of the class was went to the community around us to find out what are their problems. We had went to the place that we a lot of trash such as in the rivers, at the side of the road and under the bridge.

We needed to get the information about our business from the local community to find out what their needs. So we went outside and interviewed people about their waste. We went around the community 4 times. We went to different villages, and markets. We interviewed the sellers about how they manage waste that is left from the market and the farmers about the waste from home. Before we went out, we had to plan our questions. The questions were focused on the things that we need to know to write the report, for example the price of the compost, the amount of waste produced by the people and others. Some questions that we asked, the village people did not understand or they could not answer which made it very difficult to analyze. Most people wants our compost to sell around 2000 riel - 3000 riel and they are willing to separate their waste for us. We always divided the team into two, each team need to go to different

places so it was more efficient. When interviewed, we had one who asked questions, and the one who took notes. Everyone took turns to do the job, and so everyone got to participate in the interviewing. When we got all the data, we put them into google forms so that we could see the answers together. The survey helped us to know exactly of the real problem in the community and it also a part of our conclusion for this exploration. When we knew the answers, it helped us to understand clearly the things we needed to finish, and the things we needed to consider. After getting all this information, we can include them into our report such as the organizational feasibility, economic feasibility, risk and challenges, and more.

Another trip that we went was to Kampot because we want to learn from an organization called "Red Road". Red Road is an NGO-funded school that educates poor children in Kampot Province in a school made by recycled materials. It was a long way to Red Road school. When we arrived we saw a lot of kids doing different activities. Some were making worm farms, kites and other activities. Red Road is different from other school because they do recycling. A part of their classroom were made out of glasses, tires and other cool stuff. After we had looked through the kids activities then it was time for us to tell them who we are. We introduced ourselves, told them about our project, talked a little bit about our school and the purpose that we went there. For them to get to know more about us, our group had gotten into pairs and all of those students were divided into four groups. We had shared with them about our own experiences at our school, how we got to Liger and also how our schedule at school was different from government schools. Whenever we talked, everyone paid really close attention and to get them to feel more comfortable with us, we also let them share their ideas about their own community and other things that are connected in our project. The last activity that we did together was picking rubbish nearby the Red Road school. Those rubbish was not going anywhere; Red Road has another wonderful place to keep it. They built one room that in there they put all the materials that they had recycled. Outside the room were plastic bottles that were built inside the cement of the wall and all the rubbish that we have collected were placed inside those bottles. It was a really long trip but was very fun. We learned a lot from their school and we hope that gave them something too.

## **14. ACKNOWLEDGEMENTS**

### **Acknowledgements**

We would like to give a special thanks to the village chief of Phum Chumpous Kaek and all the villagers for giving us time to interview. We would like to recognize the Red Road Foundation, and its founder Rachel Riggio, for giving us a wonderful tour of their school made of recycled materials and for giving us more ideas about what can we do with the waste that we will collect from the community. We would also like to thank Mrs. Caroline Bell and Mr. Jeff Boucher for helping us to edit our report. We are very thankful to the people who have helped us, without them we would not be able to finish this report.

### **Davith Chan**

In my life I always talk about the ways that I can change Cambodia. In this exploration I have learn and know how to make change for my country while I am also earning profit from it. This exploration is really help me to realize how difficult is it to start up a business. Before we start the business we need to research and making a feasibility study. Feasibility study is the study of a start up business to know if your business will make profit or it feasible. Every businesses should do the feasibility study before they start their business because they do not need to waste time and waste their money if the business is not feasible. I was working in Economic Feasibility in our feasibility study and it is a whole new idea for me. I really proud of all the works that I did and also the work that we did together as a team. In conclusion from our feasibility study I think our business is feasible if we want to run it in the future.

### **Hongly Phal**

What I have learned from this exploration is the feasibility study, in it has five feasibility parts or we can call it TELOS. T is stand for Technical Feasibility, E is stand for Economic Feasibility, and L is for Legal Feasibility and O is stand for Organizational Feasibility and S, which stands for Scheduling Feasibility. So for me, a feasibility study is one way to make your business have a strong foundation and to make sure that you understand your business plan. and example you can know who is your competitor, and what problems you will face and other things. I think that feasibility study can help Cambodia is because if all people know about feasibility study they can make their business successful and make the economy grow.

### **Kangnaneat Sophea**

I had taken business classes in the previous term before. But the Waste Management exploration is quite different. The main focus in this class is the feasibility study. Feasibility study means the possible things that could be done or accomplish and there are many sections of this study. In the last few weeks we learned about TELOS, technical, economic, legal, operation, and scheduling and these are some part of the feasibility study. I have a lot of experience in working on this business. Sometimes I got really stressed because all those work required of real information and researching. To make one business is not an easy thing to do, it needs a lot of steps and especially money. But how? We can do fundraising, but still that also need a lot of time.

For me the best part in this exploration was when we went outside to interview people. The reason is because if we only stay inside the class sometimes we get bored so when we go outside we felt much better even though we still do our work.

### **Nilroth Ly**

It is been a great experience and lesson for me during this exploration. I had learned that Cambodia does not has much waste recycling company; organization or group, especially on plastic. Based on our interview and SCARO, organic waste is being thrown away the most. After learning about the problems in Cambodia, we went on and did research for solutions to those problems that had been done around the world. As a final products for our exploration we

chose composting organic waste as our solution. I also learned how to start up a business proposal and writing feasibility study.

### **Puthea Kimhan**

What I have learned from this exploration is feasibility study and waste in the community. The subject that I just know is feasibility study and it very good for who that want to start a business. It is interesting to me because I have ideas to start business and this is so helpful. This exploration is a good thing for this community because it help to solve the problem in this community and Cambodia is because Cambodia has a problem with trash.

The second thing that I interested is the problem in the community, it a big problem around here everyone do not know how to sort the trash and do not know where to dump the trash. Everyone is throwing the trash at the field and trash is not sorted and it not a good thing because it bad for our health.

### **Rika Chan**

For this exploration, the first things that I learn is compost use. I love the idea that say that “We will turn the organic waste into the compost.” This is interesting. I would love to do that because it makes us get involved to those trash problem and to think about the solution for each problem. Creating business to solve the trash problem is really awesome.

Another things that I learn from is the feasibility study. Before I never knew about feasibility study. I never that they do this to know the percentage to do something especially business. To create the business, we all need to do feasibility study. I learn all the topics from the feasibility study, which it is important for us to know and it is useful as well.

### **Samady Sek**

This is a business Exploration, to be honest I hate learning about business but I found it is very important for me to learn about it in able to success in life and one thing that encourage me to keep going is that it will help this community to reduce the waste that they throw, burn or bury. I learned that before we could start a business, we need to know the feasibility of it. The feasibility study are focusing on **Technical, Economical/Financial, Legal, Operational, and Scheduling**. Each of us in class need to explain each of the section into a report which will be our business plan. We got the information from interviewing the people around the community and researching on the internet. My reflection about the interview, was that I got to ask questions and took notes. It was fun but there are always problems happen along the way, for an example - the interviewees does not understand what the questions mean. When writing the feasibility study, I was doing okay but the complicated parts were that it was hard to communicate with the other students on the report because all of these sections are related. One of the sections that I was working on was the organizational feasibility, it was hard to predict or estimate the cost of the materials that we will need for the business, and finding the land, location, facility, labour to do the business. I hope this business will work to help reducing waste in this village and to take care of the environment.

**Sophat Seng**

This is my second time joining a feasibility study exploration. This time, I had learn a lot from studying the possibility of opening a business. In this exploration I had learn more and more aspect about preparation of opening a business using TEOLS. Which stand for Technical, Economic, Legal, Organizational and Scheduling. We try to see if we can get the detail information in order to open this business. One of my researching topic is about compost technical feasibility. This research help me to know more and more about the detail of how to make compost. After this research I found out that, for the technical aspect our business is feasible. Which make me really happy because it give me an idea that this business is going to work. My highlight for this exploration is that whenever we smell the trash we always say it is the smell of money even though it not.

**Souyeth Kret**

In this exploration has taught me about trash issues in this community by going out to interview and analyze the results, the use of compost and how to write feasibility study. I also learn about TELOS. Its stands for Technical, Economic, Legal, Organizational and Scheduling feasibility. I really like the idea of turning organic waste into compost and other trash to recycled materials. It would help the community a lot, so people do not waste their leftover food and they can make useful materials from recycling.

**Sreynith Sam**

It such a fascinating topic to learn how can we turn trash into cash. We all know that planning to run a business is not a piece of cake. It requires lots of effort and determination to gather a fair amount of statistics to prove how the business will fulfill the need of the target audiences and the society. My experience of smelling the money (waste) in the community, make me think that those things should not be where it belong now. No one wants trash! Everyone in our community is trying to get rid of their own waste. Piles and piles of trash are continuously growing every day. Who cares about it? It is everyone's responsibility! We all know where comes it from. The trash has come from money and why we can not turn it back into money. *"Falling in love with the problem, not the solution."*

I gain lots and lots of knowledge about waste and business in my Waste Management class. From writing a feasibility study in my Exploration, I found out that regulatory requirement is one of the topics that catches my attention the most. This topic is so interesting but also make me go crazy. Regulatory requirement is an important section where we need it to legally open and run our business. In our feasibility study, there are so many sections and this makes me think that while we are planning for the business, there are many things that we have to think about. I really appreciate all the hard work and effort that my classmates put into this feasibility and my facilitator, Keith, as well.

**Sreypich Khon**

In this class we are learning about making a business about compost. As we know that people cook for their daily or restaurant so they might left some vegetables left over. Also it can be all type of organic waste such as leaf. People they just throw it back of their house or throw it away, so they do not really know about how to turn organic to a benefits product.

In this exploration I had learn a lot of things about making a business one of them is feasibility. Feasibility divided into 2, Economic and Organizational. Also we has learn about making a compost company using a feasibility to propose this business. I love this idea about making this business because it help farmers about making their land have more nutrient also help to make my country beautiful.

### **Theara Khim**

This exploration has provide many different skills to me and also it is one of the exploration where I and my teammate do a business and can create change in Cambodia. I realize from a long time that my country is full of rubbish, so when I get a chance to be part of this exploration, I really put my effort on it because I want to help Cambodia. "Fall in love with the problem, not solution." This quote is really inspire me and attempt to work hard and hard in this exploration. I learn about how I can collaborate with team so the business can become successful. One challenge for me in this exploration is to work on Economic Feasibility, because this is really new to me and I also need to wait for along time to get information and sometimes I got stuck with this work. Even though I face challenges, but I am still proud of my hard work. I think we can run this business in the future and can create change to Cambodia from this business.

### **Vathey Leang Chan**

In this exploration, I had learn a quote called "fall in love with the problem, not solution." This quote has been used by all of us throughout our project. I had learn a lot about TELOS (Technical, Economic, Legal, Operating, Scheduling), and this are very important for every business. I had also learn about feasibility study. Feasibility study is the main thing that every single, startup business should think about, in order to understand more details about your own business and try to make that business possible to open by make changes to make it fit to the customers needed.

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