**proeqti ENPARD- TanamSromloba saqarTveloSi soflis ganviTarebisaTvis**

**biznes gegmis ganacxadis forma**

**proeqtis dasaxeleba**

**proeqtis ganmaxorcielebeli**

**proeqtis ganxorcielebis adgili**

**sarCevi**

warmodgenili biznes-gegma moicavs Semdeg Tavebs

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1. **informacia ganacxadis/organizaciis Sesaxeb**

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| --- |
| 1. ganacxadis Semotanis TariRi:
 |
| 1. ss kooperativis saxeli:
 |
| 1. organizaciul-samarTlebrivi forma:
	* sasoflo-sameurneo kooperativi
	* sasoflo-sameurneo kooperativebis gaerTianeba
 |
| 1. dafuZnebis TariRi (ss kooperativisaTvis saidentifikacio kodi da statusis miniWebis TariRi)
 |
| 1. misamarTi

iuridiulifaqtobrivisakontaqto informacia  |
| 1. ZiriTadi saqmianoba
 |
| 1. proeqtis ganxorcielebis periodi (proeqtiT gaTvaliswinebuli mosamzadebeli samuSaoebisa da grantis Tanxis xarjvis periodi)
 |
|  | Biujeti | Tanxa | procenti |
|  | biznes ideis ganxorcielebisaTvis saWiro mTliani Tanxa (A=B+C) |  |  |
|  | proeqtisagan moTxovnili wili (B) |  |  |
|  | ganmcxadeblis fuladi Senatani (C) |  |  |
|  | ganmcxadeblis arafuladi Senatani (D) |  |  |
|  | dafinansebis sxva wyaro (E) |  |  |
| biznes gegma Seicavs Semdegi saxis informacias |
| 🞎 warmoeba | 🞎 gadamuSaveba | 🞎 gayidva | 🞎 xarisxis kontroli | 🞎 Senaxva | 🞎 sxva |
| proeqtis warmdgeni  |
| ხelmowera |
| TariRi |

1. **biznes proeqtis mokle mimoxilva**

proeqtis mokle mimoxilva ar fasdeba qulebiT. miuxedavad amisa, misi Sevseba savaldebuloa. igi unda moicavdes Semdeg informacias:

* biznes ideis mokle aRwera, romlis ganxorcielebac igegmeba proeqtis farglebSi
* miuTiTeT proeqtis mTliani Rirebuleba, ra odenobis Tanxaa saWiro proeqtis ganxorcielebisaTvis, maT Soris Tqveni Tanamonawileobis Tanxa da proeqtidan moTxovnili dafinansebis odenoba.
* miznobrivi sasoflo-sameurneo produqciis mokle aRwera
* produqciis miznobrivi bazari, mokled aRwereT vin iqneba Tqveni produqtis momxmarebeli;
* rogoria dagegmili realizaciis moculoba da mosalodneli finansuri Sedegi. sasurvelia miuTiToTYproeqtis ganxorcielebis SemTxvevaSi 3 wlis maCveneblebi, maT Soris sufTa mogeba (larebSi).
* moiyvaneT gasuli wlebis finansuri maCveneblebi: realizaciis moculoba da wminda mogeba.
* aRwereT ss kooperativis da / an misi wevrebis gamocdileba biznes proeqtSi dagegmil saqmianobebTan mimarTebaSi.

aRniSnuli qveTavi ar unda aRematebodes erT gverds; misi wakiTxvis Semdeg mkiTxvels naTeli warmodgena unda Seeqmnas biznesze da gauCndes survili, safuZvlianad gaecnos proeqts. proeqtis mokle mimoxilva iwereba saproeqto ganacxadis ZiriTadi nawilis daweris Semdgom.

1. **ss kooperativis wevrebis gamocdileba da dRevandeli mdgomareoba (15 qula)**
	1. **სს კოოპერატივის wevrebis erToblivi saqmianobis gamocdileba(5 qula)**
* dawereT Tqveni kooperativis istoria, rogor Seiqmna igi da axseniT ratom gadawyviteT kooperativSi gaerTianeba. aRwereT biznes saqmianobis erToblivad warmoebis gamocdileba da seqtorebi.
* mimoixileT is gamocdileba, romelic pirdapir ukavSirdeba warmodgenili proeqtis farglebSi dagegmil saqmianobas, maT Soris daaxasiaTeT Tqvens mier warmoebuli, importirebuli, eqsportirebuli, realizebuli produqcia. aRwereT kooperativis TiToeuli wevris gamocdileba dagegmil saqmianobebTan mimarTebaSi.
* daaxasiaTeT kooperativis organizaciuli struqtura, warmoadgineT wevrebis Sesaxeb informacia amocemuli formatiT (danarTi 1).
* aRwereT, rogor xdeba kooperativis marTva, gadawyvetilebis miReba sawarmoo procesisa da Semosavlebis ganawilebis Sesaxeb, sakamaTo an konfliqturi situaciebis mogvareba.
* daasabuTeT Tu ratom iqneba Tqveni kooperativi mdgradi. aRwereT, apirebT Tu ara momavalSi axali wevrebis damatebas da ratom.
* aRwereT ra saxis, odenobis, Rirebulebis qoneba (an Tanxa) gaqvT gaerTianebuli kooperativSi erToblivi saqmianobisTvis., rogoria erTi pais Rirebuleba da mTliani sapaio fondi. gvacnobeT Tu ramden pais flobs jgufis / kooperativis TiToeuli wevri.
* gaaCnia Tu ara kooperativs sarezervo kapitali da ra odenobiT.
* aRwereT ra principiT xdeba kooperativSi mogebis ganawileba.

**informacia aqtivebis Sesaxeb**

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| დასახელება | მახასიათებელი | საბაზრო ღირებულება | მესაკუთრე | საკუთრების დამადასტურებელი დოკუმენტი |
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**informacia pais Sesaxeb**

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| **#** | **wevris saxeli, gvari** | **erTi pais Rirebuleba** | **Ppais raodenoba** |
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ramdeni qalbatonia gaerTianebuli Tqvens kooperativSi? rogoria maTi roli, maT Soris xelmZRvanel poziciebze. aRwereT, monawileoben Tu ara qalbatonebi saerTo gadawyvetilebis miRebaSi da rogor.

* 1. **realizaciis bazari (5 qula)**

aRwereT arsebuli biznesis farglebSi warmoebuli da realizebuli produqciis gasaRebis bazari. CamoTvaleT is kompaniebi da organizaciebi, romlebic warmoadgenen Tqveni kompaniis produqciis momxmareblebs.

produqciis fizikuri pirebisaTvis miyidvis SemTxvevaSi, gTxovT miuTiToT fizikur pirebze realizebuli produqciis mxolod jamuri moculoba, produqciis saxeobis mixedviT.

SeavseT qvemoT mocemuli cxrili da miuTiTeT, sad da ra saxis produqcias yididiT bolo 3 wlis ganmavlobaSi.

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| **weli 201\_\_** |
| **realizacia iuridiul pirze** |
| **produqtis saxeoba** | **produqciis moculoba****(tona, litri Tu sxva)** | **erTeulis Rirebu****leba****(lari)** | **Rirebu****leba****(lari)** | **momxmarebeli (iuridiuli piri)** | **miwodebis adgili****(qalaqi, daba, raioni)** |
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|  | **realizacia fizikur pirze** |
| **produqtis saxeoba** | **produqciis moculoba****(tona, litri Tu sxva)** | **erTeulis Rirebu****leba****(lari)** | **Rirebu****leba****(lari)** | **momxmarebeli (iuridiuli piri)** | **miwodebis adgili****(qalaqi, daba, raioni)** |
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| **weli 201\_\_** |
| **realizacia iuridiul pirze** |
| **produqtis saxeoba** | **produqciis moculoba****(tona, litri Tu sxva)** | **erTeulis Rirebu****leba****(lari)** | **Rirebu****leba****(lari)** | **momxmarebeli (iuridiuli piri)** | **miwodebis adgili****(qalaqi, daba, raioni)** |
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|  | **realizacia fizikur pirze** |
| **produqtis saxeoba** | **produqciis moculoba****(tona, litri Tu sxva)** | **erTeulis Rirebu****leba****(lari)** | **Rirebu****leba****(lari)** | **momxmarebeli (iuridiuli piri)** | **miwodebis adgili****(qalaqi, daba, raioni)** |
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| **weli 201\_\_** |
| **realizacia iuridiul pirze** |
| **produqtis saxeoba** | **produqciis moculoba****(tona, litri Tu sxva)** | **erTeulis Rirebu****leba****(lari)** | **Rirebu****leba****(lari)** | **momxmarebeli (iuridiuli piri)** | **miwodebis adgili****(qalaqi, daba, raioni)** |
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|  | **realizacia fizikur pirze** |
| **produqtis saxeoba** | **produqciis moculoba****(tona, litri Tu sxva)** | **erTeulis Rirebu****leba****(lari)** | **Rirebu****leba****(lari)** | **momxmarebeli (iuridiuli piri)** | **miwodebis adgili****(qalaqi, daba, raioni)** |
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Tu SesaZlebelia, saproeqto ganacxads Tan daurTeT zemoT mocemul cxrilSi CamoTvlil momxmareblebTan gaformebuli xelSekrulebebis qseroaslebi.

* 1. **arsebuli finansuri maCveneblebi(5 qula)**

gagviziareT informacia kooperativis mier arsebuli biznesis finansuri Sedegebis Sesaxeb.

monacemebi, mogvawodeT mocemuli cxrilis saxiT bolo 3 wlis Sesaxeb.

**weli 201\_\_**

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| **#** | **realizebuli produqciis dasaxeleba** | **realizebuli produqcis moculoba** | **produqciis erTeulis sarealizacio fasi** | **Semosavali realizaciidan** | **realizebuliproduqciis TviT-Rirebuleba** | **mTliani mogeba** | **produqciis realizaciis xarji (gadazidva, reklama, da sxva)** | **mogeba dabegvramde** | **mogebis gadasaxadi** | **wminda mogeba** |
| **A** | **B** | **C** | **D** | **E=C×D** | **F** | **G=E-F** | **H** | **I=G-H** | **J** | **K=I-J** |
| **1** |  |  |  |  |  |  |  |  |  |  |
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| **5** |  |  |  |  |  |  |  |  |  |  |

Tu SesaZlebelia, saproeqto ganacxads Tan daurTeT mocemul cxrilSi miTiTebuli wlebis finansuri uwyisebi (balansis da mogeba-zaralis angariSi).

1. **biznesis xedva da sabazro pozicia (20 qula)**
	1. **bazarze arsebuli mdgomareobis analizi (3 qula)**

mocemul qveTavSi naTlad unda iyos warmodgenili im bazris analizi, sadac axdenT produqciis/ momsaxurebis realizacias. rogoria arsebuli moTxovna-miwodebis balansi da prognozi. aRwereT bazarze warmodgenili (rogorc importuli, aseve adgilobrivi) produqcia/ momsaxureba.

* 1. **samizne myidveli da /an momxmarebeli (3 qula)**

am qveTavSi unda iqnas naCvenebi vin aris kooperativis mier warmoebuli produqciis myidveli da saboloo momxmarebeli. ra saWiroeba /moTxovnileba amoZravebs momxmarebels? Tu myidveli /momxmarebeli biznes organizaciaa mokled gagvacaniT misi biznes-saqmianoba, istoria, moTxovnebi kooperativis mier warmoebuli produqciisadmi, Sesyidvis procedura. Tu myidveli /momxmarebeli fizikuri piria, daaxasiaTeT ra saWiroeba amoZravebs mas, rogoria misi demografia da samomxmareblo qcevis Taviseburebani.

Tu TvliT, rom kooperacia gexmarebaT miawodoT produqcia myidvelTa /momxmarebelTa arsebul da /an axal jgufebs, gTxovT amave seqciaSi SeexoT am sakiTxs da naTlad aCvenoT ratom fiqrobT ase.

* 1. **proeqtis samizne produqti/momsaxureba (4 qula)**

am qveTavSi unda iqnas aRwerili ra saxis produqciis warmoeba da realizacia xorcieldeba da igegmeba (axali biznes ideis SemTxvevaSi) kooperativis mier, unda iqnas naCvenebi yvela sarealizacio produqtis ZiriTadi maxasiaTeblebi. Tu sasaqonlo asortimenti farToa, sasurvelia SemogvTavazoT garkveuli klasifikacia.

gansakuTrebuli yuradReba unda daeTmos sakvebis usafrTxoebas da higienur pirobebs. detalurad aRwereT როგორ icavs kooperativi Sesabamisi kanonmdeblobiT gaTvaliswinebul yvela moTxovnaს Tu normaს an rogor apirebs daicvas მომავალში.

Tu TvliT, rom kooperacia gexmarebaT arsebuli da/an axali produqtis warmoebasa da realizaciaSi, gTxovT aqve ganixiloT es sakiTxi da daasabuToT Tqveni mosazrebebi.

* 1. **sarealizacio fasi (3 qula)**

wina wlebis monacemebze dayrdnobiT gTxovT mogvawodoT da daasabuToT produqtis/produqtebissarealizacio fasis prognozi. im SemTxvevaSi Tu fass axasiaTebs sezonuri cvlileba gamoiyeneT cxrili.

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| **#** | **dasaxeleba** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **Sul** |
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gTxovT, aRweroT bazarze fasis cvlilebis cvalebadobis mizezebi, maTi gavlena kooperaciaze da fasis cvalebadobasTan dakavSirebuli riskebis damcavi meqanizmebi.

Tu fiqrobT, rom kooperireba ganapirobebs sarealizacio fasis zrdas gTxovT, mogviTxroT amis Sesaxeb da aCvenoT ra gaZlevT ase fiqris safuZvels.

* 1. **gayidvis prognozi (4 qula)**

mocemul qveTavSi miTiTebuli unda iqnas im produqciis /momsaxurebis gayidvis prognozi (larSi), romlis warmoebas /miwodebas gegmavT proeqtis farglebSi realizaciis dawyebis wlidan momdevno sami wlisaTvis.

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| **Weweli 2018\_** |
| **#** | **dasaxeleba** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **sul****(lari)**  |
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| **#** | **dasaxeleba** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **sul****(lari)** |
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| **weweli 2020\_\_** |
| **#** | **Dasaxeleba** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **sul****(lari)** |
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Tu sasaqonlo asortimenti farToa, mimarTeT mis klasifikacias, svetSi "dasaxeleba" miuTiTeT ZiriTadi sasaqonlo kategoriebi.

mkafiod gansazRvreT is riskebi, romlebic SesaZloa dakavSirebuli iyos realizaciasTan. ra faqtorebma SeiZleba moaxdinon gavlena maTze da ra saSualebebs mimarTavT riskebis Tavidan asacileblad/Sesamcireblad.

* 1. **konkurencia da konkurentis aRwera (3 qula)**

mocemul qveTavSi warmodgenili unda iqnas informacia konkurentebis Sesaxeb: vin arian Tqveni konkurentebi, ra saxis msgavs produqcias/momsaxurebas awarmoeben. riTi gansxvavdeba da ra upiratesobebi gaaCniaTqvens mier warmoebul produqcias sxvebTan SedarebiT da ratom iqneba igi konkurentunariani.

aRwereT, rogoria konkurentebis produqciis xarisxi, fasebi, gasaRebis sistema, ra segmenti uWiravT maT bazarze.

Tu fiqrobT, rom kooperacias konkurentuli upiratesoba gaaCnia, aRwereT raSi mdgomareobs es upiratesoba.

1. **gayidva da marketinguli RonisZiebebi (10 qula)**
	1. **gayidvis waxaliseba da reklama(4 qula)**

gTxovT gviamboT rogor gaigebs myidveli /momxmarebeli Tqveni arsebobis Sesaxeb, ra aris ZiriTadi informacia (xarisxi, fasi, miwodebis sixSire, adgilmdebareoba, a.S.), romelic gsurT mivides myidvelamde /momxmareblamde.

aRwereT Tqvens mier ganxorcielebuli produqciis markirebis /etiketirebis da savaWro niSnis RonisZiebebis Sesaxeb (gaiTvaliswineT, rom aseT SemTxvevaSi, Sesabamisi xarjebi gaTvaliswinebuli unda iyo finansur gaTvlebSic).

CamoTvaleT da daasabuTeT Tu ra saxis RonisZiebebi igegmeba gayidvebis waxalisebis mizniT.

* 1. **distribucia da gayidva (6 qula)**

mocemul qveTavSi miuTiTeT sad, rogor da ra sixSiriT yidiT produqcias/ momsaxurebas (es iqneba pirdapiri Tu biTumad gayidvebi,realizacia sacalo vaWrobis obieqtebis meSveobiT, distribuciis arxebis gamoyenebaTu sxva.); aseve aRwereT, vin da rogor axdens transportirebas da angariSsworebas. miuTiTeT Suamavlebis raodenoba da isaubreT yvela im SeTanxmebaze, romelic gagaCniaT distributorebTan an sacalo da sabiTumo vaWrobis obietebTan.

Aaseve miuTiTeT. axali produqtis warmoebis SemTxvevaSi ra sixSiriT gayidiT produqcias/ momsxurebas, rogor moaxdenT transportirebas da angariSsworebas.

isaubreT produqciis/ servisis gayidvasTan/distribuciasTan dakavSirebul riskebze: ra faqtorebma SeiZleba moaxdinos negatiuri gavlena; warmoadgineT riskebis Semcirebis gzebi.

1. **sawarmoo gegma (19 qula)**
	1. **proeqtis mosamzadebeli samuSaoebis ganrigi da Sesyidvis gegma(2 qula)**

mocemul qveTavSi miuTiTeT, Tu ra saxis mosamzadebeli samuSaoebis Catarebaa saWiro proeqtis dawyebisTvis/gafarToebisTvis da ra dro dagWirdebaT dagegmili saqmianobebis ganxorcielebisTvis.

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| **#** | **RonisZieba** | **dasawyisi** | **dasasruli** |
| **1** |  |  |  |
| **2** |  |  |  |
| **...** |  |  |  |

proeqtis ganxorcielebis gegmaSi, romelic qvemoT cxrilis saxiT aris mocemuli, CamoTvlili unda iyos im operaciebis, RonisZiebebis da etapebis detaluri CamonaTvali qronologiuri TanmimdevrobiT, romelTa Sesrulebac aucilebeli winapirobaa biznesis asamuSaveblad. maT Soris Senoba-nagebobebis, sxvadasxva mowyobilobebis, materialur-teqnikuri saSualebebis, masalebis, momsaxurebis da a.S. Sesyidva.aRniSnuli operaciebi, RonisZiebebi da etapebi unda Seesabamebodes proeqtis biujets:

gaiTvaliswineT, rom RonisZiebebis ganrigi gawerili unda iyos 2017 წლის 30 ნოემბრამდე.

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| **proeqtis ganxorcielebisTvis saWiro etapebis da Sesyidvebis gegma** |
| **proeqtis ganxorcielebisaTvis aucilebeli RonisZiebebis/etapebis daxasiaTeba** | **Pperiodi** | **gansaxorcielebeli Sesyidvebi** |
| **Dasawyisi** | **dasasruli** | **SesaZeni saqoneli/momsaxureba** | **Rirebuleba (larebSi)** |
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daaxasiaTeT proeqtis warmatebulad ganxorcielebisaTvis saWiro daSvebebi da SesaZlo riskebi, agreTve, riskebis Tavidan asacileblad gasatarebeli zomebi.

daasabuTeT, rom Tqvens mier warmodgenili proeqtis ganxorcieleba, an proeqtis farglebSi dagegmili nebismieri aqtivoba, qmedeba an operacia ar warmoadgens potenciur ekologiur safrTxes garemosaTvis da sruliad Seesabameba saqarTveloSi moqmed garemosdacviT kanonmdeblobas.

* 1. **warmoebis / momsaxurebis ganrigi (2 qula)**

mocemul qveTavSi aRwerili unda iqnas, Tu rogor aris ganawilebuli warmoeba/momsaxureba Tveebis mixedviT, kerZod, ra raodenobis produqcias awarmoebT TviTon (kg, cali, litri da sxva)

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| **weli 201\_\_** |
| **#** | **dasaxeleba** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **sul** |
| 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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qvemoT mocemul cxrilSi aRwereT Tqvens mier sxvebisagan Sesyiduli produqcia (kg, cali, litri da sxva) Tvis ganmavlobaSi

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| **weli 201\_\_** |
| **#** | **dasaxeleba** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **sul** |
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| 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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* 1. **sawarmoo procesis teqnologiuri ruqa (7 qula)**

Tu Tqvens mier SemoTavazebuli sawarmoo procesi mraval moklevadian xSirad ganmeorebad operaciebs gulisxmobs, gTxovT detalurad aRweroT es operacia, gamoyoT ra misi ZiriTadi nabijebi, aCvenoT am nabijebs Soris urTierTkavSiri, miuTiToT warmoebis ra saSualebebi da masalebi gamoiyeneba da gadamuSavdeba yoveli operaciis dros, ra aRWurvilobis Tu iaraRebis gamoyenebiT, vin arian am nabijebSi monawile muSakebi. sasurvelia operacia da misi nabijebi sqematuradac iyos naCvenebi.

gTxovT, am seqciaSi mogviTxroT ra gavlena iqonia kooperaciam sawarmoo procesis gaumjobesebaze (warmoebis moculoba da warmadoba, operaciebis optimizacia da xarjefeqturoba, xarisxis uzrunvelyofa).gTxovT es iyos SesabamisobaSi mogeba-zaralis biujetis xarjviT nawilTan (magaliTad, nedleuli xarji, sawarmoo simZlavris cveTis xarji da sxva).

* 1. **sawarmoo simZlavris daxasiaTeba (2 qula)O**

mocemul qveTavSi detalurad aRwereT, ra saxis sawarmoo simZlavreebs (sasoflo da arasasoflo sameurneo miwa) Senoba, danadgari, sasoflo-sameurneo daniSnulebis teqnika, pirutyvi da sxva) flobT amJamad. Aaqve daakonkreteT, damatebiT ra saxis sawarmoo simZlavreebis SeZenaa saWiro dagegmili Sedegebis misaRwevad da ratom aris aucilebeli maTi SeZena. ganmarteT, Tu sad /visgan SeiZenT /iqiravebT ama Tu im simZlavres.

garda amisa, miuTiTeT, ra saxis licenziebi, nebarTva, patenti da a.S. gesaWiroebaT an gaqvT amJamad da miuTiTeT moqmedebis vada.

gaiTvaliswineT, rom Tqvens mier SemoTavazebuli sawarmoo simZlavreebi SesabamisobaSi unda iyos Tqvens mier dagegmili warmoebuli produqciis moculobasTan.

isaubreT im riskebze, romlebic SesaZloa dakavSirebuli iyos sawarmoo simZlavreebis SeZenasTan da ukve arsebuli simZlavreebis gamarTul muSaobasTan. ganixileT riskebis Semcirebis/aRmofxvris gzebi.

* 1. **nedleuli da momarageba (2 qula)**

mocemul qveTavSi miTiTebuli unda iqnas, Tu ra saxis nedleuls da masalebs iyenebT warmoebaSi. aqve detalurad unda iqnas aRwerili sad, visgan, ra pirobiT/ra fasad xdeba nedleulisSeZena amJamad, rogor xdeba misi mowodeba/transportireba, ra sixSiriT da ra moculobiT yidulobT da sad asawyobebT, rogor moxdeba Senaxva, aRricxva da gacema.

Aaseve miuTiTeT, damatebiT ra saxis nedleulis gamoyenebas gegmavT dafinansebis miRebis SemTxvevaSi. sad, ra fasad, ra sixSiriT da ra moculobiT apirebT mis SeZenas momavalSi, rogor moaxdenT nedleulis transportirebas da dasawyobebas, rogor xdeba aRricxva da gacema.

aRwereT, gegmavs Tu ara jgufi/kooperativi nedleulis da warmoebis saSualebebis erToblivad Sesyidvas da ra sargebels mogiTanT aseTi Sesyidva

isaubreT nedleulis SeZenasTan da momaragebasTan dakavSirebul SesaZlo riskebze (mag. nedleulis fasis zrda da sxv.).

* 1. **momsaxure personali (2 qula)**

mocemul qveTavSi aRwerili unda iqnas, ramdeni adamiania amJamad dasaqmebuli biznesSi, aRniSnuli saqmianobisTvis saWiro ra gamocdilebas da kvalifikacias floben kooperativis wevrebi da daqiravebuli TanamSromlebi da esaWiroebaT Tu ara maT gadamzadeba (profesiuli treningebi da sxv.), rogor aris funqcia-movaleobebi gadanawilebuli maT Soris. miuTiTeT daqiravebul TanamSromelTa xelfasis odenoba. Tu TanamSromlebs sWirdebaT gadamzadeba, aRwereT sad da rogor ganxorcieldeba.

garda amisa, daakonkreteT, damatebiT ramdeni adamianis dasaqmebas gegmavT grantis miRebis Semdeg. esaWiroebaT Tu ara maT gadamzadeba da ra Tanxis gadaxdas gegmavT yovelTviurad xelfasis saxiT (es xarjebic asaxuli unda iyos finansul gaTvlebSi).

* 1. **adgilmdebareoba (2 qula)**

mocemul qveTavSi miTiTebuli unda iqnas biznesis ganxorcielebis adgili, aseve ganmarteT, Tu ratom SeirCa esa Tu is adgili da raSi mdgomareobs misi upiratesoba.

CamoTvaleT dagegmili saqmianobis farglebSi SerCeul adgilTan dakavSirebuli ekologiuri riskebi (wyalSemkreb auzTan, mdinaresTan siaxlove an manZili, narCenebis utilizacia, a.S) da ra gzebiT apirebT am riskebis Semcirebas.

1. **biznesis mdgradoba (6 qula)**

aRwereT, Tqveni biznesis amJamindeli mdgomareoba, ramdenad mdgradiა da ra damatebiT sargebels moutans ბიზნეს გეგმით გათვალისწინებული dafinansebis miReba

rogor warmogidgeniaT biznesis ganviTareba uaxloesi ramdenime wlis ganmavlobaSi da rogor SeZlebT proeqtis farglebSi miRweuli dadebiTi Sedegebis SenarCunebas. aseve miuTiTeT, saWiroebis SemTxvevaSi rogor gegmavT damatebiTi Tanxebis mozidvas.

მომგებიანია თუ არა თქვენი ბიზნესი ამჟამად, თუ არა, რა უშლის ხელს. მიუთითეთ, დამატებითი დაფინანსება რამდენად გაზდის მოგების მარჟას

**finansuri gegma da investiciis Sefaseba (25 qula)**

* 1. **mogeba-zaralis biujeti (5 qula)**

mocemul qveTavSi warmodgenili unda iqnas dafinansebis SemTxvevaSi 2018, 2019, 2020 ww. dagegmili Semosavali, xarji da mogeba (ix.danarTi #2.mogeba-zaralis biujeti).

* 1. **fuladi saxsrebis moZraobis biujeti (5 qula)**

mocemul qveTavSi aRwerili unda iqnas grantis dafinansebis SemTxvevaSi fulis realuri moZraoba biznesSi proeqtis ganxorcielibis ganmavlobaSi yovelwliurad (2018-2020ww). kerZod, fuladi saxsrebis Semodineba da gadineba da maT Soris sxvaoba (ix.danarTi #3. fuladi saxsrebis moZraobis biujeti).

* 1. **balansis bujeti (5 qula)**

dafinansebis SemTxvevaSi,mocemul qveTavSi aRwerili unda iqnas aqtivebis da valdebuleba/kapitalis mdgomareoba, proeqtis mimdinereobis yoveli wlisganmavlobaSi (ix.danarTi #4. balansis biujeti).

* 1. **proeqtis biujeti (5 qula)**

mocemul qveTavSi aRwerili unda iyos, ra saxis da Rirebulebis investiciis ganxorcielebaa saWiro biznesis gansaxorcileblad; miuTiTeT Tqveni Tanamonawileoba proeqtSi rogorc fuladi, ise arafuladi saxiT. daakonkreteT fuladi monawileobisaTvis saWiro Tanxebis warmoSobis wyaro.

gTxovT dawvrilebiT CamoTvaloT da finansurad SeafasoT (lari), grantisa da Tqveni finansuri da arafinansuri TanamonawileobiT gansaxorcielebeli samuSaoebisa Sesyidvebis Rurebuleba. TiToeuli Sesyidva da samuSao SeafaseT Tanxobrivad da miuTiTeT dafinansebis wyaro.

gTxovT, warmogvidginoT dafinansebis momentisaTvis /kooperativis sakredoto istoria, saTanado dokumentaciiT (ix.danarTi #5. proeqtis biujeti).

* 1. **TviTRirebulebis analizi da mogebis norma (5 qula)**

gTxovT, daiangariSoT Tqvens mier warmoebuli produqtis(ebis)/momsaxurebis TviTRirebuleba da miuTiToT TiToeuli maTganisaTvis mogebis norma (marJa)(ix.danarTi #6. proeqtis biujeti).

1. **miRebuli Tanxebis dabrunebis grafiki (5 qula)**

gTxovT warmoadginoT proeqtisgan დამატებით miRebuli Tanxebis ukan dabrunebis grafiki wlebis (Tveebis) mixedviT, biznes gegmis saWiroebebisa da finansuri gaTvlebis gaTvaliswinebiT.

warmodgenil finansur gaTvlebSi da danarTebSi. gaTvaliswinebuli unda iyoს როგორც კოოპერატივსა და პროექტს შორის უკვე არსებული ხელშეკრულებით განსაზღვრული ვალდებულება , ასევე დამატებით მიღებული თანხები.

 **დანართი N 0: განაცხადის ფორმასთან ერთად აუცილებელია წარმოდგენილი იქნას შემდეგი დოკუმენტაცია:**

* კოოპერატივის საერთო კრების ოქმი, სადაც მკაფიოდ იქნება განმარტებული კოოპერატივის მზაობა მონაწილეობა მიიღოს საგრანტო კონკურსში, როგორ ახორციელებს ფულადი თანამონაწილეობისთვის საჭირო თანხების მობილიზებას და რა იქნება თანხის მიღების წყარო. აღნიშნული კრების ოქმი ხელმოწერილი უნდა იყოს კოოპერატივის ყველა წევრის მიერ.
* საგარანტიო წერილი შესაბამისი საფინანსო ინსტიტუტისგან, თუკი კოოპერატივს ფულადი თანამონაწილობის განსახორციელებლად სჭირდება სესხი.
* თანხმობის წერილი რელევანტური ადგილობრივი უწყებებისგან და კერძო პირებისგან, თუკი პროექტის ინვესტიცია გავლენას ახდენს სახელმწიფო ორგანიზაციების ან კოოპერატივის არაწევრი პიროვნებების ინტერესებზე.
* აქტივების კუთნილების დამადასტურებელი დოკუმენტაცია, რომელთა გამოყენება წინა კონკურსში არ იყო მითითებული და არც პროექტის ფარგლებში გადაცემულა კოოპერატივისთვის.

**danarTi N#1 ss kooperativis Semadgenloba**

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| **#** | **saxeli gvari** | **sqesi (qali, kaci)** | **asaki** | **piradi nomeri** | **Tanamde-boba** | **saqmianoba /funqciebi da kvalifi-kacia** | **misamarTi** | **telefoni** | **xelmowera** |
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**danarTi #2. mogeba zaralis biujeti**

mogeba-zaralis biujeti daigegmeba realizaciis dawyebis wlidan momdevno sami wlisaTvis. Tu biznes gegmis mixedviT ar xdeba mogebis miReba proeqtis ganmavlobaSi, aCveneT is wlebic, romlis drosac gegmavT mogebaze gasvlas. (2018-2020წწ)

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| **N#** | **Dდasaxeleba** | **201\_** |
| **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **sul** |
| **1.** | **Semosavali** |
| 1.1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1.2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1.3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | **sul Semosavali (A)** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **2.** | **produqciis warmoebis xarji** |
| 2.1 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2.2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2.3 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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|  | **sul sawarmoo xarji (B)** |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | **mTliani mogeba (C=A-B)** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **3.** | **produqciis realizaciis xarji**  |
| 3.1 | gayidvis xarji  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3.2 | sareklamo RonisZieba  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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|  | **sul produqciis realizaciis xarji (D)** |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | **mogeba dabegvramde (E=C-D)** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **4.** | mogebis gadasaxadi (F) |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | **wminda mogeba: (G=E-F)** |  |  |  |  |  |  |  |  |  |  |  |  |  |

**danarTi #3. fuladi saxsrebis moZraobis biujeti**

fuladi saxsrebis moZraoba daigegmeba realizaciis dawyebidan momdevno sami wlisaTvis (2018-2020წწ)

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| **#** | **dasaxeleba** | **201\_** |
| **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** |
| **1** | **fuli periodis dasawyisSi (A)** |  |  |  |  |  |  |  |  |  |  |  |  |
| **2** | **fuladi saxsrebis Semodineba** |  |  |  |  |  |  |  |  |  |  |  |  |
| 2.1 | ... |  |  |  |  |  |  |  |  |  |  |  |  |
| 2.2 | ... |  |  |  |  |  |  |  |  |  |  |  |  |
|  | **sul fulis Semodineba (B):** |  |  |  |  |  |  |  |  |  |  |  |  |
| **3** | **fuladi saxsrebis gadineba** |  |  |  |  |  |  |  |  |  |  |  |  |
| 3.1 | ... |  |  |  |  |  |  |  |  |  |  |  |  |
| 3.2 | ... |  |  |  |  |  |  |  |  |  |  |  |  |
|  | **sul fulis gadineba (C):** |  |  |  |  |  |  |  |  |  |  |  |  |
| **4** | **fuli periodis bolos (D=A+B-C)** |  |  |  |  |  |  |  |  |  |  |  |  |

**danarTi #4. balansis biujeti/2018-2020ww.**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **N#** | **Dasaxeleba** | **sawyisi** | **2018** | **2019** | **2020** |
| **1** | **Aqtivi** |  |  |  |  |
| **1.1** | **moklevadiani aqtivi** |  |  |  |  |
| 1.1.1 | ... |  |  |  |  |
| 1.1.2 | ... |  |  |  |  |
|  | **sul moklevadiani aqtivi (A):** |  |  |  |  |
| **1.2** | **grZelvadiani aqtivi** |  |  |  |  |
| 1.2.1 |  |  |  |  |  |
| 1.2.2 |  |  |  |  |  |
|  | **sul grZelvadiani aqtivi (B):** |  |  |  |  |
|  | **sul aqtivi (C=A+B):** |  |  |  |  |
| 2 | **valdebuleba da kapitali** |  |  |  |  |
| 2.1 | **moklevadiani valdebuleba** |  |  |  |  |
| 2.1.1 | ... |  |  |  |  |
| 2.1.2 | ... |  |  |  |  |
|  | **sul moklevadiani valdebuleba (D):** |  |  |  |  |
| 2.2 | grZelvadiani valdebuleba |  |  |  |  |
| 2.2.1 | ... |  |  |  |  |
| 2.2.2 | ... |  |  |  |  |
|  | **sul grZelvadiani valdebuleba (E):** |  |  |  |  |
|  | **sul valdebuleba (F=D+E):** |  |  |  |  |
| 2.3 | Kapitali |  |  |  |  |
| 2.3.1 | sapaio fondi |  |  |  |  |
| 2.3.2 | damatebiTi kapitali |  |  |  |  |
| 2.3.3 | savaldebulo sarezervo fondi |  |  |  |  |
| 2.3.4 | samizne fondi |  |  |  |  |
|  | **sul kapitali (G):** |  |  |  |  |
|  | **sul valdebuleba da kapitali (H=F+G):** |  |  |  |  |

**danarTi #5. proeqtis biujeti**

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| # | samuSaoebi da Sesyidvebi | erTeuli | raodenoba | erTeulis fasi (lari) | sul Tanxa (lari) | Tanamona-wileoba fuladi saxiT | fuladi Tanamonawileobis damatebiTi wyaro | Tanamona-wileoba (sxva saxiT) | granti |
| 1 |  |  |  |  |  |  |  |  |  |
| 2 |  |  |  |  |  |  |  |  |  |
| 3 |  |  |  |  |  |  |  |  |  |
| 4 |  |  |  |  |  |  |  |  |  |
| 5 |  |  |  |  |  |  |  |  |  |
| 6 |  |  |  |  |  |  |  |  |  |
| 7 |  |  |  |  |  |  |  |  |  |
| 8 |  |  |  |  |  |  |  |  |  |
| **sul Tanxa (lari)** |  |  |  |  |  |
| **sul procenti** |  |  |  |  |  |

**danarTi 6. TviTRirebulebis analizi da mogebis norma**

|  |  |  |
| --- | --- | --- |
| **#** | **Dasaxeleba** | **sul** |
| **1** | **sawarmoo xarji** |  |
| 1.1 | Nedleuli |  |
| 1.2 | Sroma  |  |
| 1.3 | sawarmoo zednadebi |  |
|  | **sul sawarmoo xarji (A):** |  |
| **2** | **saoperacio xarji** |  |
| 2.1 | gayidvis xarji |  |
| 2.2 | administraciuli xarji |  |
|  | **sul saoperacio xarji (B):** |  |
|  | **sul xarji (C=A+B):** |  |
| **4** | **warmoebis moculoba (D):** |  |
| **5** | **erTeulis TviTRirebuleba (E=C/D):** |  |
| **6** | **sarealizacio fasi (F):** |  |
| **7** | **mogebis norma (G=F-E):** |  |