

# **BUSINESS PLAN FOR TAX WAREHOUSE OF PROPANE-BUTANE GAS LPG**

## **BRIEF DESCRIPTION**

**Subject:** Tax warehouse for propane-butane gas

**Location:** Central Bulgaria, Stara Zagora region. 30 minutes from Trakia highway.

**Area:** 16 acres. Urbanized land. All necessary documents available. The tax warehouse is operational at the moment.

**Description:** Operational tax warehouse for propane-butane gas with a capacity ranging from 2 to 3000 tons. Specific compatibility of tanks for unloading propane-butane gas is 220 tons. Possible unloading capacity of up to 3000 tons at once. Availability of a railway station with the capability to unload 2 railway compositions simultaneously. The base has its own transformer station with provided high power capacities.

**Advantages:** The tax warehouse has access to both railway and road transport. The advantage of not being at a port includes not only avoiding port fees and the slow movement of ships for unloading but also the large area available in our tax warehouse, allowing for maneuverability and simultaneous unloading and loading from both railway crossings and trucks.

**Bonus on sale of the tax warehouse:** The current owner works with customers who purchase gas from the storage facility. Upon completion of a deal, the owner will provide their own customers, who can purchase up to 1000 tons of propane-butane gas per month.

**Additional ideas:** The base can be converted for the following businesses:

1. Providing propane-butane gas through cheap deliveries from Turkey, Greece, Romania, or America. Delivery can be made via railway from the port of Burgas to the tax warehouse or by road transport. Potential customers include gas stations selling propane-butane gas, households using bottled gas (the tax warehouse can fill propane-butane gas bottles), as well as companies using gas for heating and needing the raw material.
2. Conversion of the base to produce electricity using gas-powered turbines. Turbines that use gas to generate electricity need to be purchased. The advantage is that turbines operate 24/7 throughout the year, regardless of bad weather or moments without sunlight, as is the case with photovoltaic power plants.
3. Conversion of the base to produce hydrogen. The necessary equipment can be purchased to produce hydrogen based on electricity and water.
4. If the base is converted to produce electricity from gas, in this case, a lot of heat is generated. The heat can be used for greenhouses that store and grow vegetables and other products.
5. Possibility of installing a photovoltaic power plant to use the energy for one of the above business ideas.
6. The base can be converted for tax storage of light fuels - gasoline and diesel.

# **DETAILED BUSINESS PLAN**

## **I. Introduction**

### **1.1 Project Description**

The project involves an operational tax warehouse for propane-butane gas in the Stara Zagora region, Central Bulgaria, located on 16 acres of urbanized land. The warehouse is currently operational, offering the capacity to store gas ranging from 2 to 3000 tons.

### **1.2 Location and Accessibility**

The location is strategically chosen, 30 minutes from the Trakia highway, providing convenient access for both road and railway transport. The presence of a railway station with the capability to unload 2 railway compositions simultaneously facilitates transportation.

### **1.3 Advantages of the Object**

Large area: Capability for simultaneous unloading and loading of both railway and trucks.

Effective transport: Access to the highway and railway station.

High capacities: Availability of a private transformer station with provided high power capacities.

### **1.4 Bonus on Sale**

Upon completion of a deal, the owner will provide their own customers, who can purchase up to 1000 tons of propane-butane gas per month.

## **II. Market Analysis**

### **2.1 Analysis**

The market analysis indicates a stable demand for propane-butane gas, especially in industrial sectors and households. The object is positioned as a key player in the market. With the availability of cheap raw materials /import of propane-butane gas from abroad/, the object can become a direct competitor on the market and make deliveries to serious buyers in Bulgaria.

### **2.2 Competitiveness**

The advantages of the object, such as access to railway and highway, a large area, and efficient transportation possibilities, make the warehouse competitive in the market.

## **III. Financial Analysis**

### **3.1 Investment Expenditures**

The required investments include maintenance of existing infrastructure, equipment for storage and unloading, as well as marketing and legal expenses.

### **3.2 Projected Profitability**

Profitability forecasts include income from storage and unloading of gas, as well as potential revenues from providing customers upon sale.

## **IV. Operational Plan**

### **4.1 Operational Processes**

The operational plan includes efficient management of storage, unloading, and loading of gas, as well as regular maintenance of the infrastructure.

### **4.2 Risk Management Plan**

Identification of potential risks and development of strategies to minimize their impact on the business.

## **V. Marketing and Advertising**

### **5.1 Branding**

Creation of a strong brand through professional branding and advertising of the unique advantages of the object.

### **5.2 Advertising Campaigns**

Development of advertising campaigns targeting the specific audience to increase visibility and attract new customers.

## **VI. Conclusion**

Establishing a tax warehouse for propane-butane gas in Central Bulgaria provides a unique opportunity for investors. The combination of a strategic location, extensive infrastructure, and a bonus upon sale makes the project highly attractive to potential investors.