

Business Plan for F.A.P Enterprise, LLC

Executive Summary

F.A.P Enterprise, LLC is a veteran-owned, Connecticut-based business specializing in technology procurement and support services, 3D printing and manufacturing, and local delivery logistics. Our mission is to provide innovative, reliable, and customer-focused solutions across multiple industries. Leveraging the diverse skills of our team and a commitment to excellence, we aim to establish ourselves as a trusted partner for clients in Connecticut and beyond.

Key Information:

- Business Name: F.A.P Enterprise, LLC
 - Owner: Frank Poirier (Managing Member)
 - Location: Somers, CT
 - Business Structure: Limited Liability Company (LLC)
 - Target Start Date: 1 January 2025
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Business Description

Overview:

F.A.P Enterprise, LLC operates in three distinct but complementary industries:

1. **Technology Procurement and Support Services:** Sourcing hardware and software solutions for businesses and providing ongoing support to ensure seamless operation.
2. **3D Printing and Manufacturing:** Offering custom 3D printing services and selling manufactured items to businesses and consumers.
3. **Local Delivery Logistics:** Providing transportation of heavy or oversized goods, including palletized items such as gun safes and wood pellets.

Vision Statement:

To be the premier provider of integrated services across technology, manufacturing, and logistics, renowned for quality, innovation, and reliability.

Mission Statement:

To deliver tailored solutions that simplify complexities, enhance productivity, and exceed client expectations.

Market Analysis

Industry Trends:

- **Technology:** Growing demand for IT procurement and support services among small to medium-sized businesses.
- **3D Printing:** Rising adoption of additive manufacturing for prototyping, custom parts, and small-batch production.
- **Logistics:** Increased need for flexible, local delivery solutions driven by e-commerce and specialized freight requirements.

Target Market:

- Small and medium-sized businesses requiring technology solutions.
- Consumers and companies seeking custom 3D printing services.
- Homeowners and businesses needing delivery of heavy or oversized items.

Competitive Advantage:

- Veteran-owned status, which opens doors to specific grants, contracts, and funding opportunities.
 - Diverse service offerings that allow cross-industry synergies and convenience for clients.
 - Personalized, customer-focused approach.
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Organizational Structure

Management:

- **Frank Poirier:** Managing Member, overseeing all operations and strategic decisions.
- **Holly Poirier:** Manager, supporting operational execution and client relations.

Staffing Plan:

- Freelancers and contractors hired on a per-project basis for delivery and specialized manufacturing tasks.
 - One full-time employee to manage day-to-day operations as the business grows.
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Services

Technology Procurement and Support:

- Hardware/software sourcing
- Installation and setup
- Ongoing maintenance and troubleshooting

3D Printing and Manufacturing:

- Custom prototyping and production
- Sale of pre-designed printed items
- Consultation on material selection and design optimization

Local Delivery Logistics:

- Transport of oversized items (e.g., pallets, heavy equipment)
 - Flexible scheduling and affordable rates
 - Last-mile delivery solutions
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Marketing and Sales Strategy

Marketing Plan:

- Build a professional website with detailed service descriptions and client testimonials.
- Utilize social media platforms for targeted advertising and engagement.
- Attend local business expos and community events to network and build brand awareness.
- Partner with local businesses for cross-promotional opportunities.

Sales Plan:

- Offer introductory discounts for first-time clients.
 - Develop long-term contracts with businesses for recurring services.
 - Provide value-added services such as free consultations or bundled offerings.
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Financial Plan

Revenue Streams:

- Technology service fees
- Sales of 3D printed products
- Delivery service charges

Startup Costs:

- LLC registration and filing fees
- Initial equipment purchase (3D printer, delivery vehicle)
- Marketing expenses (website development, advertising)

Projected Revenue:

- Year 1: \$25,000
- Year 2: \$37,500 (+25% over Year 1)
- Year 3: \$50,000 (+25% over Year 2)

Funding Needs:

- Seeking \$200,000 in grants or loans to cover startup costs and initial operations.
 - Allocation of funds:
 - \$125,000 for equipment
 - \$10,000 for marketing
 - \$65,000 for working capital
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Conclusion

F.A.P Enterprise, LLC is positioned for success by addressing the growing needs of technology, manufacturing, and logistics clients in Connecticut. With a strong commitment to quality and customer satisfaction, we aim to achieve sustainable growth and long-term profitability.

Prepared by:

Frank Poirier
Managing Member
F.A.P Enterprise, LLC