# Business Plan For 2024 Korea Youth Entrepreneurship Contest

#### □ General status

Affili	iated school		N	Iinjok Militar	y High Sc	hool	
Start-up item name		Charity crowdfunding platform					
Representative name		Chanseo Mo	Chanseo Moon cell phone 01023987331 email		1	rincey724@gmail.com	
Vice President's Name		Junhyuk Pa	cell phone	01074551003	email	1	ojhkmh06@gmail.com
Instructor's name			cell phone		email		
		Team com	position (exc	luding represe	ntative stu	dent	s)
turn	grade	name	]	Responsible rol	le		note
1	1st grade	Nam Do- yoon	platform development				
2	2nd grade	Lee Yuan		platform design			Database for users, organizations, and ledger Design of user interface corresponding to the database structure Database management on a cloud server
3	1st grade	Minji Park	platform design				
4	1st grade	Junhyuk Park	Platform operation				
5	2nd grade	Eunseo Lee	Platform development				
6	3rd grade (middle school)	Kim Ji-tae	1	Platform operatio	n		

□ Startup item overview (summary)

#### A crowdfunding platform that activates various charity activities, allows anyone to create a charity project, and allows anyone to participate in donations. The idea is to create a funding platform. Entrepreneurshi developing features to find new projects and donate on the platform, and to p item transparently disclose the status of donations and usage details. introduction Our platform will also be created in English so that donors from around the world can gather, and we plan to add features to allow anyone to donate to various donation projects with the goal of a user-friendly UI and low operating costs. Existing donation crowd The funding platform lacked a review of the project, which led to a lack of trust in the project. Therefore, inappropriate use of donations, fraud, etc. were problems. To solve these problems, our platform plans to strengthen trust in the project and ensure transparency by adding a function that reflects the opinions of donors or experts. Differentiation Existing platforms only allowed donations from specific regions and specific fields, but our platform plans to eliminate restrictions on regions and donation project fields to establish a diverse donation culture. We plan to mainly create donation projects by students and provide donation projects in which the general public can participate. In addition, we plan to develop various rewards for donors so that they can feel as rewarded as possible. Crowd to enable easy project creation and various donation methods In addition to funding, we plan to add features such as various campaigns and donation kiosks. · We plan to provide donors with tangible rewards so that they can feel rewarded for their donation and participate more actively. · We plan to promote the donation project in various ways through SNS, school and academy networks, and companies. In addition, we plan to cooperate with volunteer website 1365 to enable volunteer donations in addition to cash or goods. · Celebrities We plan to connect with the fandom to encourage donor interest and provide rewards that donors like. , we plan to make it easy and effective to promote the project by using language, images, and user interfaces that suit us. main customer · Target project and donation funding size (target) and sales strategy Total amount number of contribution number of period projects donors (excluding volunteer work, 1 year) 50 million won ( 100,000 1 year after launch 20 500 won per person )

3 years after launch

5 years after launch

50

100

2000

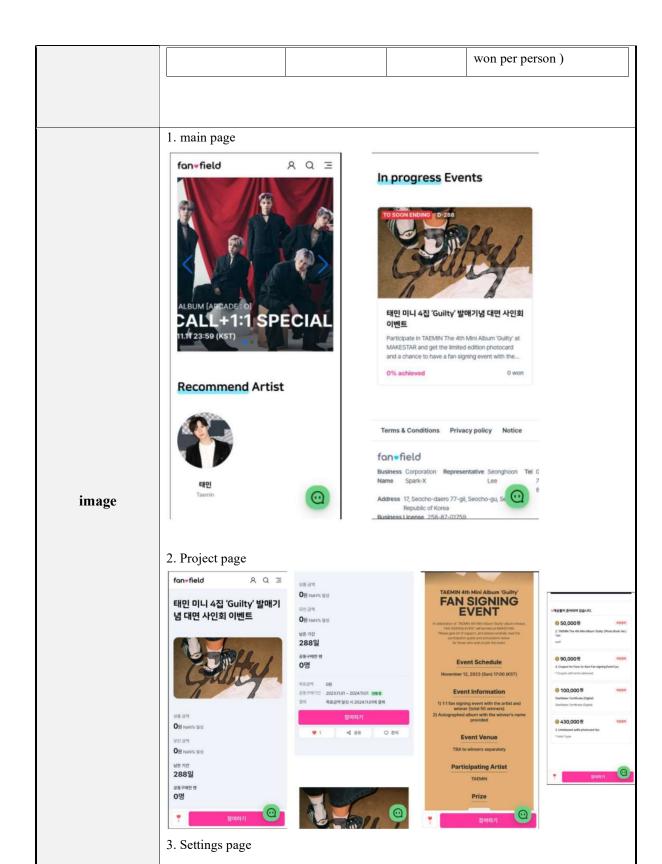
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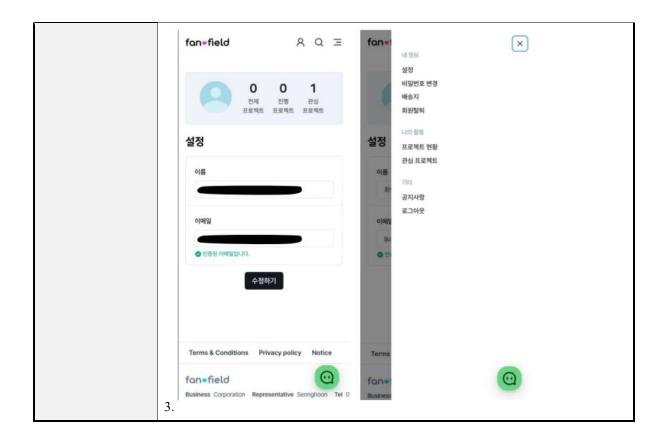
of

300 million won ( 150,000

1.2 billion won ( 200,000

won per person )





#### 1. Problem recognition

## 1-1. Motivation for developing start-up items

- Inactive donation culture
- Korea's donation level is one of the lowest in the world, and the participation rate continues to decrease (https://www.yna.co.kr/view/AKR20230118071200003)
- In the World Donation Index, Korea ranks 88th out of 119 countries in 2022, and the participation rate is 21%. The proportion of private donations to GDP is only 0.75%.
- To solve this problem, it is necessary to spread the donation culture in daily life, and in the World Donation Index in 2022, Korea ranks 88th out

- of 119 countries and the participation rate is 21%.
- In the World Donation Index, Korea ranks 88th out of 119 countries in 2022, with a participation rate of 21%.
- There is insufficient support from national organizations and related associations for youth donation culture, so despite high awareness of donation, there are not many donations from youth.
- Crowd for donations No funding platform
- In foreign countries, there are cradles for donations only, such as Donobox,
   Crowdfunder, Classy, and JustGiving. There is a funding platform, but
   it does not exist yet in Korea, so it needs to be created to revitalize the
   donation culture.
- Unlike these, tangible rewards must be provided to donors to enable continuous and repeated donations.
- A donation culture led by us
- We need to create projects that young people want and be able to make various donations that they want.
- Even if we eliminate the prejudice that donations must only be made in cash, youth should be able to donate to the projects they want by allowing them to donate in a variety of ways, such as talent donation, volunteering, and providing various activities for donations.

#### 1-2 Creating social value of start-up items

- Spreading donation culture
- By creating various donation projects that teenagers want to implement on a daily basis and realizing them through crowdfunding, they can

contribute to society and mature themselves.

- Provides an opportunity to create better projects and put donations into practice by discussing youth donation projects and reflecting experts' opinions.

- By practicing cooperation on donations through various channels such as companies, fandoms, volunteer websites, and government agencies, youth can expand their experience in society and have the experience of independently running projects.

- Provide motivation to spread donation culture throughout society by creating and practicing donation projects among youth

 donation crowd Through the funding platform, practical support is available to organizations and people in need of various types of help.

• We use the platform to create peer groups with similar interests in donation activities and enable various social service activities beyond donations.

## 2. Feasibility

#### 2-1. Development process of start-up items

Setting goals and objectives

- Gather friends to join this project through YEEP and create a club called FanField.

- Set the purpose and goals of this project

• Purpose : Crowd for donations Create and operate a funding

#### platform

target

2024 - Platform launch

2025 - Platform operation, achieving the following goals

period	number of projects	number of donors	Total amount of contribution ( excluding volunteer work , 1 year)
1 year after launch	20	500	50 million won ( 100,000 won per person )
3 years after launch	50	2000	300 million won ( 150,000 won per person )
5 years after launch	100	6000	1.2 billion won ( 200,000 won per person )

- Research existing platforms
- Existing donation crowd Funding platform survey : status , purpose , pros and cons, etc.
- Decide on the functions, purpose, and promotion methods that our platform should have, etc.
- technical research
- Crowd Research on technology, experts, costs, etc. required to create a funding platform
- Discussion and decision on user interface, rewards, etc. desired by users
- User interface design
- Discuss and decide how to create wireframes, layouts, user flows, etc., considering simplicity, accessibility, and responsiveness.

- Decide how to donate
- Think about various ways to donate, such as cash, goods, talent, time, and volunteer work, and discuss and decide how to receive them.
- Opening a project and deciding how to operate it
- Easily open each donation project, review and improve it, and discuss and decide how to promote it effectively.
- Developing rewards for continuous donations
- Consider and decide how to provide donation usage information, sponsorship details, and rewards from sponsoring organizations or individuals so that donors can continue to participate.
- promotion
- Discuss and decide how to promote the platform and donation project
- Platform improvements
- We continuously look for ways to improve the platform through user evaluations and suggestions, and discuss and decide on experts or technologies that will improve it.
- Attracting investment
- Donation Crowd Discuss ways to attract investment to create and operate a funding platform, and discuss and decide how to return profits to investors.

Promotion details	Promotion period	Details
Setting goals and objectives	2024.4. ~ 2024.5.	Promotion schedule, goal setting
Research existing platforms	2024.4. ~ 2024.5.0.	Investigate existing platform pros and cons and profit models
technical research	2024.4. ~ 2024.8.	Investigation into platform creation and operation
User interface design	$2024.6. \sim 2024.8.$	Preparation for platform creation
Decide how to donate		Decide on different ways to donate
Open a project and decide how to operate it	2024.6. ~ 2024.9.	Feature determination for project operators
Developing rewards for continuous donations	2024.6. ~ 2024.10.	Develop rewards for continued participation
promotion	2024.10. ~ continue	Develop platform and project continuous promotion methods
Platform improvements	2024.10. ~ continue	Develop ways to continuously improve the platform based on user suggestions
Attracting investment	2024.8. ∼ continue	Attracting investment funds for platform production and operation

# 2-2. Market and customer analysis of startup items

- Differentiation
- Donation crowd centered on youth funding platform
- Transparent and reliable donation operation through various donation methods
- User interface that teenagers like
- Various donation management methods
- Active suggestions and project openings from users

- celebrity Youth donation participation through fandom connection
- market size
- As of 2020, the total amount of donations in Korea is 14.4 trillion won, individual donations are 9.2 trillion won, and corporate donations are 5.15 trillion won.
- The average donation amount by donors is 1.41 million won, and the average donation amount by companies is 6.2 million won.
- The proportion of private donations to gross domestic product (GDP) is 0.75% as of 2021, and the average ratio of individual and corporate donations is 65% for individuals and 35% for companies.
- Since 2014, total individual donations have exceeded corporate donations.
- The proportion of teenagers with donation experience is high, and they donate in various ways, such as in kind or cash

  ( <a href="https://research.beautifulfund.org/wp-content/uploads/20201224\_060921.pdf">https://research.beautifulfund.org/wp-content/uploads/20201224\_060921.pdf</a>)

# 2-3. Expected obstacles during the startup item development process

- platform development
- Design and function development
  - There is a need for design and diverse development that can attract the attention of teenagers as much as possible without infringing on copyright.
  - Requires development of functions for various donation methods and

#### project operation

- Privacy and Fraud Prevention
- Technology is needed to prevent users' personal information from being leaked.
- Management and supervision procedures are needed to prevent fraudulent projects.
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- Technology is needed to prevent users' personal information from being leaked.
- Management and supervision procedures are needed to prevent fraudulent projects.
- A variety of data management and use methods are needed, including users, donations, and rewards.

#### 3. Growth strategy

#### 3-1. Resources needed to develop start-up items

- human resources
- Professional developers are needed for platform development and improvement
- Experts are needed to operate the platform
- Experts or experienced personnel are needed to help promote the platform and contact each organization .
- How to attract funding

- Funding is needed for platform development and operation.
- Present an appropriate profit model for investors to attract funds
  - Possible profit models: Select an appropriate method from the profit models below to generate profits and return them to investors.

revenue model	Possible profit range
Platform usage	Project creators pay a certain amount per project (3-5% of
fee	the target donation amount )
part of donation	Receive a portion of donations from donors ( 3-5% of
part of donation	donation amount )
Membership	To open a project or make a donation, membership
system	registration is required and a membership fee is charged
operation	( annual fee of 50,000-70,000 won ).
donation	Receive donations from charities, companies, individuals,
donation	etc.
Reward Sales	Sell rewards provided by various projects to the general
Reward Sales	public

#### 3-2. Start-up item sales and promotion strategy

## 3-2-1. sales strategy

- Main customer base
- Project creator: Because it is mainly teenagers, it is promoted through KakaoTalk, Instagram, YouTube, etc., which are mainly used by teenagers, and YEEP Promotion on social media sites where teenagers are mainly active, such as
- Donors: Since the target audience is not only students, but also the general

public and companies, the platform is promoted through KakaoTalk, Instagram, YouTube, as well as Facebook and email.

- Entry period
- After the platform is completed in December, it will be operated on a trial basis for 1-2 months, and the platform will be operated in earnest in mid- February 2005.

#### 3-2-2. promotional strategy

- For youth
- Produce shorts to post on KakaoTalk, Instagram, YouTube, etc.
- Inducing interest in the platform through online surveys
- Attract interest through donation project competitions, etc.
- For the general public, companies, and institutions
- Produce shorts to post on KakaoTalk, Instagram, YouTube, etc.
- Promotion through emails, visits, website suggestions, etc.

#### 4. Team composition

### 4-1. Competencies possessed by club members

#### • Member status

turn	grade	name	Main responsibilities
1	2nd grade	Chanseo Moon	exponent
2	1st grade	Nam Do- yoon	platform development

3	2nd grade	Lee Yuan	platform design (database structure)
4	1st grade	Minji Park	platform design
5	1st grade	Junhyuk Park	Platform operation
6	2nd grade	Eunseo Lee	platform development,
7	3rd grade (middle school)	Kim Ji- tae	Platform operation

# • Member capabilities

turn	grade	name	Key Competencies	
1	2nd grade	Chanseo Moon	Leadership , English skills, public relations, presentation	
2	1st grade	Nam Do- yoon	Coding, ICR technology	
3	2nd grade	Lee Yuan	Database design and management	
4	1st grade	Minji Park	Human interface, SNS activities	
5	1st grade	Junhyuk Park	Understanding and developing English language skills, leadership, and technology	
6	2nd grade	Eunseo Lee	Overall operations, technical understanding and development	
7	3rd grade (middle school)	Kim Ji- tae	Foreign language skills, planning, promotional video production	

#### 4-1. How to resolve conflicts between club members

- The members of the Fanfield club are made up of 3rd-year middle school to 2nd year high school students who became close friends while attending the same academy. Parents know each other well.
- Because we went to different schools, we mainly talked about starting a

- business through Zoom, and met briefly on the weekends. YEEP We exchanged ideas through activities.
- There has never been a time when there were differences of opinion. Chanseo Moon and Junhyuk Park organized various ideas and set a direction for the start-up plan. Everyone is familiar with donations and has a good understanding of the latest technologies such as social media and coding.
- If we have different opinions in the future, we will first listen, write down, organize, and think before sharing our opinions.

# **Club Activity**

#### 1.YEEP activity materials



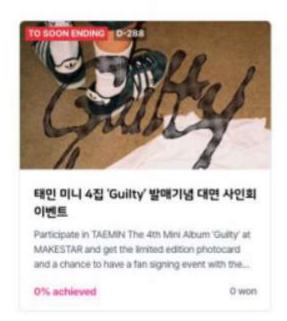


2. Startup item drawing ( platform design draft )

# A Q E



# In progress Events



#### ict



#### 태민

Tanne

정규명병인 만큼 OST인 What's This Feeling 과 지난 미 나 혈업들의 타이돌곡과 한국 혈업들의 타이돌 곡 혈본 버전 이 모두 수록, 한국 정규 1집의 수록과 Drip Drop의 일본 비 전도 수록위없다. 산곡은 ECLIPSE, Into The Rhythin, Under My Skin, Better Man, MARS, HOLY WATER 중 6곡, 태인의 OFF-SICK 근서도의 VCR 영상에 사용되어 부 분격장에도 흡과 노래가 들아 정식 발매를 내렸던, 편을 사 이에서 단 한 중 나오는 가시면 'Sick of It AIT'로 통심되었 던 노래가 ECLIPSE 안 것으로 밝혀졌다.

#### 대표 로고





#### 프로필

2018년 01월	012
SM 엔터테	이먼트
EMI Record	s 재판

#### 태민 멤버 프로필

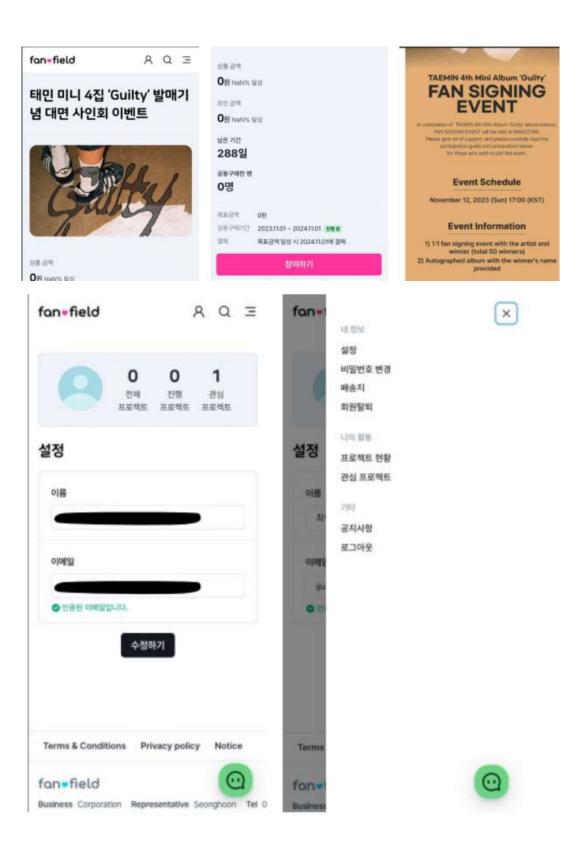


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- 3. Club activity process
- Mission Accomplishment

