

Dated: - 10.02.2014

**Subject: - Revised guidelines for Mega Food Park Scheme effective from 10.02.2014.**

## **1. Background**

- 1.1. Based on extensive feedback and consultations with various stakeholders, the earlier Scheme of Food Parks during the 10th Five Year Plan was revised and reformulated as the Mega Food Parks Scheme (MFPS) during the 11th Five Year Plan. The detailed guidelines for the Scheme were issued on 19.12.2009 on the basis of learning experience over a period of time and for more effective implementation of the Scheme, these guidelines were modified on 17.11.2011 and 01/10/2012.
- 1.2. The Scheme is being implemented by the Ministry to develop Mega Food Parks in the country. Ministry has given “In-principle” approval to 10 MFP projects in the 1<sup>st</sup> phase, and 5 MFP projects in the 2<sup>nd</sup> phase and 25 projects in 3<sup>rd</sup> phase.
- 1.3. The revised Scheme guidelines after incorporating all the modifications approved till date are given below. These guidelines will be applicable to all the projects to be approved under the Scheme, against any fresh Expression of Interest (EoI) floated after 10.02.2014.

## **2. Objectives of the Scheme**

- 2.1. The primary objective of the MFPS is to provide modern infrastructure facilities for the food processing along the value chain from the farm to the market. It will include creation of processing infrastructure near the farm, transportation, logistics and centralized processing centers. The main feature of the Scheme is a cluster based approach. The scheme will be demand-driven, and will facilitate food processing units to meet environmental and safety standards.
- 2.2. The expected outcome is increased realization for farmers, creation of high quality processing infrastructure, reduction in wastage, capacity building of producers and processors and creation of an efficient supply chain along with significant direct and indirect employment generation.

## **3. Salient Features of the Scheme**

- 3.1. The Scheme aims to facilitate the establishment of a strong food processing

industry backed by an efficient supply chain, which would include collection centers, primary processing centers and cold chain infrastructure. The food processing units, under the Scheme, would be located at a Central Processing Centre (CPC) with need based common infrastructure required for processing, packaging, environmental protection systems, quality control labs, trade facilitation centers, etc.

- 3.2. The extent of land required for establishing the CPC is estimated to be between 50-100 acres, though the actual requirement of land would depend upon the business plan of investor(s), which may vary from region to region. CPC would be supported by Primary Processing Centers (PPC) and Collection Centers (CCs) in identified locations based on a techno-feasibility study, adequate to meet the raw material requirements of the CPC. The land required for setting up of PPCs and CCs at various locations would be in addition to land required for setting up the CPC.
- 3.3. It is expected that on an average, each project may have around 30-35 food processing units with a collective investment of around Rs 250 crores that would eventually lead to an annual turnover of about Rs 450-500 crores and creation of direct and indirect employment of about 30,000 persons. However, the actual configuration of the project may vary depending upon the business plan for each Mega Food Park. The aggregate investment in CPC, PPCs and CCs should be proportionate and commensurate to the size of the total project keeping in view the economies of scale.
- 3.4. The spirit of the guidelines of the Mega Food Parks Scheme is to facilitate setting up of only food processing industries. Accordingly, only food processing industries that make food products fit for human/animal consumption may be permitted to be set up in the Mega Food Parks. Packaging facilities of food products as ancillary to the food processing industries may also be allotted land in the Mega Food Parks.

#### **4. Pattern of Assistance**

- 4.1 The Scheme shall provide a capital grant at the rate of 50 percent of the *eligible project cost*\* in general areas and at the rate of 75 percent of eligible project cost in difficult and hilly areas i.e. North East Region including Sikkim, J&K, Himachal Pradesh, Uttarakhand and ITDP notified areas of the States subject to a maximum of Rs.50 crores per project.
  - \* The eligible project cost is defined as total project cost but excluding cost of land, pre-operative expenses and margin money for working capital. However, interest during construction (IDC) as part of preoperative expenses and fee to Project management consultant (PMC) up to 2% of the approved grant would be considered under eligible project cost.
- 4.2 In the interest of expeditious implementation of the projects, the Ministry would engage a Program Management Agency (PMA) to provide management, capacity building, coordination and monitoring support. For meeting the cost of the above and also

other promotional activities by the Ministry, office expenses & travel expenses related to the scheme amounting up to 5% of the overall grant available, will be earmarked.

4.3 The project cost for the purpose of eligibility under this Scheme would consist of the following components:

#### **I. Core Processing Facilities**

4.3.1. **Central Processing Center:** Cost of civil work & equipments for common facilities like testing laboratory, cleaning, grading, sorting and packing facilities, dry warehouses, specialized storage facilities, cold storage including Controlled Atmosphere Chambers, Pressure Ventilators, variable humidity stores, pre-cooling chambers, ripening chambers etc., cold chain infrastructure including reefer vans, packaging unit, irradiation facilities, steam sterilization units, steam generating units, Food incubation cum development centers etc.

4.3.2 **Primary Processing Centers and Farm Proximate Collection Centers:** These shall have components like cleaning, grading, sorting and packing facilities (including equipment), dry warehouses, specialized cold stores including pre-cooling chambers, ripening chambers (including equipment), reefer vans, mobile pre-coolers, mobile collection vans etc.

4.3.3 The above mentioned facilities are only illustrative and the exact nature of facilities may vary from project to project based on specific requirements as appraised by the concerned bank. However, it is desirable to allocate at least 25 percent of the eligible project cost towards creation of above mentioned core processing facilities.

#### **II. Factory buildings**

4.3.4 Depending on demand in the area, the Mega Food Park may provide standard factory sheds for Micro and Small Enterprises (MSEs) which are to be built on a maximum of 10 per cent of the area of CPC as part of plug and play facilities for MSEs.

#### **III. Enabling Basic Infrastructure**

4.3.5 It will include site development including development of industrial plots, boundary wall, roads, drainage, water supply, electricity supply including captive power plant, effluent treatment plant, telecommunication lines, parking bay including traffic management system, weighbridges etc at the PPC and CPC level. However, of the total proposed cost of captive power plant, cost not

exceeding Rs.10 crore shall be considered as eligible project cost for grant assessment. Any additional cost towards setting up of captive power plant would be required to be met exclusively from SPV's contribution through equity and debt. The SPV has to demonstrate a firm plan to ensure good quality and assured power supply to prospective units in the Park.

#### **IV. Non-Core Infrastructure**

4.3.6 It will consist of support infrastructure such as administrative buildings, training center including equipment, trade and display center, crèche, canteen, worker's hostel, offices of service providers, labour rest and recreation facilities, marketing support system, etc. However, the cost of non-core infrastructure facilities not exceeding 10 percent of the eligible project cost, would be eligible for grant purpose.

#### **V. Project Implementation Expenses**

4.3.7 This would include cost of hiring the services of domain consultants by the SPV's for preparation of DPRs, supply chain management, engineering/designing and construction supervision etc.

#### **VI. Land**

4.3.8 At least 50 acres of land for the project shall be arranged by the SPV either by purchase or on lease of at least 25 years. The registered value of such land would be taken as part of the project cost and contribution/share of the SPV. The GoI grant shall not be used for procurement/purchase of land.

### **5. Implementation Process**

#### **5.1. Special Purpose Vehicle (SPV)**

5.1.1. The responsibility of execution, ownership and management of the Mega Food Park would vest with a Special Purpose Vehicle (SPV) registered under the Companies Act. However, State Government/ State Government entities/Cooperatives applying for the project under the scheme will not be required to form a separate SPV.

5.1.2. The Anchor Investor in the SPV holding majority stake, with or without other promoters of the SPV, will be required to set up at least one food processing unit in the park with an investment of not less than Rs. 10 crore. The Anchor Investor will have at least 51% stake in such processing unit(s). However, State Government/ State Govt. entities/ Cooperatives will not be required to set up processing unit(s) in the park.

5.1.3. The Food Processing unit(s) to be set up by the Anchor Investor in the Mega Food Park will be completed and commissioned along with the commissioning of the Mega Food Park project by the SPV.

5.1.4. The preference for sanctioning assistance under the Scheme may be given to those SPVs which focus on processing of wide range of perishable products.

## 5.2 Eligibility criteria for SPV

5.2.1 The main eligibility criteria of the SPVs, which shall act as Implementing Agencies (IAs) of the project under the Scheme, are indicated below:

- i. SPV shall be a body corporate registered under the Companies Act. However, in case of State Government/ State Government entities/Cooperatives implementing the project, registration of a separate SPV under the Companies Act will not be necessary.
- ii. The promoter holding maximum equity in the SPV will be the lead promoter. The lead promoter will be primarily responsible for co-ordination with all stakeholders including with the Ministry of Food Processing Industries to ensure effective implementation of the project.
- iii. The combined net worth of the promoters/proposed shareholders of SPV should not be less than Rs.50.00 crore. Each member in SPV must have a net worth at least 1.5 times of his/her proposed equity contribution in order to ensure requisite contribution for the project from each shareholder.
- iv. The SPV needs to bring in at least 20 percent of the total project cost as equity in general areas and at least 10 percent of the total project cost in difficult and hilly areas i.e. North East Region including Sikkim, J&K, Himachal Pradesh, Uttarakhand and ITDP notified areas of the States.
- v. Central Government agencies becoming shareholders in the SPV, can only hold up to 26 percent of equity in the SPV. However, there will be no such restriction on State Govt./ State Govt. entities/ Cooperatives.
- vi. Every SPV will publish the user charges/hiring rates for common facilities and lease rental rates for plots and factory buildings for MSEs in the Mega Food Park on their websites for wider information of the prospective investors. Rate of plots in the Mega Food Park may also be made available to Ministry of Food Processing Industries and State Government concerned for uploading on their websites. SPVs are not permitted to sell plots/facilities in Mega Food Parks and can only give plots/facilities on lease to other food processing units.
- vii. The common facilities in the park cannot be sold or leased out. They can only be offered to units on rental basis.

5.2.2 As Implementing Agency, the SPV would be responsible for the following:

- i. To formulate the Detailed Project Report (DPR) and execute the project in a transparent, efficient and timely manner.
- ii. To procure/purchase land and ensure external infrastructure linkages for the project.
- iii. To obtain statutory approvals/clearances including environmental clearances, which are prerequisite for commencement and operation of the Project.
- iv. To achieve financial closure and ensure completion of the project.
- v. To own and maintain the common infrastructure including common facilities.
- vi. To receive grant-in-aid under the Scheme, and to ensure its utilization in a transparent and judicious manner.
- vii. To maintain proper accounts of the project implementation and the maintenance of infrastructure and common facilities after commissioning of the project.

### 5.3 **Program Management Agency (PMA)**

5.3.1 The Ministry will appoint a Program Management Agency (PMA) to assist it in implementation of the Scheme. The PMA will be a reputed institution with extensive experience in project development, management, financing and implementation of infrastructure projects.

5.3.2 The envisaged role of PMA is as follows:

- i. To assist the Ministry in organizing workshops/media campaigns aimed at sensitizing the potential stakeholders about the scheme.
- ii. To assist the Ministry in inviting Expression of Interest for projects under the Scheme.
- iii. To assist the Ministry in selection of projects through evaluation/appraisal of techno-feasibility reports and DPRs submitted for Mega Food Park projects. Appraisal of the DPRs will include examination of financial viability and sustainability of Ownership & Management structure of the projects.
- iv. To assist in the evaluation of any amendments to the projects/DPRs.
- v. To assist the SPVs in achieving financial closure and obtaining necessary clearances from various authorities for the Project.
- vi. To assist the Ministry in release of the grant under the Scheme.
- vii. To monitor and report the progress of the Mega Food Park projects to the Ministry.
- viii. To maintain and update the database of the projects on monthly basis in the software decided by the Ministry.

## 5.4 Project Management Consultant (PMC)

5.4.1 In addition to the PMA, for ensuring smooth implementation of projects at ground level, Ministry has drawn up a panel of Project Management Consultants (PMC) with experience in preparation of DPRs for large projects and in project implementation. Any of these Ministry's empanelled agencies may be engaged by the SPVs for preparation of DPRs and for assistance in implementation and the cost of which would be considered as one of the eligible components of the project. However, such cost should not exceed 2% (inclusive of taxes) of the eligible grant amount of the project. The list of agencies empanelled by the Ministry is given at **Annexure-A**.

5.4.2 In addition to assisting SPV in finalising business plan and preparing Detailed Project Report for the project, which would meet the guidelines of the Scheme and requirements of banks/financial institutions providing term loan for the project, the envisaged role of PMC, inter-alia, would be as follows :

- i. Detailed engineering and design including preparation of detailed cost estimates for various project components/facilities,
- ii. Assistance to SPV in preparation of a procurement policy, bid documents and selection and appointment of contractors/equipment suppliers in a transparent manner, for project construction and supply of plant and machinery,
- iii. Monitoring and overseeing the work output of the contractors/equipment suppliers in compliance of the terms and conditions of the contracts/appointments with the objective of ensuring quality, completeness and compatibility of the work carried out in relation to the Project,
- iv. Assistance to SPV in preparing all necessary documentation for submission to Ministry in order to facilitate release of funds sanctioned under Scheme
- v. Assistance to SPV in submission of Monthly Progress Reports to Ministry in prescribed format.

5.4.3 SPV would enter into an agreement with PMC as per Draft Agreement prepared by the Ministry and any change in PMC later needs to be approved by the Ministry.

5.4.4 While PMC would be working primarily with SPV for smooth implementation of the project, the Ministry may, if required, directly seek reports from PMC on the aspects of project implementation.

## 5.5 Expression of Interest

5.5.1 In response to the notice inviting Expression of Interest (EoI) by Ministry for

selection of Projects, a proposal for the proposed Mega Food Park will be submitted by the promoters/SPV. An illustrative list of points to be covered in the proposal along with EoI is provided at **Annexure- B**. The proposal will be evaluated by the Ministry through the PMA, as per illustrative criteria given at **Annexure- C**.

5.5.2 The proposal would have tentatively identified the locations of the CPC and PPCs, availability of land, potential investors for food processing units in the park, proposed level of investment including the estimated project cost and the proposed means of finance, the number and type of food processing units, and requisite backward and forward linkages. The proposals having ownership and possession of suitable land with Change in Land Use (CLU) for the project will be given preference.

## 5.6 In-Principle Approval

5.6.1 The proposal submitted in response to the EoI will be evaluated by the Program Management Agency (PMA). The applicants will be invited to make a presentation of their proposals before the Technical Committee (TC).

5.6.2 The PMA will undertake evaluation on a scale of 100 points on the basis of EoI proposals while the TC will undertake independent evaluation on a scale of 50 points on the basis of the presentation made by the applicants. The final evaluation report along with the recommendations of the TC will be placed before the Inter-Ministerial Approval Committee (IMAC) for consideration of “In-Principle Approval” to the projects. The evaluation criteria for PMA & TC are placed at **Annexure- D** and **E** respectively. Recommendation of the IMAC will be placed before the Minister for approval.

5.6.3 If the SPVs fail to submit the requisite DPRs along with other documents needed for Final Approval, within 6 months from the date of issue of “In-Principle Approval”, the “In-Principle Approval” will be automatically cancelled, unless extension of time is granted by the Ministry.

## 5.7 Final Approval

5.7.1 Project will be accorded Final Approval on fulfillment of the following conditions:

- i. Submission of Detailed Project Report (DPR) consisting of technical, commercial, financial and management aspect of the project and its appraisal/recommendations of the PMA and Technical Committee. The DPR should include cluster analysis depicting availability of raw materials, legible contour survey report and contour plan/maps of the proposed land, site analysis for element like soil analysis, flood history, onsite features etc. for realistic cost estimate of land development and construction, detailed master



plan along with sectional drawings and building plan with legends giving clear picture/title of drawings and other relevant details, construction cost certified by Chartered Engineer, cost of plant and equipment backed with quotations from equipment and machinery suppliers etc. and its appraisal/recommendations of PMA and Technical Committee.

- ii. Submission of proof for possession of at least 50 acres of contiguous land by the SPV for the CPC. The land should have permission for change of land use for industrial /infrastructure purposes.
- iii. Submission of proof for incorporation of SPV and execution of Share Subscription Agreement (SSA) amongst the members of SPV, as per draft SSA to be given by the Ministry.
- iv. Plan to fund the project duly supported by proposed equity contribution clearly suggesting respective cash contribution from each of the shareholders in proportion to their equity holding and sanction letter of term loan from the bank along with bank appraisal report.
- v. Proof of appointment of Project Management Consultant (PMC). The PMC for the project should be selected from the agencies empanelled by the Ministry.

## **6. Technical Committee and Project Inter Ministerial Approval Committee:**

6.1 Technical Committee headed by the Additional/Joint Secretary (MoFPI) would scrutinize the proposals and Detailed Project Reports along with the appraisal notes of PMA, and provide its recommendations to the Inter-Ministerial Approval Committee. The other members of the Technical Committee shall be as follows:

- i. Representative from the Ministry of Agriculture
- ii. Representative of APEDA
- iii. Representative of ICAR
- iv. Representative of the concerned State Government
- v. Director (Finance), MFPI
- vi. Director, MFPI- Convener

6.2 The Inter-Ministerial Approval Committee (IMAC), headed by Secretary/ Additional Secretary (MoFPI) would recommend to Minister for grant of “In-Principle” and “Final Approvals” to the projects. The IMAC will also monitor the implementation of the projects sanctioned under the Scheme. The members of the Committee shall be as follows:

- i. Additional Secretary/Joint Secretary & Financial Advisor, MoFPI
- ii. Advisor (Industry), Planning Commission

- iii. Joint Secretary, Ministry of Agriculture
- iv. Joint Secretary (PF-II), Department of Expenditure
- v. Joint Secretary, MFPI
- vi. Representative, APEDA
- vii. Representative, MPEDA
- viii. Director – MFPI - Member Secretary
- ix. Representative of the respective State Governments where the projects are located.

## **7. Role of State Government**

7.1 The role of the State Government is envisaged in the following areas:

- i. Providing assistance to SPVs in procurement/purchase of suitable land.
- ii. Providing all the requisite statutory clearances including permission for sub-leasing of land by SPV, wherever needed, for setting up the MFP and its components thereof and providing the necessary assistance for Power, Water, approach roads and other external infrastructure to the project
- iii. Providing flexible and conducive labour environment and consider special facilities like exemption of stamp duty, VAT/Sales Tax exemption etc. for the MFP and the units located in the MFP.
- iv. Monitor the implementation of project through State Mission on Food Processing.
- v. Nominates a suitable officer to be appointed as Ministry's nominee Director in the SPV.

7.2 Providing a fast track single window agency to facilitate clearances and permissions required for the project

## **8. Dovetailing of Assistance and Revisions in Project Cost**

8.1 Considering the complexities and challenges associated with a supply chain linked agricultural infrastructure projects of this nature, the SPV may dovetail assistance available under various other schemes of Central and State Governments, which would improve the viability of the projects. While dovetailing such assistance, it will be ensured that there is no duplication of assistance for the same component/activity of the project.

8.2 The revision in project cost after final approval of the project shall be considered by the IMAC.

## **9. Release of Funds**

9.1 Once the project is accorded Final Approval by the Inter-Ministerial Approval

Committee (IMAC), the grant will be released by the Ministry subject to fulfillment of conditions prescribed for each installment as below:

9.1.1 First Installment of 30 percent of total grant under the Scheme will be released subject to fulfillment of following criteria:

- i. Establishment of Trust and Retention Account and signing of the TRA Agreement with any Schedule - A Commercial Bank and Regional Rural Banks (RRB). Draft TRA Agreement, clearly giving mode of account operation and duties/responsibilities of lending bank, SPV and PMC, would be shared by the Ministry with SPV.
- ii. Appointment of Ministry's Nominee Director on the Board of the SPV. Representative of State Government will be appointed as a nominee of the Ministry. Tenure of the Ministry nominee will be co-terminus to the operationalization of the project.
- iii. Proof of increase in authorized capital of SPV to allow stipulated equity contribution as per approved means of finance for the project.
- iv. Expenditure certificate from Chartered Accountant confirming expenditure of at least 10 percent of the eligible project cost.
- v. Award of contracts worth at least equivalent to 30 percent of total project cost including at least 20 percent of approved components of basic enabling infrastructure.
- vi. Recommendation of PMA confirming the fulfillment of above conditions.

9.1.2 Second Installment representing 30 percent of approved grant assistance will be released to SPV subject to fulfillment of following criteria:

- i. Utilization Certificate for the 1st installment.
- ii. Proof of proportionate expenditure by SPV (including term loan and equity) of the eligible project cost equivalent to percentage of grant released as 1st installment.
- iii. Proof of proportionate contribution by SPV (including term loan and equity) in TRA account, of the eligible project cost equivalent to percentage of grant to be released as 2nd installment.
- iv. Submission of documents in lieu of proof of possession of land for all PPCs along with construction schedule.
- v. Proof of commencement of construction of Standard Design Factory sheds for SMEs.
- vi. Recommendation of PMA confirming the fulfillment of above conditions.

9.1.3 Third Installment representing 20 percent of approved grant assistance will be released to SPV subject to fulfillment of following criteria:

- i. Utilization Certificate for the grant released as 2nd installment.

- ii. Proof of proportionate expenditure by SPV (including term loan and equity) of the eligible project cost equivalent to grant released as 2nd installment.
- iii. Proof of proportionate contribution by SPV (including term loan and equity) in TRA account, of the eligible project cost equivalent to percentage of grant to be released as 3rd installment.
- iv. Certificate from PMC confirming completion of at least 40 percent of construction of PPCs and proof of expenditure of at least 40 percent of the total proposed cost for PPCs as per approved DPR
- v. Certificate from PMC confirming completion of at least 50 per cent construction of Standard Design Factory sheds for SMEs
- vi. Proof of allotment of at least 25 per cent of total allotable plots.
- vii. Recommendation of PMA confirming the fulfillment of above conditions.

9.1.4 Fourth and final Installment representing 20 percent of approved grant assistance will be released to SPV subject to successful completion of project and commencement of operations. The criteria for completion of project are as follows:

- i. Utilization Certificate for the grant released as 3rd installment.
- ii. Proof of expenditure of 100% envisaged contribution of SPV including term loan and equity on the approved project components.
- iii. Certificate from PMC confirming completion of the project as per approval.
- iv. Proof of allotment of at least 75 percent of total allotable plots and commencement of operations in at least 25 percent of the units.
- v. Completion and Commissioning of the Processing unit (s) of the Anchor Investor in the Park.
- vi. Recommendation of PMA confirming the fulfillment of above conditions.

9.2 Separate bank account as stipulated in Trust & Retention Account (TRA) Agreement shall be kept by the SPV for the funds released by Government of India.

9.3 In the event of any SPV withdrawing from executing a project before utilizing the Government assistance, the SPV has to immediately return the Government assistance together with the interest accrued thereon, in accordance with provision laid under GFR 19 of Government of India.

9.4 SPV shall have to submit a Utilization Certificate (UC) for utilization of amount of grant released by the Ministry as per provisions of General Financial Rules. A format of the Utilization Certificate (UC) is given as per **Annexure-F**

## 10. Time Schedule

- 10.1 The time schedule for completion and operationalization of project will be 30 months from the date of release of 1<sup>st</sup> installment unless extended by IMAC for the reasons to be recorded.
- 10.2 The SPV shall make all possible efforts to complete the projects as per the stipulated timelines committed to while seeking approval for the project. In case of non-adherence to stipulated timeline, except in case of force de majeure or reasons beyond the control of SPV, the IMAC may consider imposing appropriate penalty in terms of reducing the grant amount, on case to case basis.

## **11 Project Monitoring and Evaluation**

The Ministry will periodically review the progress of the projects under the Scheme. The PMA would devise a suitable project monitoring system and shall furnish monthly reports/returns to the Ministry on the progress of the approved projects. In so far as interpretation of any of the provisions of these Guidelines is concerned, the decision of the IMAC shall be final.

**Annexure-A****List of the empanelled Project Management Consultants (PMC) for Mega Food Parks Scheme**

<b>S. No.</b>	<b>Name and Address of PMC</b>	<b>Contact Person</b>	<b>Contact Details and Email</b>
1	Andhra Pradesh Industrial Technical Consultancy Organization Ltd., Parisrama Bhavan, 8th Floor, Basheerbagh, Hyderabad-500004	Mr. Srinivasa Rao, M.D. Mr. Raghunadh Raju	23237333/23237981/ 23243611 <a href="mailto:Hyd1_apitco@sancharnet.in">Hyd1_apitco@sancharnet.in</a>
2	D.T. Rathi & Co. Chartered Accountants, "Laxmi-Anand", Gandhi Putla SQ., Behind Renuka Mata Mandir, Central Avenue, Nagpur	Mr. D.T. Rathi, Proprietor	9372730210 <a href="mailto:dtrathi@dataone.in">dtrathi@dataone.in</a>
3	Feedback Ventures Pvt. Ltd., Feedback House, 7 Local Shopping Center, Panchsheel Park, New Delhi-17.	Mr. Akhileshwar Sahay, President	42007508 <a href="mailto:akhileshwar@feedbackventures.com">akhileshwar@feedbackventures.com</a>
4	ICICI Winfra, 2B Gorky Terrace, Kolkata-700017	Dr. Debasis Sengupta, M.D.	033-22808909 <a href="mailto:iwin@icicibank.com">iwin@icicibank.com</a>
5	IL&FS Cluster Development Initiatives Ltd., 2nd and 3rd Floor, NTBCL Building, Toll Plaza, DND Flyway, Noida- 201301 U.P.	Ravi Ranjan Mishra, Vice President	Phone: +91-11-4600 2207, <a href="mailto:ravi.mishra@ilfsindia.com">ravi.mishra@ilfsindia.com</a>
6	Magus Consulting Pvt. Ltd. 5th Floor, Next to Railway Station, Ghatkoper(E), Mumbai-400077	Mr. Mayur Suchak, MD	9821038925, 022-67254702 <a href="mailto:mayursuchak@magusconsulting.biz">mayursuchak@magusconsulting.biz</a>
7	MITCON Consulting Services, Kubera Chambers, 1 <sup>st</sup> Floor, Dr. Rajendra Prasad Path, Shivaji Nagar, Pune- 411005	Dr. Pradeep Bavadekar, M.D.	020-25533309 <a href="mailto:drbavadekar@yahoo.com">drbavadekar@yahoo.com</a>
8	Mott MacDonald A-20, Sector-2, Noida-201301 Uttar Pradesh	Mr. S.S. Acharya, Divisional Manager	9312601890 <a href="mailto:ss.acharya@mottmac_india.com">ss.acharya@mottmac_india.com</a>
9	Rabo Bank, Rabo India Finance Ltd., Forbes Building, 2nd Floor, Charanjeet Rai Marg, Fort, Mumbai-400001.		022-22034567 <a href="mailto:rabobank@bom3vsnel.net.in">rabobank@bom3vsnel.net.in</a>
10	SREI Infrastructure Finance Ltd., Infrastructure Advisory Group Vishwakarma 86C, Topsia Road (South), Kolkata-700046	Mr. Saugata Maitra, Vice President- Infrastructure Advisory	(91 9830070624) 03339873861 <a href="mailto:advisory@srei.com">advisory@srei.com</a>
11	Technopak Advisors Pvt. Ltd., 4th Floor, Tower-A DLF Building B, DLF Cyber City, Phase-II, Gurgaon-1222002	Ms. Pratichee Kapoor Vice President	9910044086/9910502350 <a href="mailto:pratichee.kapoor@technopark.com">pratichee.kapoor@technopark.com</a>

12	UP Industrial Consultants Ltd., 5th Floor, Kabir Bhawan, G.T. Road, Kanpur-208002	Mr. A. K. Bhatnagar, M.D	0512-2219969 <a href="mailto:headoffice@upico.com">headoffice@upico.com</a>
13	Yes Bank, 7th Floor, Tower B, Building 8, DLF Cyber City, Gurgaon-122002	Mr. Girish Aivalli, Senior Vice President	9818141779, <a href="mailto:merchantbanking@yesbank.in">merchantbanking@yesbank.in</a>
14	Grant Thornton Advisory Pvt. Ltd, New Delhi 21 <sup>st</sup> Floor, DLF Square, Jacaranda Marg, DLF Phase- II, Gurgaon – 122 002	Shri Kunal Sood, Associate Director	9971199600 <a href="mailto:kunal.sood@in.gt.com">kunal.sood@in.gt.com</a>
15	Norr Advisors, Gurgaon SF-10, Second Floor, NIHO Scottish Mall, Sohna Road, Gurgaon-122005	Shari Ranjan Sinha, CEO	Tel No. 0124-2230150, Fax No. 0124-4308660 Mob. 9811431826 Email: <a href="mailto:ranjan.sinha@norradvisors.com">ranjan.sinha@norradvisors.com</a>
16	NABARD Consulting Services, Mumbai Plot No., C-24, G Block, 3 <sup>rd</sup> Floor, C-Wing Bandra Kurla Complex, Bandra (East) Mumbai	Shri M. K. Mudgal, CEO	022 ——— 26530037, ——— Mob. 09619105116, Fax. No.022 26520199., Email: <a href="mailto:nabcons@nabard.org">nabcons@nabard.org</a> , <a href="mailto:nabconsbo@gmail.com">nabconsbo@gmail.com</a>
17	Global Agri System Pvt. Ltd., New Delhi K-13A, Hauz Khas Enclave, New Delhi-16	Veerender S. Thakur, GM	Ph. 01146360000/34 Fax: 01126568510 Mob: 9810844020 Email: <a href="mailto:vthakur@globalagri.com">vthakur@globalagri.com</a>
18	Abhyuday Project Management Consultants, Ahmedabad 211-212, 2 <sup>nd</sup> Floor, Patel Avenue, Near Gurudwara, S.G. Highway, Theleji, Ahmedabad 380 054, Gujarat	Shri Dhaval Raval, MD	Ph. 079 26856759, Fax. 2762 244773, Mob. 09904144773, Email: <a href="mailto:info@abhyudayprojects.com">info@abhyudayprojects.com</a> , <a href="mailto:dhavalrvl@yahoo.co.in">dhavalrvl@yahoo.co.in</a>
19	Price Water House Cooper, Gurgaon 17 <sup>th</sup> Floor, Building 10C, DLF Cyber City, Phase II, Gurgaon-122002	Shri Sambitosh Mohapatra, Executive Director	Tel No. 0124-3306008, Fax: 0124-3306999 Mob No. 9899002871 Email id: <a href="mailto:ajay.kakra@in.pwc.com">ajay.kakra@in.pwc.com</a>
20	SNC-Lavalin Engineering & Technology Pvt. Ltd, Mumbai. Mirchandani Business Park, 6 <sup>th</sup> Floor, Sakinaki, Andheri (E), Mumbai – 400072	Shri N. T. Balraj, MD	Ph: 022-67207003, 9820336422, Fax: ——— 022-67207099— Email: <a href="mailto:balraj.nt@snclavalin.com">balraj.nt@snclavalin.com</a>
21	Tandon Urban Solutions Pvt. Ltd., Mumbai 701, Harbajan, Kalina, Santacruz East, Mumbai-98	Shri Amit Kumar Rajhans, Manager, Marketing	Ph No. 022-26655335, Mob No. 9867687797, Fax No. 26655335, Email id: <a href="mailto:tandonandassociates@gmail.com">tandonandassociates@gmail.com</a>

**The list of the Points / Information to be covered in the EoIs / Proposals**

(The objective of this Checklist is to facilitate the potential promoters to submit the proposal covering the salient features of the proposed Project, to enable the assessment of the project against the criterion as listed in Annexure B)

**1. Profiles of the Promoters who will be the key shareholders of the Proposed SPV**

- 1.1. Names and brief profiles of the proposed promoters/shareholders of SPV along with their contact details.
- 1.2. Indicate the nature and location of existing operations of the Promoters.
- 1.3. Audited balance sheets for last 3 years or Chartered Accountant (CA) Certificates that would establish the net worth of each of the promoters. In case of companies, CA certificates need to be certified by their statutory auditors.
- 1.4. Experience of the key promoters related to food processing industry and related infrastructure development, particularly the relative strengths of each of the promoters that will help in the smooth execution of MFP.
- 1.5. A brief note as to why the promoters are keen to undertake the Mega Food Park project, their vision etc.
- 1.6. In case the SPV is already registered, the details of the SPV including shareholding pattern.
- 1.7. Any other relevant information that would establish the credentials and suitability of the promoters in the context of the Scheme.

**2. Profile of the Proposed Project**

- 2.1. Rationale for proposed cluster/location in terms of availability of agricultural produces and marketable surplus, with focus on perishable produces.
- 2.2. Proposed Area and availability of requisite land for establishment of central processing center(CPC), primary processing centers (PPCs) and collection centers (CCs) along with tentative layout of the CPC and a typical PPC/ CC.
- 2.3. In case of CPC, selection of site needs to be justified in terms of connectivity and availability of basic infrastructure including power, water, approach road etc.
- 2.4. In case of land being available with promoter(s), proof of possession of land in form of sale deed/lease deed (CLU if applicable).
- 2.5. Details of the proposed core processing facilities (both at CPC and PPCs) and rationale for their selection in terms of availability of raw materials/market and type of food processing units being targeted.
- 2.6. Details of proposed enabling basic infrastructure including requirements of basic utilities



like power, water, effluent treatment (both at CPC and PPCs) along with rationale in terms of overall business plan

- 2.7. Details of proposed non-core infrastructure (both at CPC and PPCs) and their justification
- 2.8. Above details for various project components should include area required, estimated capacities and costs for various facilities
- 2.9. Proposed strategy/methodology for building supply chain to ensure supply of raw materials, particularly fruits and vegetables, to the food processing units inside CPC, including estimated quantities
- 2.10. Proof of backward and forward linkages in terms of letters of intent from farmers' bodies and food processors respectively
- 2.11. Estimated turnover of the proposed food processing industry units covered in the project, after successful execution of the project
- 2.12. Estimated employment generation out of implementation of the project, and other impact on the industry and farm produce in the project area
- 2.13. Investment details, mix of the products and processes and area requirement of the processing unit(s) to be set up by the Anchor Investor in the park.
- 2.14. Any other related information.

### **3. Project Financials and Business Plan**

- 3.1. Summary of estimated cost of each of the eligible components of the project for funding by Government as outlined in the Scheme
- 3.2. Proposed means of finance to fund the project: equity, debt etc
- 3.3. The amount of grant support needed for the project, as per the Scheme
- 3.4. Tie-ups with Financial Institutions/Banks, if any, for funding of the Project
- 3.5. Proposed Business Plan –Estimated revenue sources and assumptions, Estimated operating costs and assumptions, Projected profit and loss statements, balance sheets and cash flows based on these assumptions
- 3.6. Key financial indicators such as IRR, DSCR based on above financial assumptions

**Illustrative Criterion for Assessment/ Evaluation of EoIs/ Proposals**

<b>Criteria for Evaluation of Proposals/EoIs by Programme Management Agency ( PMA)</b>		
<b>Sl.No.</b>	<b>Criteria</b>	<b>Maximum Score</b>
<b>1</b>	<b>Viability of the Cluster</b>	<b>15</b>
1a	Adequate volume of raw materials/days of operation in a year	5
1aa	200 to 250 days	2
1ab	251 to 300 days	3
1ac	More than 300 days	5
1b	Mix/variety of raw materials	5
1ba	5 to 10 crops	3
1bb	More than 10 crops	5
1c	Agreement/arrangements of raw materials	5
1ca	Absence of backward linkages (strategy/proof not given)	0
1cb	Proposed backward linkages (Copy of MoU/Agreements provided)	3
1cc	Existing backward linkages in the proposed cluster (Copy of MoU/Agreements provided)	5
<b>2</b>	<b>Proposed Investment in Core Processing Facilities</b>	<b>10</b>
2a	Up to Rs. 50 Crores	5
2b	Rs. 50 Crores to Rs. 100 Crores	8
2c	More than Rs. 100 Crores	10
<b>3</b>	<b>Possession of appropriate land</b>	<b>25</b>
3a	Land identified, but not acquired	0
3b	Agreement to Sale/Purchase of more than 50 acres of Land	5
3c	More than 50 acres of land available with one or more promoters	10
3d	Allotment letter from State Govt. Agencies to the SPV or its member(s)	15
3e	Complete title and possession of more than 50 acres of land in the name of SPV	20
3f	Complete title and possession of more than 50 acres of land in the name of SPV along with CLU	25
<b>4</b>	<b>Investment by Anchor Investor in Food Processing Unit(s)</b>	<b>10</b>
4a	Up to Rs 10 crore	0
4b	Rs 15 crore or more	5

4c	Rs 20 crore or more	10
<b>5</b>	<b>Cumulative Net Worth of Promoters/Shareholder of the SPV</b>	<b>20</b>
5a	Rs. 50 Cr to Rs. 100 Cr	5
5b	Rs. 101 to 150 Cr	10
5c	Rs. 151 to 200 Cr	15
5d	More than Rs. 200 Cr	20
<b>6</b>	<b>Focus on perishables in Core Processing facilities at CPC and PPCs</b>	<b>10</b>
6a	Less than 30 percent of total investment in Core Processing facilities	0
6b	30 to 50 percent of total investment in Core Processing facilities	5
6c	50 percent or more of total investment in Core Processing facilities	10
<b>7</b>	<b>Investment in PPCs as percentage of total eligible Project cost</b>	<b>10</b>
7a	Less than 10 percent	0
7b	10 percent and more	5
7c	20 percent and more	10
<b>Total Points</b>		<b>100</b>

**Annexure-D**

<b>Criteria for Evaluation of Technical Presentation by Technical Committee (TC)</b>		
<b>S.No.</b>	<b>Criteria</b>	<b>Maximum Score</b>
1.	Details of Promoters and their total Net worth	10
2.	Details of Land & its Location	10
3.	Viability of Cluster and Linkages	10
4.	Proposed Revenue Model	10
5.	Proposed Investment	5
6.	Special Strength & USP of Proposal	5
	<b>Total Score</b>	<b>50</b>

