

F. No. M-15/1/2018 - MFP Division  
Govt. of India  
Ministry of Food Processing Industries  
Panchsheel Bhawan, August Kranti Marg,  
New Delhi -110049

Dated 05/11/2018

**Subject: Operational Guidelines for the Scheme "Operation Greens".**

Government of Indian (GOI) has approved a new Central Sector Scheme - "Operation Greens" - A scheme for integrated development of Tomato, Onion and Potato (TOP) value chain, with a budgetary allocation of Rs. 500 crore spread over 2018-19 and 2019-20 with allocation of Rs. 200 crore and Rs. 300 crore respectively, to be implemented by ministry of Food Processing Industries (MoFPI). After detailed interaction with the stakeholders, the operational guidelines for implementation of the Scheme "Operation Greens" have been formulated.

2. The operational guidelines for the Scheme "Operation Greens" are attached for the information of all the stakeholders and public at large. These operational guidelines will be applicable to the proposal to be invited by this Ministry in future under this Scheme.

  
(Shyam Sundar Agrawal)

Dy. Director

Tel No. 011-2640 6545

Email: ssagrawal.icoas@gov.in

**Guidelines for the Scheme for “Operation Greens” -  
A scheme for integrated development of Tomato,  
Onion and Potato (TOP) value chain as on 5<sup>th</sup>  
November, 2018**



सत्यमेव जयते

**Government of India**

**MINISTRY OF FOOD PROCESSING INDUSTRIES**

**Panchsheel Bhawan, August Kranti Marg, New Delhi- 110049**

**1. Scheme:**

In the budget speech of Union Budget 2018-19, a new Scheme "Operation Greens" was announced on the line of "Operation Flood", with an outlay of Rs.500 crore to promote Farmer Producers Organizations (FPOs #), agri-logistics, processing facilities and professional management. Accordingly, the Ministry has formulated a scheme for integrated development of Tomato, Onion and Potato (TOP) value chain.

# FPO is a body registered and administered by farmers and organisation must be focussed on activities in agriculture and allied sectors. FPO may register either under the Companies Act or under the various central and state cooperative society laws (*Dept. of Agriculture and Cooperation, Govt of India*).

**2. Objectives:**

Major objectives of "Operation Greens" are given below:

- i. Enhancing value realisation of TOP farmers by targeted interventions to strengthen TOP production clusters and their FPOs, and linking/connecting them with the market.
- ii. Price stabilisation for producers and consumers by proper production planning in the TOP clusters and introduction of dual use varieties through convergence with the scheme implemented by Mission for Integrated Development of Horticulture (MIDH) and State Governments.
- iii. Reduction in post-harvest losses by creation of farm gate infrastructure, development of suitable agri-logistics, creation of appropriate storage capacity linking consumption centres.
- iv. Increase in food processing capacities and value addition in TOP value chain by creating firm linkages with production clusters.
- v. Setting up of a market intelligence network to collect and collate real time data on demand and supply and price on regional and seasonal basis to moderate and check localised gluts of TOP crops.

**3. Strategies:**

The scheme will have two-pronged strategy of Price stabilisation measures (for short term) and Integrated value chain development projects (for long term).



**3.1 Price Stabilisation Measures**

- i. During the glut situation, when the prices fall below preceding 3-years average market price at the time of harvest, evacuation of surplus production from producing area to consumption centres will be undertaken.
- ii. A dedicated agency will be put in place for market intelligence, demand forecast, advisory to farmers on future prices, etc. relating to TOP crops. Based on this market intelligence, the following objectives will be met:
  - a) Monitoring of supply scenario for timely market intervention
  - b) Advisory to farmers to avoid cyclical production
  - c) Early warning system
  - d) Rapid response forum (e.g., for quick movement of produce from glut area)
  - e) Export - import decision making

**3.2 Integrated value chain development projects**

- i. Pilot projects will be implemented in selected 3 to 4 clusters for each TOP crops in major producing States (listed in Annexure-I) for development of integrated value chain.
- ii. The production clusters will be mapped in terms of their productivity, varieties, existing infrastructure, linkages with market and existing value chain and their potential for future development.
- iii. Farmers in the production clusters will be organized into FPOs to manage production, post-harvest activities, value addition and marketing of the TOP produce. The capacity of the existing FPOs will also be enhanced through appropriate training and professional management support.
- iv. 'Contract' and contract farming by food processors, supply chain operators, retail chain etc. will be encouraged by supporting farm-gate infrastructure.
- v. Market for TOP crops will be developed by brand building, setting up retail outlets and distribution channel.
- vi. The food processing and value addition industry will be involved in integrating their activity with production through input supplies, mechanization, introducing new technologies of production and setting up of processing facilities at primary, secondary, tertiary level and linking supply of these commodities to the consumption areas by creating infrastructure and storage facilities.
- vii. Creation of large infrastructure will be encouraged for seasonal storage near major cities to check sudden spike in the prices.



**4. Eligible project components:**

The eligible components for which financial assistance may be availed by the Nodal Agency (NA) and Project Implementing Agency (PIA) is as under:

**4.1 Price Stabilisation Measures**

- i. NAFED will be the Nodal Agency (NA) to implement price stabilisation measures. When price of TOP crops falls below three-years average market price at the time of harvest, NAFED, with prior approval of the Ministry, through empanelled agencies will evacuate TOP crops from production surplus areas and store it in hired warehouse/cold storage near production or consumption centres. MoFPI will provide 50% of the subsidy for the following two components:
  - a) Transportation of TOP Crops from production to storage;
  - b) Hiring of appropriate storage facilities for TOP Crops;
- ii. NAFED will create and manage e-platform for demand and supply management of TOP Crops, which will collect market intelligence, demand forecast, farmer's advisory on future prices etc. MoFPI will provide the financial support out of administrative expenses for this purpose.

**4.2 Integrated Value Chain Development Projects**

**A. Capacity Building of FPOs & their consortium**

- i. Formation of New FPOs in the clusters selected for TOP;
- ii. Promotional Activities, Training/Workshop of Farmers and FPOs;
- iii. Professional Management Support to FPOs & Federation;

Eligible cost will be ascertained with reference to the SFAC norms; subject to maximum limit of 5% of total eligible project cost

PIA will take assistance of SFAC/NABARD/ Universities / Institutions for the capacity building and strengthening of FPOs.

**B. Quality production- Following components for quality production will be dovetailed with MIDH Scheme and other schemes being implemented by MoA&FW.**

- i. Provision for quality inputs such as seeds;

*July*

- i. Setting up of Nursery and greenhouses;
- ii. Setting up of protected cultivation;
- iii. Mechanisation of farm practices;
- iv. Promote Contract farming;
- v. Varietal change based on market;

Ministry of Agriculture & Farmer's Welfare has set-up 28 Centres of Excellence (CoE) under Indo-Israel Cooperation for demonstration of new technology, production and supply of quality planting material and capacity building to farmers. These centres can be linked to the production clusters and technology interventions can be leveraged from these centres.

PIA may take assistance under Commercial Horticulture Scheme and any other schemes, being implemented by National Horticulture Board.

**C. Post-harvest processing facilities**

- i. Appropriate storage at Farm level;
- ii. Collection centre (CC)/Pack house;
- iii. Primary processing such as sorting, grading and packaging facilities;
- iv. Secondary processing - any mechanised and mobile processing facilities;
- v. Appropriate transportation infrastructure;

**D. Agri-Logistics**

- i. Integrated multi-mode appropriate transportation;
- ii. Controlled temperature/ Ventilated trucks with or without raking;
- iii. Crates, rakes etc;
- iv. Medium/large scale storage at regional, state and national level;

**E. Marketing / Consumption Points**

- i. Appropriate storage facilities at aggregation/ market level;
- ii. Sorting, grading and packaging facilities;
- iii. Setting-up of retail outlets;
- iv. Setting-up of marketing yards at the cluster level;
- v. Creation of e-market;



4.3 Any other components/innovative intervention required to achieve the objective of the scheme for implementation of the project, but not covered above, may also be considered as eligible components by the sanctioning authority based on the merit of the case.

4.4 The exact nature of infrastructure to be supported under the scheme will be decided on the basis of requirement of concerned TOP cluster. Food processing sector is growing at the fast rate and several innovative storages, preservation and minimal processing technologies are being developed which will be promoted and popularized

## **5. Eligible organisations:**

### **5.1 For Price Stabilisation Measures - Nodal Agency (NA)**

NAFED will be the Nodal Agency (NA) for implementing short-term measures for price stabilisation of TOP crops. It will empanel eligible entities such as existing State marketing federation, Co-operative Federations, FPOs/ FPCs/farmers group/grower associations/ aggregators, Central/State PSUs (such as CONCOR), private transportation/agri-logistics/warehouse operators, Supply chain operators, etc., engaged in transportation/ warehousing/marketing of TOP crops, based on transparent criteria, for transportation and hiring of appropriate storage at production and consumption centres.

#### **5.1.1 Responsibility of Nodal Agency (NA):**

- i. NA will put in place on-line MIS system for monitoring real-time price as well as demand/supply data so as to enable informed intervention for price stabilisation. Based on this, when the price of TOP crops falls below three-years average market price at the time of harvest, NA will submit proposal to MoFPI, giving details of transportation and hiring of storage facilities to be carried out. The proposal will be examined and approved by MoFPI after due diligence.
- ii. NA will empanel eligible agencies, through a transparent process, for carrying out the short-term price stabilisation measures.
- iii. NA should take necessary steps to dovetail the assistance with the relevant schemes of the Central and State Governments
- iv. NA will submit the utilisation certificate in respect of funds released by the MoFPI as advance amount of subsidy towards transport and hiring of storage, after settlement of claims to the empanelled agencies.

**5.2 For Integrated value chain development projects - Project Implementing Agencies, (PIA)**

- i. State Agriculture and other Marketing Federations, Farmer Producer Organizations (FPO), cooperatives, Self-help groups, companies, food processors, logistic operators, service providers, supply chain operators, retail and wholesale chains and central and state governments and their entities/organizations will be eligible to participate in the programme and to avail financial assistance. Any organization or group of organizations or individual undertaking any activity with financial assistance under the programme will be called the Project Implementing Agency (PIA).
- ii. 4.3 % of budgeted amount will be earmarked for projects to be implemented in the identified clusters, where majority of scheme beneficiary would be SC and another 4.3% will be earmarked for projects to be implemented in the identified clusters, where majority of scheme beneficiary would be ST.

**5.2.1 Eligibility criteria for PIA:**

- i. The combined net worth of the promoter(s)/proposed shareholders of the PIA should not be less than the grant amount sought. Each member in PIA (*other than FPOs and farmer's group*) 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.
- ii. There should be sufficient liquidity in the form of net current assets and the PIA should demonstrate its capacity to mobilize the promoter's contribution in time bound manner for project implementation.
- iii. PIA needs to bring in at least 20 percent (10 percent for FPOs) of the total project cost as equity contribution and at least 20 percent (10 percent for FPOs) of the total cost towards post-harvest processing facility, Agri-logistics and Marketing/consumption points excluding small infrastructure like storage & pack house at farm gate as term loan from the bank/financial institutions.
- iv. The promoter holding maximum equity in the PIA will be lead promoter. The lead promoter will be primarily responsible for coordination with all stakeholders including with MoFPI to ensure timely and effective implementation of the project.
- v. The land for the project shall be arranged by the PIA either by purchase or on lease of at least 15 years.





- vi. Any entity/applicant which has availed grant from MoFPI for any project under another scheme of the Ministry, shall, in future, shall be considered eligible for grant under this scheme only after one-year of successful completion of that project.

#### 5.2.2 Responsibilities of PIA:

- i. To formulate the Detailed Project Report (DPR) and execute the project in a transparent, efficient and timely manner
- ii. To procure/purchase land (*lease term 15 years or more*) and ensure external infrastructure linkages for the project
- iii. To obtain statutory approvals/clearances including environmental clearances, if any, for commencement and operation of the project
- iv. To maintain proper books of account of the project implementation and the maintenance of infrastructure and common facilities after commissioning of the project
- v. To upload monthly progress report with pictures/photographs of the project on the Ministry's Sampada portal
- vi. To ensure timely completion of the project in specified timelines
- vii. To receive grant-in-aid under the Scheme and to ensure its utilisation in a transparent and judicious manner
- viii. PIA may tie-up with Central/State PSU to create large scale storage and logistic infrastructure near major consumption centres. For this, grant-in-aid to Central/State PSU will be provided at the rate of 50% of the eligible cost subject to maximum of Rs. 25 crore.

#### 6. Pattern of Assistance:

##### 6.1 For Price Stabilisation Measures

50% of cost of transportation and 50% of cost of hiring appropriate storage facilities will be provided as subsidy at the time of harvest. Storage facilities will be hired for a maximum period of 4 to 6 months. NAFED will be nodal agency for disbursement of subsidy under this component to the eligible organisation. The cost norms for subsidy on transportation and warehousing is annexed at Annexure-VI.

##### 6.2 For Integrated value chain development projects

- i. Since the scheme envisage integrated development of TOP value chain, it should preferably have all the components listed above from A to E (Para 4.2) under Integrated value chain development project. The Post-harvest processing facilities including secondary processing facilities will be mandatory components of the Integrated value chain development project. The projects will be eligible for grant-in-aid at the rate of 50% of the eligible project cost in all areas, subject to maximum Rs. 50 crore per project. However, in case where PIA is/are FPO(s), the grant-in-aid will be at the rate of 70% of the eligible project cost in all areas, subject to maximum Rs. 50 crore per project.
- ii. The eligible cost will exclude the cost of the land and pre-operative expenses. The cost norm for various components under this Scheme for determining upper limit of eligible cost of that components will as under:
  - a. Capacity Building of FPOs and their consortium - SFAC norms;
  - b. Quality production - MIDH Norms (To be met by Ministry of Agriculture)
  - c. Post-Harvest processing facilities - MIDH Norms. Wherever MIDH norms not available, MoFPI will determine the cost norms with the approval of Inter-Ministerial Committee;
  - d. Agri-logistics - MIDH Norms. Wherever MIDH norms not available, MoFPI will determine the cost norms with the approval of Inter-Ministerial Committee;
  - e. Marketing and aggregating points - MIDH Norms. Wherever MIDH norms are not available, MoFPI will determine the cost norms with the approval of Inter-Ministerial Committee;

6.3 Maximum 5% of total annual allocation under the scheme may be utilised for the administrative expenses by the MoFPI/NAFED/State governments, if necessary.

## 7. Dovetailing of Assistance:

### 7.1 For Price Stabilisation Measures

Nodal Agency (NAFED) should take necessary measures to dovetail the assistance with the relevant schemes of the Central and State Governments such as

- i. State Government schemes to stabilize market prices of onion and Tomato during glut, e.g., "PDPS (Price deficiency Payment System)" scheme in Haryana, Karnataka etc.
- ii. Price Stabilization Fund (PSF) implemented by Department of Consumer Affairs, wherein market interventions are undertaken to stabilize process of onions & potatoes through the designed agencies.

## 7.2 For Integrated value chain development projects

- i. There are different schemes of Central/State government related to development of FPOs, creation of modern infrastructure and efficient supply/value chain from farm to the consumer etc. Wherever possible, effort will be made to converge and dovetail the benefits available under such existing schemes of Central/State Govt Agencies such as of SFAC, NAFED, NCDC, NABARD etc.
- ii. Mission Director (State Horticulture Mission) of the respective State Govt and JS (MIDH) will be members in the Technical Committee (Mission), which will assess the proposals under the Scheme for better co-ordination and timely implementation of the Scheme. After appraisal of project by the Technical Committee (Mission) and approval by the MoFPI, the concerned Mission Director (State Horticulture Mission) of State may incorporate the relevant components of the proposed project under their Annual Action Plan for approval by Executive Committee in DAC&FW.
- iii. MoFPI is also implementing Pradhan Mantri Kisan Sampada Yojana (PMKSY), which have the following sub-components:
  - a. Mega Food Parks
  - b. Integrated Cold Chain & Value Addition Infrastructure
  - c. Infrastructure for Agro-processing Clusters
  - d. Creation/Expansion of Food Processing & Preservation Capacities
  - e. Creation of Backward and Forward Linkages
  - f. Quality Assurance Infrastructure - Food Testing Labs, HACCP
  - g. Human Resources and Institutions - NIFTEM, IICPT, Boards, R&D, Promotional, Skill Development

MoFPI may amend the scheme guidelines of PMKSY suitably, if needed, to facilitate convergence based on the actual requirement of the project. However, there will no duplication of grant to the PIA under PMKSY and this Scheme.

**8. Support of State Government:**

The State Governments shall provide necessary support to PIA in setting-up of Integrated value chain development project in the cluster. Active participation/ involvement of States is required for the following:

- i. Designating a nodal officer at the level of Secretary to State Govt;
- ii. Facilitating submission of proposal to MoFPI for integrated value chain development project to be set-up in these clusters;
- iii. Exempting selected clusters from the provisions of APMC Act/regulations for TOP crops to promote direct buying and innovative marketing models;
- iv. Facilitating NAFED (through itself or through other Co-operative Federations, Central/State govt. agencies etc.) in hiring appropriate storage facilities for TOP crops during glut period;
- v. Facilitating credit to FPOs and farmers group in the following areas:
  - a. Margin money for working capital
  - b. Interest Subvention
  - c. Credit Guarantee to banks and subsidiaries of NABARD
- vi. Facilitating PIAs in obtaining mandatory approval/clearance as per prevailing rules;

**9. Implementation Process:**

**9.1 Receipt of applications:**

9.1.1 The scheme will be implemented in project mode on tap. Eligible organisation will be required to submit their project proposals to the MoFPI which will approve them after due evaluation and appraisal. Ministry may engage professional agencies of repute having relevant field experiences in assisting it in evaluation/appraisal/ monitoring of the project.

9.1.2 The applicant fulfilling the eligibility criteria under the scheme is required to submit the online application on SAMPADA portal of the ministry (<https://sampada.gov.in/>) attaching therewith complete documents as under:

- i. Detailed Project Report (DPR) consisting of technical, commercial, financial and management aspect of the project (**as per Annexure-V**).
- ii. Final term loan sanction from the Bank/Financial Institution
- iii. A detailed appraisal note from the Bank/Financial Institution

214

- iv. Certificate of incorporation/registration of the applicant firm, Memorandum and Articles of Association in case of Company/Bye laws of the Society, Co-operative, Self Help Group/Registered partnership deed etc
- v. Bio-data/background/experience of the proposed promotor(s)/ shareholders/ members of the PIA along with their contact details
- vi. Audited balance sheets for last 3 years or CA certificates
- vii. Undertaking by PIA as per Annexure-IV
- viii. Copy of resolution of the PIA and FPO's Board/Governing body for buyback arrangements with the farmers
- ix. CA/Statutory Auditor certificate as per **Annexure - VII**
- x. CE (Civil) certificate [**Annexure - VIII**] and CE (Mech.) certificate [**Annexure - IX**]
- xi. Documents in support of net worth of the promoter(s) / shareholder(s)/members of PIA.
  - a) The net worth in case of Companies would be calculated based on the definition of net-worth in the Companies Act 2013. However, the revaluation reserves may be considered as part of the net-worth only if the same is reflected in the Audited Balance Sheet of the Company and continue to be reflected in the Audited Balance Sheet of the Company.
  - b) In case of land/building forming part of the net worth, self-attested English/ Hindi version land ownership documents shall be submitted. The valuation of the immovable asset on the basis of latest circle rates declared by the concerned State Government should be duly certified by the competent State Revenue Authority.
  - c) In case of investment in shares of the listed companies, proof of the market value of the share at the time of calculation of the value of the investment shall be submitted.
  - d) In case of investment in unlisted companies, the latest audited financial statements along with complete schedule and notes forming part thereof, duly certified by the Statutory Auditors shall be submitted in order to calculate the value of shares in that company.
  - e) Miscellaneous assets shall be clearly specified and basis of calculation of their value, duly certified by the concerned Govt. approved valuer shall be submitted.
  - f) The above valuation must be carried out within a period of 60 days preceding the proposal submission date.

9.1.3 The applicant (other than FPOs, Central/State Govt and their entities) may make online payment vide RTGS/NEFT of **Rs. 10,00,000 (Rupees Ten lakh only)**

*2/1/18*

or 0.5% of total project cost whichever is lower, against account number - 3516103454, IFSC code - CBIN0282169 (Central Bank of India, Udyog Bhawan, New Delhi) of "The Pay & Accounts Officer, Ministry of Food Processing Industries", New Delhi as Earnest Money Deposit (EMD/Bid Security).

9.1.4 All pages of the proposal are to be properly numbered and the proposal should contain an Index as first page of the proposal indicating the various documents submitted along with page number, failing which the proposal is likely to be rejected.

## 9.2 Program Management Agency (PMA):

MoFPI will appoint Program Management Agency (PMA), based on transparent and open bidding process, to assist the Ministry in implementation and monitoring of the Scheme.

## 9.3 Approval of project:

9.3.1 Mission Operation Greens will be headed by JS level officer in MoFPI. The Mission will scrutinize the proposal with the assistance of PMA and submit its recommendations to Inter Ministerial Approval Committee (IMAC) for approval. The composition of the Mission shall be as follows:

- i. Additional / Joint Secretary, MoFPI - Chairperson
- ii. Managing Director (NHM) or his nominee - Member
- iii. Managing Director (NAFED) or his nominee - Member
- iv. Managing Director (SFAC) or his nominee - Member
- v. Managing Director (NCDC) or his nominee - Member
- vi. ESA in DAC &FW or his nominee - Member
- vii. Joint Secretary (MIDH) of his nominee - Member
- viii. Chairman, APEDA or his nominee - Member
- ix. Representative of NITI Aayog - Member
- x. Joint Secretary/Director (Finance), MoFPI - Member
- xi. Principal Secretary / Secretary of the concerned State or his nominee - Member
- xii. Mission Director (State Horticulture Mission) - Member
- xiii. NABARD as Financial Institution - Member
- xiv. Director/ Dy. Director, MoFPI - Member Secretary

9.3.2 The criteria for evaluation of proposal by Mission is given at **Annexure-II**

9.3.3 The applicant would be required to make a brief presentation of the proposal submitted before the Mission and IMAC. The Mission will reserve the right to call for more information and seek clarification on any issue as required by it.

9.3.4 For final approval of project, overall policy direction, determining cost norms of various components and convergence of various schemes implemented by different Ministries, there will be an Inter-Ministerial Approval Committee (IMAC) chaired by Hon'ble Minister. The composition of the IMAC will be as under:

- (i) Hon'ble Minister, FPI - Chairperson
- (ii) Hon'ble Minister of State, FPI - Vice-chairperson
- (iii) Secretary, MoFPI - Member
- (iv) AS&FA, MoFPI - Member
- (v) Representative of DoAC&FW - Member
- (vi) Representative of NITI Aayog - Member
- (vii) Representative of NABARD - Member
- (viii) Representative of SIDBI - Member
- (ix) Additional / Joint Secretary, MoFPI - Member Secretary
- (x) Joint Secretary, MIDH - Member
- (xi) MD, NHM - Member
- (xii) MD, NAFED - Member
- (xiii) MD, SFAC - Member
- (xiv) MD, NCDC - Member
- (xv) ESA, DAC&FW - Member
- (xvi) APEDA - Member
- (xvii) Principal Secretary / Secretary of the concerned State or his nominee - Member
- (xviii) Mission Director (State Horticulture Mission) - Member

#### 9.4 Release of Funds:

Once the project is accorded Final Approval, grants will be released by the MoFPI subject to fulfillment of conditions prescribed for each installment as below:



9.4.1 First installment of 30 percent of the approved grant will be released to the PIA subject to fulfillment of following conditions:

- i. Establishment of Trust & Retention Account (TRA) and signing the TRA agreement with any scheduled commercial banks or regional rural banks. Draft TRA agreement, clearly giving mode of account operation and duties/responsibilities of PIA/TRA agent will be shared by the Ministry with the PIA.
- ii. Appointment of Ministry's nominee director on the Board/Governing body of the PIA. Representative of State Govt 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. Consent to Establish
- iv. Award of contracts worth at least equivalent to 30 percent of total project cost.
- v. Expenditure from CA confirming expenditure of at least 10% of the eligible project cost on the eligible components of the project. Such expenditure shall be from the bank term loan and promoter's equity proportionately.
- vi. Proof of formation of new FPOs/promotion of existing FPOs in the cluster and their registration/tie-up with the existing FPOs in the cluster/linkages with the farmers and farmer's group.
- vii. Proof of arrangement made in respect of quality production as proposed in DPR.
- viii. Recommendation of PMA confirming the fulfillment of above conditions.

9.4.2 Second installment of 30 percent of the approved grant will be released to the PIA subject to fulfillment of following conditions:

- i. Utilization Certificate for the grant released as 1<sup>st</sup> installment.
- ii. Proof of proportionate contribution by PIA from term loan and promoter's contribution in TRA account, of the total project cost equivalent to percentage of grant to be released as 2nd installment.
- iii. Proof of proportionate expenditure by PIA from term loan and equity, of the eligible project cost equivalent to percentage of grant released as 1st installment.
- iv. Proof of commensurate physical progress (~ 30%) in all the components as proposed in DPR
- v. Recommendation of PMA confirming the fulfillment of above conditions.





9.4.3 Third installment of 30 percent of the approved grant will be released to the PIA subject to fulfillment of following conditions:

- i. Utilization Certificate for the grant released as 2<sup>nd</sup> installment.
- ii. Proof of proportionate contribution by PIA from term loan and promoter's contribution in TRA account, of the total project cost equivalent to percentage of grant to be released as 3<sup>rd</sup> installment.
- iii. Proof of proportionate expenditure by PIA from term loan and equity, of the eligible project cost equivalent to percentage of grant released as 2<sup>nd</sup> installment.
- iv. Proof of commensurate physical progress (~ 60%) in all the components as proposed in DPR
- v. Recommendation of PMA confirming the fulfillment of above conditions.

9.4.4 Fourth & final installment of 10 percent of the approved grant will be released to the PIA subject to fulfillment of following conditions:

- i. Utilization Certificate for the grant released as 3<sup>rd</sup> installment.
- ii. Proof of 100% contribution by PIA from term loan and promoter's contribution in TRA account, of the total project cost.
- iii. Proof of 100% expenditure by PIA from term loan and promoter's contribution, of the eligible project cost.
- iv. Completion & Commissioning of the project
- v. Consent to Operate
- vi. Recommendation of PMA confirming the fulfillment of above conditions.

**9.5 Time Schedule:**

- i. The time schedule for completion and operationalization of project will be 14 months from the date of approval, unless extended by Ministry for the reasons to be recorded.
- ii. Schedule for release of grants-in-aid:

| Sl. No. | Particulars   | Time Period |
|---------|---|-------------|
| 1.      | Date of approval to release of 1 <sup>st</sup> installment            | 3 months    |
| 2.      | 1 <sup>st</sup> installment to release of 2 <sup>nd</sup> installment | 3 months    |
| 3.      | 2 <sup>nd</sup> installment to release of 3 <sup>rd</sup> installment | 3 months    |
| 4.      | 3 <sup>rd</sup> installment to release of 4 <sup>th</sup> installment | 5 months    |

- iii. The PIA shall make all possible efforts to complete the project 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 majeure or reasons beyond the control of PIA, the mission may consider imposing appropriate penalty in terms of reducing the grant amount, on case to case basis.
- iv. In case of non-adherence of time lines, a penalty of 1% of the quantum of instalment amount due for release for that instalment, will be imposed for each month's delay beyond the stipulated timeline. The maximum amount of penalty, however, shall not exceed 10% of the instalment to be released to PIA. IMAC may condone delay and waive the penalty based on the merit of the case.
- v. In the event of PIA withdrawing from executing the project and the project not being completed by the PIA for any reason, the grant-in-aid amount released will be returned by the PIA/promoter(s) along with interest (as per GFR) accrued thereon to MoFPI within 30 days of communication of the order for refund of such grant.

#### 9.6 Project Monitoring & Evaluation:

- i. Operation Greens will be run in a mission mode headed by JS level officer in MoFPI. For overall policy direction and convergence of various schemes implemented by different ministries, there will be an Inter-Ministerial Committee co-chaired by Secretary, FPI and AC&FW. State governments and other ministries will also be involved in the monitoring of the project.
- ii. Monitoring target would be "implementation schedule submitted by PIA" for timely implementation of the project and after operation, the target would be capacity utilization, purchase and sale price of the TOP produces, no. of farmers benefited, no. of employment created etc.
- iii. The Ministry will develop Dashboard online monitoring system, wherein detailed outcome and measurable indicators, as indicated in the outcome-output format will be incorporated.
- iv. Ministry will obtain feedback from FPOs/Cooperatives/PIA and other stakeholders at the end of first year on the implementation of the scheme in order to adopt mid-course corrections.

#### 10. Outcomes of the Scheme:

The scheme is expected to result into capacity building of FPOs through their professional development, reduction of post-harvest losses, creation of preservation & processing infrastructure, provision of Agri-Logistics for supply chain, price stabilisation for consumers and producers and preventing distress sale by TOP farmers.

**11. Jurisdiction of Court:**

Any dispute arising out of any conditions stipulated in the guidelines, selection of proposals and implementation of scheme will be subject to Courts/Tribunals having jurisdiction over Delhi.

**Note: The scheme guidelines are indicative and any other relevant factors or circumstances would be kept in view while considering an application.**

*2/1/18*

List of selected clusters**(a) Production cluster of Tomato:**

| S. No | State          | Production Cluster Area                     |
|-------|----------------|---|
| 1.    | Andhra Pradesh | Chittoor and Anantpur (Kharif & Rabi crops) |
| 2.    | Karnataka      | Kolar & Chikkaballapur (Kharif crop)        |
| 3.    | Odisha         | Mayurbhanj & Keonjhar (Rabi crop)           |
| 4.    | Gujarat        | Sabarkantha                                 |

**(b) Production cluster of Onion:**

| S. No | State       | Production Cluster Area       |
|-------|-------------|-------------------------------|
| 1.    | Maharashtra | Nasik (Rabi crop)             |
| 2.    | Karnataka   | Gadag & Dharwad (Kharif crop) |
| 3.    | Gujarat     | Bhavnagar & Amreli            |
| 4.    | Bihar       | Nalanda                       |

**(c) Production cluster of Potato**

| S. No | State         | Production Cluster Area  |
|-------|---------------|--|
| 1.    | Uttar Pradesh | (a)Agra, Firozabad, Hathras and Aligarh<br>(b) Farrukhabad and Kannauj |
| 2.    | West Bengal   | Hooghly and Purba Bardhaman  |
| 3.    | Bihar         | Nalanda  |
| 4.    | Gujarat       | Banaskantha and Sabarkantha  |

**Note:** The list will be subject to revision by the Ministry based on the inputs received from the State Governments and experience gained during implementation of the project.

This list will be modified after the expiry of Model Code of Conduct by the Election Commission in the upcoming assembly elections in 5 States to held in Nov-Dec'2018.



## Criteria for Evaluation of the Integrated Value Chain Development proposals

| S. No.   | Criteria   | Maximum Marks |
|----------|--|---------------|
| <b>A</b> | <b>Engagement with Farmers/FPOs</b>  | <b>30</b>     |
| A1       | Nos. of farmers organised and registered as FPO/FPC, with their total agriculture land holdings for TOP crops; | 20            |
|          | Nos. of farmers organised and registered as FPO/FPC or their federation  | 5             |
|          | a. Above 5,000 farmers   | 5             |
|          | b. 3,000 to 5,000  | 4             |
|          | c. 1,000 to 3,000  | 3             |
|          | d. Below 1,000   | 2             |
|          | Total agriculture landholding for TOP crops  | 15            |
|          | a. 5,000 Acre  | 15            |
|          | b. 3,000 to 5,000  | 12            |
|          | c. 1,000 to 3,000  | 9             |
|          | d. Below 1,000   | 6             |
| A2       | Long Term Buyback arrangement with farmers /Contract Farming with the FPOs                                     | 10            |
|          | a. More than 60% of farmers' produce#  | 10            |
|          | b. 40% to 60% of farmer's produce  | 5             |
| <b>B</b> | <b>Components of the project</b>   | <b>10</b>     |
| B1       | Capacity Building of FPOs & their consortium   | 2             |
| B2       | Quality production   | 2             |
| B3       | Post-harvest processing facilities   | 2             |
| B4       | Agr-Logistics  | 2             |
| B5       | Marketing/Consumption Points   | 2             |
| <b>C</b> | <b>Capacity Creation (<i>commensurate with production</i>)</b>   | <b>25</b>     |
| C1       | Warehouse / Cold Storage at Farm gate  | 5             |
| C2       | Warehouse / Cold Storage at Consumption centres  | 5             |
| C3       | Pack House (primary processing)  | 5             |
| C4       | Secondary Processing Capacity  | 10            |
| <b>D</b> | <b>Linkage with Market</b>   | <b>20</b>     |
| D1       | Forward linkage with retail chain  | 10            |
| D2       | Brand building   | 3             |
| D3       | Setting-up of Retail Outlets   | 3             |
| D4       | Exporter of processed crops  | 4             |
| <b>E</b> | <b>PIA being State Govt entities</b>   | <b>5</b>      |
| <b>F</b> | <b>Experience of promoters (<i>1 mark each for every year of</i></b>   | <b>10</b>     |

|  |  |            |
|--|--|------------|
|  | <i>experience in Food processing, retailing, agri-logistics)</i> |            |
|  |  |            |
|  | <b>Total</b>   | <b>100</b> |

Minimum qualifying marks is 60



**APPLICATION FORM****1. Details of the applicant:**

| Sl. No. | Particulars  | Details |
|---------|--|---------|
| i.      | Name of company/firm with complete contact details / address, Tel/Fax No., Mobile No., E-mail                                    |         |
| ii.     | Legal status of applicant (FPO, Cooperative, Company, Self Help Group, Central/State Govt and their entities/organizations etc.) |         |
| iii.    | Registration No. /CIN  |         |
| iv.     | PAN / TIN /TAN   |         |
| v.      | Aadhar Registration No.  |         |

**2. Details of the Director(s)/ Promoter(s)/Partner(s)**

| Sl. No.                                | Name of Promoter(s)/Partner(s) | Addresses | Tel/Fax No. / Mobile No. / E-mail | Aadhar No. | PAN No. | Shareholding pattern | Network |
|--|--------------------------------|-----------|-----------------------------------|------------|---------|----------------------|---------|
|  |                                |           |                                   |            |         |                      |         |
| Please add additional rows, if needed. |                                |           |                                   |            |         |                      |         |

**3. Experience of the lead Promoter(s)/Partner(s)/ Applicant Entity in Food / agro produce processing**

| Sl. No. | Name of lead Promoter(s)/Partner(s)/ Applicant Entity | Details of Experience | Details of Turnover (yearwise) | Supporting Document attached, if any (Yes/No) |
|---------|---|-----------------------|--------------------------------|---|
|         |   |                       |                                |   |
|         |   |                       |                                |   |
|         |   |                       |                                |   |



**4. PROFILE OF THE PROPOSED PROJECT:****(a) Details of location of project proposed to be set up**

- (i). Proposed location of project components (Name Village/Dist./state)
- (ii). Area of Land required (In acres)
- (iii). Status of possession (Owned/ leased\*\*)
- (iv). Status of Land Use Conversion (CLU)
- (v). Proof of water and power connection
- (vi). Proof of availability of Approach Road
- (vii). Coordinate Details (Longitude & Latitude)
- (viii). TOP crops to be sourced/handled

**(b). Proposed Integrated value chain development project**

Details of infrastructure (*individual component-wise*) proposed to be created in the following format:

| Sl. No. | Type of facilities proposed to be created ( <i>indicative list</i> ) | No. | Total Capacity [MT, MT/Hr., where ever applicable] | Built-up Area | Estimated Investment | No. of Days of operation of each facility in a year |
|---------|--|-----|--|---------------|----------------------|---|
| i.      | Setting up nursery/Protected cultivation etc.                        |     |  |               |                      |   |
| ii.     | Storage at Farm level  |     |  |               |                      |   |
| iii.    | Collection center (CC)/ Pack House                                   |     |  |               |                      |   |
| iv.     | Value addition infra   |     |  |               |                      |   |
| v.      | Sorting, Grading, & Packing facility                                 |     |  |               |                      |   |
| vi.     | Transport Infra  |     |  |               |                      |   |
| vii.    | Crates, rakes  |     |  |               |                      |   |
| Viii    | Medium/large scale storage infra                                     |     |  |               |                      |   |
| ix      | Setting-up retail outlets  |     |  |               |                      |   |





*2/11/18*

## 5. PROJECT FINANCIALS AND BUSINESS PLAN:

## a. Estimated Project Cost Details (with break-up of all components separately)

| Item   | Amount (Rs. in crore) |
|--|-----------------------|
| Land   |                       |
| Land development                             |                       |
| Capacity Building of FPOs & their consortium |                       |
| Quality Production                           |                       |
| Post-harvest processing facilities           |                       |
| Agri-Logistics                               |                       |
| Marketing/Consumption points                 |                       |
| Margin money for working capital             |                       |
| Contingencies/ pre-operative expenses        |                       |
| Total  |                       |

## b. Proposed Means of Finance (with break-up of all components separately)

| Source                           | Amount (Rs. in crore) |
|----------------------------------|-----------------------|
| Promoter's contribution / equity |                       |
| Bank loan                        |                       |
| Grants-in-aid from MoFPI         |                       |
| Unsecured Loan/ Bridge Loan      |                       |
| Total                            |                       |

## c. Basic Revenue Projections

| Item  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---|--------|--------|--------|--------|--------|
| Days of operations of each of the core facilities |        |        |        |        |        |
| Revenue earning from different facilities         |        |        |        |        |        |
| Turnover  |        |        |        |        |        |
| Cost of operations                                |        |        |        |        |        |
| Gross profit                                      |        |        |        |        |        |
| Profit before taxation                            |        |        |        |        |        |

6. **Financial Parameters** (as per Bank Appraisal Note)

| S No. | Particulars   | Details (Ratio/%) | Ref Page No. in DPR* |
|-------|---|-------------------|----------------------|
| i.    | Internal Rate of Return (IRR)<br>1 with grant<br>2 without grant] |                   |                      |
| ii.   | Avg. Debt Service Coverage Ratio (DSCR)                           |                   |                      |
| iii.  | Break Even Point (BEP)  |                   |                      |
| iv.   | Debt-Equity Ratio   |                   |                      |

7. **Other Details:**

|  |  |
|--|--|
| Cluster Business Development Plan, showing market linkages for produces of FPOs  |  |
| Proposed strategy/methodology for building supply chain to ensure fair & remunerative price to farmers and affordable price to consumers |  |
| Available raw material TOP crop-wise in the catchment area indicating source of data   |  |
| Crop matrix for seasonal availability of raw materials indicating source of data   |  |
| Use of innovative and environment friendly technology  |  |
| Estimated turnover of the proposed food processing units covered in the project  |  |
| Any other relevant details / documents   |  |

8. **Outcome of the project:**

- i. No. of farmers expected to be benefitted
- ii. Purchase and sale price of the TOP produces - *(to indicate farmer & consumer benefits)*
- iii. Capacity utilization of facilities created *(TOP cops handled in MT per annum)*
- iv. Employment Generation projections
  - a Direct Employment: .....
  - b Indirect Employment: .....
- v. Output-Outcome Indicators as per **Annexure-III/a**

9. Details of renewable/ alternate energy sources including solar energy, if any, proposed to be used for operating the project including inter alia, details of power generation.

**Signature of the Applicant/Lead Promoter**

**Date:** \_\_\_\_\_

**Place:** \_\_\_\_\_



## Output &amp; Outcome Indicators

## Outputs:

| S. No. | Output Indicators   | Target as on date ... | Achievement |
|--------|---|-----------------------|-------------|
| i.     | Number of new FPOs created for promotion of TOP crops   |                       |             |
| ii.    | Number of Training/Workshops for farmers and FPOs conducted   |                       |             |
| iii.   | Number of promotional activities carried out for FPOs and Consortium  |                       |             |
| iv.    | Number of beneficiaries using quality inputs such as seeds, growth regulators, fertilizer etc was provided. | (70%)                 |             |
| v.     | Number of Nurseries and green housed created  |                       |             |
| vi.    | Number of storage facilities created at farm level/Total number of TOP farms                                |                       |             |
| vii.   | Number of business plan prepared for TOP cluster.   |                       |             |
| viii.  | Number of facilities created for sorting, grading and packaging.  |                       |             |
| ix.    | Number of food processing units functional  |                       |             |
| x.     | Percentage of financial resource for agri-logistics creation and support provided                           |                       |             |
| xi.    | Percentage of financial resource for marketing activities provided  |                       |             |
| xii.   | Number of retails outlets setup by FPOs   |                       |             |
| xiii.  | Number of new marketing yards developed   |                       |             |
| xiv.   | Whether any network developed for real time demand and supply data.   |                       |             |
| xv.    | Number of farmers, whom margin money for working capital provided   |                       |             |

## Outcomes:

| S. No. | Output Indicators  | Target | Achievement |
|--------|--|--------|-------------|
| i.     | Number of sustainable* FPO and consortium creation   |        |             |
| ii.    | Percentage increase in farmers income through TOP clusters                                     |        |             |
| iii.   | Percentage reduction of post-harvest losses**  |        |             |
| iv.    | Number of farmers benefited through TOP cluster/Total no. of TOP growing farmers in the states |        |             |
| v.     | Prevailing rate in cluster vis-à-vis large markets in the region.                              |        |             |
| vi.    | Number of Nurseries and green housed created   |        |             |

\*per capita Revenue generated (Net Revenue/Number of farmer in FPO) (to be defined by Ministry)

\*\*Cumulative seasonal losses at the complete supply chain

24/11/18

UNDERTAKING

I ..... (Name of the Lead Promoter/ Director/ Partner/ Proprietor etc.) son of Mr..... (father's name) resident of ..... (residential address) do hereby solemnly affirm and declare/undertake as under:

- 1 That I am promoter/ director/ partner/ proprietor of M/s..... (name of applicant) having its Registration no. ....and Registered Office at ..... (office address of applicant).
- 2 I hereby make application and I am duly authorized in my own right/by management vide its resolution no. ....dated.....to apply and sign all required documents including this undertaking on behalf of company/partnership firm/cooperative society etc.  
named as .....; and am fully aware of the facts relating to the setting up of Integrated value chain development project at Survey/ Plot No....., Village....., Tehsil....., District....., State....., PIN code. .... (location of the main facility) for..... (activities to be undertaken by project) and application is being made to the Ministry of Food Processing Industries (MoFPI) under the Central Sector Scheme for Operation Greens.
- 3 That the term and conditions of the above scheme of the MoFPI under which an application is made by the applicant have been properly read and understood by me and I affirm that the project/ proposal comply with all the terms and conditions of the approval letter and provisions enshrined in the scheme guidelines.
- 4 That the proposed activities to be undertaken by the project/proposal are covered under the above scheme of MoFPI and no part of the scheme/infrastructure of the project is designed or assigned to be used for any activity other than the activities specified in the application at present or in the near future.
- 5 It is certified that ..... (name of applicant) has not obtained or applied for grants for the same project, component, purpose or activity from any other Ministry or Department of the Government of India or State Government or their agencies.
- 6 It is certified that applicant's sister concern (s)/ related company / group company/firms as well as the applicant itself has not availed any financial assistance for a food processing project in the past from MFPI [if availed, the details shall be furnished separately].
- 7 I also solemnly affirm/undertake that the proposed project components in the application are a completely new activity and not a pre-existing activity or any component thereof.

- 8 In case of concealment of any facts in this regard, the MoFPI would have right to reject/ cancel my application/project out right at any stage.
- 9 I will meet any shortfall in means of finance due to less admissibility of grant or any future reduction in grant-in-aid or any escalation caused in the cost of the project.
- 10 I shall not dispose-off or encumber or utilize the assets created wholly or substantially out of government grant for purpose other than those for which they have been sanctioned, without obtaining the prior approval of the sanctioning authority of grant-in- aid.
- 11 In case of non-implementation/ delayed implementation of the project the Ministry will have absolute right in cancelling the approval granted and also recall the grant released, if any, along with interest as per the GFR as amended from time to time.
- 12 I fully understand that the grant under the scheme will be released only till **31/03/2020** and therefore the project will be completed in all respect by Feb'2020, failing which the project will be terminated and the grants released so far will be recalled along with interest as per the GFR as amended from time to time.
- 13 In case of failure to operate the project for at least three years after commencement of commercial operation, I shall return the entire grant-in-aid with interest as per the GFR as amended from time to time.
- 14 User charges/hiring rates of the facilities created under the project will be disseminated to the public including uploading of the same on the website of the project/ organization. A copy of the same will also be made available to the Ministry.
- 15 I also undertake that all the information furnished in the application and the DPR with respect to the eligibility conditions, etc. are true and correct to the best of my knowledge and belief and nothing material has been concealed therefrom.

Date: \_\_\_\_\_

Promoter

Place: \_\_\_\_\_

Signature of the Applicant/Lead



**Detailed Project Report (DPR) Template****i. Location of the project:**

- Name of the State:
- Name of the TOP Crop production: Tomato/Onion/Potato
- Name of district(s) in the cluster:

**ii. PIA and promoter's profile:**

- Details of existing business of PIA/lead promoters:
- Experience in agri-processing business of the promoters:

**iii. Baseline survey of the cluster:**

| <b><u>Particulars</u></b><br><i>(separately for each crop)</i>  | <b><u>Parameters</u></b>   |
|---|--|
| Data regarding area under cultivation (Hectare), Production (MT), Surplus, pricing history etc. of the TOP crops as per Annexure -V/a |  |
| Details of existing FPOs  | Year of formation;<br>Registered as company/<br>cooperative etc.<br>Promoted by SFCA/NABARD/<br>State Govt/other agency;<br>No. of farmers;<br>Area under cultivation;<br>Type of Agri-Horti produce;<br>Last five-year crop-wise<br>production (MT);<br>Challenges faced by FPO |
| Details of existing suitable storage facilities (e.g., warehouse/cold storage)  | Location<br>Distance from cluster<br>Ownership details<br>Nature of facility<br>Capacity (MT)<br>Users charge rate<br>Capacity utilisation   |
| Details of existing Agri-logistics facilities (e.g., trucks/refer vans etc.)  | Nature of facility<br>Capacity (MT)<br>Users charge rate<br>Ownership details<br>Area of operation<br>Capacity utilisation   |



|  |   |
|--|---|
| Details of existing processing infrastructure facilities<br>- Tomatoes: e.g., puree, paste etc.<br>- Onion: dehydrated, flake, powder etc.<br>- Potatoes: chips, French-fry etc. | Location<br>Nature of facility<br>Capacity (MT)<br>Users charge rate<br>Ownership details<br>Distance from cluster<br>Capacity utilisation        |
| Details of existing market linkages  | Name of organised retail chain<br>Qty of crops supplied<br>Brand under which crops sold   |
| Requirements of storage/ agri-logistics/food processing infrastructure   | Nature of facilities<br><b>Estimated Cost</b><br><b>Capacity (MT)</b><br>Name of products<br>How it will be sold<br>Quantum of TOP crops required |

iv. **Proposed Integrated value chain development project:**

| <b>Components</b><br><i>(Indicative List)</i>  | <b>Relevant factors</b><br><i>(Indicative factors/<br/>supporting documents)</i>       | <b>Estimated Cost (Rs. In Lakh)</b> |
|--|--|-------------------------------------|
| <b>A. Capacity Building of FPOs &amp; their consortium;</b>  |  |                                     |
| Details of farmers/FPOs associated with the project<br>- No. of farmers, their landholding size;<br>- Type of Agri-Horti crops produced (MT); showing variety of TOP crops | Cost of formation of new FPO and/or strengthening of existing FPO;                     |                                     |
| Capacity building of FPOs - <ul style="list-style-type: none"> <li>• Training/Workshop of FPOs</li> <li>• Professional management support</li> </ul>                       | Nature & Periodicity of training;<br>Salary of CEO and other managerial persons in FPO |                                     |
| <b>B. Quality Production (to be provided by MIDH / other schemes of M/o Agriculture &amp; Farmers Welfare)</b>   |  |                                     |
| Soil Testing   | Rate & Area  |                                     |
| Provision for quality inputs such as seeds   |  |                                     |
| Setting up of Nursery and Greenhouses  |  |                                     |
| Setting up of Protected Cultivation  |  |                                     |
| Mechanisation of Farm practices  |  |                                     |
| Crop planning  | Rate & Area  |                                     |

24/15

|  |                          |             |
|--|--------------------------|-------------|
| Promotion of Dual purpose/<br>Processing variety                   |                          |             |
| <b>C. Post-harvest processing facilities</b>                       |                          |             |
| Setting up Collection Centres                                      | No. and capacity         | Rate & Area |
| Storage at Farm level  | Equipments with capacity | Rate & Area |
| Pack-house at Farm level   | Equipments with capacity | Rate & Area |
| Sorting/Grading  | Equipments with capacity | Rate & Area |
| Warehouse  | Equipments with capacity | Rate & Area |
| Cold Storage   | Equipments with capacity | Rate & Area |
| Dehydration  | Equipments with capacity | Rate & Area |
| Mobile processing facilities                                       | Equipments with capacity | Rate & Area |
| Value addition infrastructure -<br>processing facilities           | Equipments with capacity | Rate & Area |
| <b>D. Agri-Logistics</b>   |                          |             |
| Integrated multi-mode transport                                    | Equipments with capacity |             |
| Controlled temperature or ventilated<br>trucks with/without raking | Equipments with capacity |             |
| Crates, rakes  | Equipments with capacity |             |
| Medium/Large scale storage   | Equipments with capacity | Rate & Area |
| <b>E. Marketing/Consumption points</b>                             |                          |             |
| Appropriate Storage facilities at<br>aggregation/market level      | Equipments with capacity | Rate & Area |
| Sorting, grading & packaging<br>facilities                         | Equipments with capacity | Rate & Area |
| Setting-up of new Retail Outlets                                   | Equipments with capacity | Rate & Area |

**Note:**

- Detail about marketing arrangements of TOP crops; linkage with organised retail chain; export of fresh & processed products with relevant supporting documents such as agreement with existing retail chain, registration with APEDA, agreement with export houses etc.
  - Total TOP crops to be sold as fresh in domestic market;
  - Total TOP crops to be sold as fresh in export market;
  - Total TOP crops to be processed for value added products;
- Details about Contract Farming/ Long term buyback arrangements with farmers, demonstrating how their intervention will result in increase in yield of TOP crops; quantum of TOP crops to be procured; and other relevant materials. In case of Contract farming, there will be grant for



setting-up farm-gate infrastructure such as grading, storage and processing under this scheme).

- PIA should make efforts to involve existing FPOs in the cluster promoted by NABARD, SFAC, State Govt entities in the project.
- Detailed calculation sheet showing cost estimates with assumptions for each component should be attached with the proposal.
- PIA shall use of innovative and environment friendly technology, wherever technically and economically viable for the project.

**v. Cluster Business Plan**

- **Cost-Benefit analysis;**
- **Financial projections for next 7 years,** showing different components of Profit & Loss account, Balance sheet, cash-flow statement etc.; key financial indicators such as Profitability, IRR, DSCR etc. (*calculations of each key financial indicators should be shown separately and should be annexed herewith*)
- **Proposed means of finance**

|  | Rs. In Lakhs | % |
|--|--------------|---|
| Promoter's contribution as equity/capital        |              |   |
| Term Loan  |              |   |
| Unsecured loan from promoters/or their relatives |              |   |
| Grant-in-Aid from MoFPI                          |              |   |
| Grant-in-Aid from other Govt. Agencies           |              |   |

**vi. Summary of outcome of the project**

In addition to information on Output & Outcome indicators as required in Annexure-III/a, the following information should form integral part of DPR:

- Capacity created in MT per annum - Input & Output capacity
  - o Component-wise showing type of agro-horti crops to be handled
- No. of direct employment created;
- No. of indirect employment created;
  - o Showing assumption of calculation indirect employment
- No. of farmers (SC/ST/Women) benefitted:
- Qty of TOP crops handled by the project:
- How much benefits to farmers?

- Base line survey - catchment area farmers' income in 2018; farmer's income in 2020 (after operationalisation of the project)
- How much reduction is wastage?
  - Base line survey - Existing wastage in TOP crops in 2018; Wastage in TOP crops in 2020 (after operationalisation of the project)

2/11

(i) Production data for the year 2018, 2017, 2016

| Months | Table variety / Processable variety/Dual purpose<br>- (to be indicated separately for each category) |                 |                  |              |                                 |
|--------|--|-----------------|------------------|--------------|---------------------------------|
|        | Area under cultivation (Hectare)   | Production (MT) | Consumption (MT) | Surplus (MT) | Average wholesale price (Rs/kg) |
| Jan'18 |  |                 |                  |              |                                 |
| Feb'18 |  |                 |                  |              |                                 |
| Mar'18 |  |                 |                  |              |                                 |
| Apr'18 |  |                 |                  |              |                                 |
| May'18 |  |                 |                  |              |                                 |
| Jun'18 |  |                 |                  |              |                                 |
| Jul'18 |  |                 |                  |              |                                 |
| Aug'18 |  |                 |                  |              |                                 |
| Sep'18 |  |                 |                  |              |                                 |
| Oct'18 |  |                 |                  |              |                                 |
| Nov'18 |  |                 |                  |              |                                 |
| Dec'18 |  |                 |                  |              |                                 |
| Jan'17 |  |                 |                  |              |                                 |
|        |  |                 |                  |              |                                 |
|        |  |                 |                  |              |                                 |

(ii) Yearly Production data for the year 2018, 2017, 2016, 2015, 2014

| Months | Table variety / Processable variety/Dual purpose<br>- (to be indicated separately for each category) |                 |                  |              |                                 |
|--------|--|-----------------|------------------|--------------|---------------------------------|
|        | Area under cultivation (Hectare)   | Production (MT) | Consumption (MT) | Surplus (MT) | Average wholesale price (Rs/kg) |
| 2018   |  |                 |                  |              |                                 |
| 2017   |  |                 |                  |              |                                 |
| 2016   |  |                 |                  |              |                                 |
| 2015   |  |                 |                  |              |                                 |
| 2014   |  |                 |                  |              |                                 |

2/1/18

(iii) Details of Infrastructure facilities

| Name of the facility<br>(Indicative list) | Total Requirement based on assessed surplus produce |               | Details of existing infrastructure |               | Additional Infrastructure required |               |
|---|---|---------------|------------------------------------|---------------|------------------------------------|---------------|
|   | Nos   | Capacity (MT) | Nos                                | Capacity (MT) | Nos                                | Capacity (MT) |
| <b>Warehouse at Farm-Gate</b>             |   |               |                                    |               |                                    |               |
| Warehouse at Consumption Centre           |   |               |                                    |               |                                    |               |
| Warehouse at other location               |   |               |                                    |               |                                    |               |
| <b>Cold Storage at Farm-Gate</b>          |   |               |                                    |               |                                    |               |
| Cold Storage at Consumption Centre        |   |               |                                    |               |                                    |               |
| Cold Storage at other location            |   |               |                                    |               |                                    |               |
| <b>Pack house at Farm-Gate</b>            |   |               |                                    |               |                                    |               |
| Pack house at Consumption Centre          |   |               |                                    |               |                                    |               |
| Pack house at other location              |   |               |                                    |               |                                    |               |
| <b>Processing facilities</b>              |   |               |                                    |               |                                    |               |
|   |   |               |                                    |               |                                    |               |
|   |   |               |                                    |               |                                    |               |

(iv) Details of Agri-Logistics

| Name of the Agri-logistic facility<br>(Indicative list) | Total Requirement based on assessed surplus produce |               | Details of existing infrastructure |               | Additional Infrastructure required |               |
|---|---|---------------|------------------------------------|---------------|------------------------------------|---------------|
|   | Nos   | Capacity (MT) | Nos                                | Capacity (MT) | Nos                                | Capacity (MT) |
| Reefer vans   |   |               |                                    |               |                                    |               |
| Trucks (Ventilated)                                     |   |               |                                    |               |                                    |               |
| Mini-Trucks   |   |               |                                    |               |                                    |               |
| Crates, rakes etc.                                      |   |               |                                    |               |                                    |               |
|   |   |               |                                    |               |                                    |               |

22/13

**Cost Norms for subsidy on Transportation and Warehousing**

Inter-Ministerial Consultation Meeting was held on 17/09/2018 with representatives of DAC&FW, DFS, MIDH, NCDC, NAFED, SFAC, NABARD and major TOP crops producing States to discuss the draft scheme guidelines and cost norms of various components of the project.

2. NAFED vide letter dated 18/09/2018 provided the details of transportation charge for transporting onion from Nashik to Delhi (~1,286 Km) and storage charges for storage of onion in open ventilated structure as under:

*Transport charges incurred during last three years for transporting onion:*

| S. No.  | Operation Year | Qty Transport (in MT) | Amount incurred for transportation (in Rs.) | Average transportation charges (in Rs. Per MT) |
|---|----------------|-----------------------|---|--|
| 1   | 2015-16        | 1,788.32              | 62,23,371                                   | 3,480  |
| 2   | 2016-17        | 2,653.99              | 1,04,30,170                                 | 3,930  |
| 3   | 2017-18        | 4,821.71              | 1,71,74,303                                 | 3,561  |
| <b>Average transportation charge over three years</b> |                |                       |   | <b>3,657</b>                                   |
| <b>Average Rate per MT per KM</b>                     |                |                       |   | <b>2.84</b>                                    |

*Storage Charges in open ventilated structures incurred during last two years Onion storage [for entire season i.e., 4-6 months]:*

| S. No.  | Operation Year | Qty. Stored (in MT)  | Amount incurred in storage of Onion (in Rs.) | Average Storages charges (in Rs. Per MT) |
|---|----------------|----------------------|--|--|
| 1   | 2015-16        | 2,384.43             | 23,84,434                                    | 1,000                                    |
| 2   | 2016-17        | 4,813.36             | 51,50,296                                    | 1,070                                    |
| 3   | 2017-18        | Onion was not stored |  | NA                                       |
| <b>Average storage charge over three years</b>    |                |                      |  | <b>1,035</b>                             |
| <b>Average Rate per MT per seasons (6 months)</b> |                |                      |  | <b>1,035</b>                             |

3. Based on the discussion in the Inter-Ministerial Committee, the following cost norms were decided for calculating subsidies:

A. Transport rate will be lower of the following:

- i. Rates prescribed by the Truck Union of the State/region;
- ii. Actual rate of transportation;
- iii. Rs. 2.84 per MT per KM

*2/1/18*

- B. Warehousing rate will be lower of the following:
- i. Rates prescribed by the State Governments, else rates prescribed by Cold Storage Associations;
  - ii. Actual rate of Storage;
  - iii. Rs. 1,035 per MT for 6 months period (to be proportionately adjusted based on period of storage).
4. Transportation rate for carriage by railway will be as per actual rail freight;
5. In case of significant change in the rate of transport/storage, a committee set-up by MoFPI will decide the rates for calculating subsidy.





**CA Certificate Format  
(Letter Head of the CA)**

CA certificate (With membership No. and firm registration No. of CA) in the following format: -

**i. Project Cost: (Rs. in lakh)**

| Sl. No. | Name of the Component/Item                                    | Cost approved by the Ministry | Actual expenditure incurred as on ----- |
|---------|---|-------------------------------|---|
| 1.      | Land/development charges                                      |                               |   |
| 2.      | Civil works<br>— Technical civil works<br>— Other civil works |                               |   |
| 3.      | Plant & Machinery   |                               |   |
| 4.      | Misc. Fixed Assets  |                               |   |
| 5.      | Others  |                               |   |
|         | <b>TOTAL</b>  |                               |   |

**ii. Means of Finance: (Rs. in lakh)**

| Sl. No. | Item              | Means of finance approved by the Ministry | Actual expenditure incurred as on ----- |
|---------|-------------------|---|---|
| 1       | Promoter's Equity |   |   |
| 2       | Term Loan         |   |   |
| 3       | Grant from MFPI   |   |   |
| 4       | Unsecured loan*   |   |   |
| 5       | Others            |   |   |

\*Details of unsecured loans along with PAN No. of lenders, if any, duly certified by CA.

**Signature and Seal of C.A (Statutory Auditor in case of company)**

Date: \_\_\_\_\_

(The certification by CA should be based on the verification of books of accounts, bills, invoices, work orders, bank statements, etc. related to the project.)

Counter signature of promoter/ authorized signatory of company with Seal

*24/11*

Annexure-VIII

**CE Certificate (Civil) Format for Technical Civil Work:  
(Letter Head of the CE)**

CE certificate (With membership/registration No. of CE) in the following format:

Name of Project:

Location with address:

Date of site Visit by Chartered Engineer:

Project Progress: (If project has multiple locations, the location wise details should be submitted in below format for each location)

| Sl. No. | Component Name of | (sqm) | (Lakh Rs) | Actual Area(sqm) | Actual Cost(Lakh | Unit(Rs/Sqm)Rate/ | Remarks about the status of | Comments on quality, construction standards, market |
|---------|-------------------|-------|-----------|------------------|------------------|-------------------|-----------------------------|---|
|         |                   |       |           |                  |                  |                   |                             |   |
|         |                   |       |           |                  |                  |                   |                             |   |
|         |                   |       |           |                  |                  |                   |                             |   |
|         | <b>Total</b>      |       |           |                  |                  |                   |                             |   |

It is certified that the material/ components used in the Technical Civil Work are new.

Signature and Seal of C.E.

Counter signature of promoter/ authorized signatory of company with Seal

24/11

**CE Certificate (Mechanical) Format for Plant & Machinery:  
(Letter Head of the CE)**

CE Certificate (With membership/registration No. of CE) in the following  
format: -

Name of project:

Location with address:

Date of Visit by Chartered Engineer:

Project Progress (If project has multiple locations, the location wise details  
should be submitted in below format for each location)

| Sl. No. | Name of Component | Quantity Proposed/ appraised | Rs) Proposed/ appraised Cost | Actual Quantity |                       | Supplier/ Manufacturer | Status of implementation   | s, etc. Comments on quality, |
|---------|-------------------|------------------------------|------------------------------|-----------------|-----------------------|------------------------|--|------------------------------|
|         |                   |                              |                              | Basic Cost      | Actual Cost (Lakh Rs) |                        |  |                              |
|         | Component -1      |                              |                              |                 |                       |                        | Such as:<br><ul style="list-style-type: none"> <li>• Ordered</li> <li>• Received at site</li> <li>• Installation in progress</li> <li>• Installed</li> <li>• Commissioned</li> </ul> |                              |
|         | Component -2      |                              |                              |                 |                       |                        |  |                              |
|         | Component -3      |                              |                              |                 |                       |                        |  |                              |
|         | <b>TOTAL</b>      |                              |                              |                 |                       |                        |  |                              |

It is certified that all the plant and machinery for which grant has been approved are new.

Signature and Seal of C.E.

*[Handwritten Signature]*

Counter signature of promoter/ authorized signatory of company with Seal

*22/11/18*  
*5/11/18*

**Signature valid**

Digitally signed by SHAM  
SUNDAR AGRAWAL  
Date: 2018.11.05 12:54:11 IST  
Reason: Approved