



Model Detailed Project Report

DATES PROCESSING & PACKAGING UNIT

*Under the Formalization of Micro Food Processing Enterprises Scheme
(Ministry of Food Processing Industries, Government of India)*



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1. The Project at a Glance

1. Name of the proposed project	:	Dates Processing & Packaging Unit
2. Name of the entrepreneur/FPO/SHG/Cooperative	:	
3. Nature of proposed project	:	Proprietorship/Company/Partnership
4. Registered office	:	
5. Project site/location	:	
6. Names of Partner (if partnership)	:	
7. No of share holders (if company/FPC)	:	
8. Technical advisor	:	
9. Marketing advisor/partners	:	
10. Proposed project capacity	:	75000 kg/annum(50,55,60,65,&70% capacity utilization in 1 st to 5 th Year respectively)
11. Raw materials	:	Ripe Date Fruit, PET Film Roll, Polyster Film Roll, Printing Inks.
12. Major product outputs	:	Dates
13. Total project cost	:	Rs. 38.54 Lakh
• Land development, building & civil construction	:	Nil
• Machinery and equipments	:	Rs. 31.03 Lakh
• Other Fixed Assets	:	Rs. 3 Lakh
• Working capital margin	:	Rs. 2.81Lakh
• Contingencies	:	Rs. 1.7 Lakh
14. Working capital requirement		Rs. 8.43 Lakh
15. Means of Finance		
• Subsidy grant by MoFPI (max 10 lakhs)	:	Rs. 10.00 Lakh
• Promoter's contribution (min 20%)	:	Rs. 13.22 Lakh
• Term loan (45%)	:	Rs. 15.32 Lakh
16. Debt-equity ratio	:	1.01
17. Profit after Depreciation, Interest & Tax		
• 1 st year	:	2.32 Lakh
• 2 nd year	:	5.64 Lakh
• 3 rd year	:	6.85 Lakh
• 4 th year	:	9.58 Lakh
• 5 th year	:	11.69 Lakh
18. Average DSCR	:	2.87
19. Term loan repayment	:	5 Years with 6 months grace period

2. About of the Project

2.1. Dates Processing & Packaging

The date fruit (*Phoenix dactylifera L.*) is not only a nourishing fruit that can easily be preserved as a product and it can be stored, and transported over long distances, especially in dry climates. Date palm also provides a suitable place for nomadic people to settle by making shade and protecting them from desert winds. The date palm has been used as food for 6000 years and is one of the oldest plants cultivated by human beings. In arid and semi-arid regions of the world, it is an especially valuable commodity and plays an important role in the economic and political life of the population of these regions.

Many products can be processed from date, including date syrup, beer, animal feed, date powder, different types of bread, marmalade, sweet candy, chocolate, date paste, and others. The date palm not only has an important role in the desert ecosystem, but it has many applications for farming and animal husbandry. It is also important in the agricultural economy. The stem of the date plant can be used as making boats, covering the roof of rural houses, used for making paper and fiber.

The fruit of the date palm (*Phoenix dactylifera L.*) is one of the most abundant fruits in the world. Hundreds of varieties having different textures, colors and flavors are available for valorization and adoption in food processing operations. The date fruit is composed of a pericarp, mesocarp, endocarp, and one seed (seed is also called the kernel, pit, or pyrene). The mesocarp, representing the most part of the fruit pulp, consists of enlarged parenchymatous cells and is divided into outer-mesocarp and inner-mesocarp intermediated by 3–10 layers of stanniferous cells.

2.2. Raw Material Requirements

Basic raw material that is used in Date processing is Ripe Date fruit that are directly procured from farm or supplier. PET Film Roll, Polystyrene film Roll, Printing Inks and packaging material are required as raw material.

2.3. Technology

IIFPT has all the advanced technical know on dates processing & packaging with respect to specific parameters' for getting good quality standards. These technologies are available through consultancy.

2.4. Market Demand and Supply

Today, we are the world's largest Date importers, due to its unbeatable taste, versatility, and various health benefits, most Indians have been attracted by dates. Nutritionists and dieticians are also prescribing dates to their patients, as they help strengthen the bones, keep the nervous system energized, boost digestion, and maintain control of cholesterol. Dates are also helpful for managing medical problems, such as night blindness, hyperacidity, obesity, dehydration, anxiety in pediatrics, skin allergies, and tumors.

In view of this consideration, the global date market is therefore expected to see substantial growth over the projected period; Global data for date consumption is projected to rise at a CAGR of 4.5 percent over the 2020-2025 forecast periods.

2.5. Marketing Strategy

The increasing urbanization and income offers huge scope for marketing of dates. Urban organized platforms such as departmental stores, malls, super markets can be attractive platforms to sell well packaged and branded dates. Processors can also have tie-up with hotels, caterers and restaurants for supply.

2.6. Manufacturing Process

Postharvest management of Date

Dates are sorted after harvesting. Sorting is performed manually by workers who, remove other material as well as, extract degraded and infested dates from the dates. Date processing involved the removal of the caps and pits to reduced transportation costs. it is achieved by crushing and sieving the fruits, or more sophisticatedly, by piercing the seed out of the fruit, scraping date pits. The next stage includes fumigation and sterilizing the fruit to avoid pest damage. Fumigation, heat treatment, cold storage, and irradiation, of which fumigation is the most common technology, but prevent from fumigated contamination irradiation by gamma rays are the main latest and safe technology for avoiding insect infestation.

Proper processing technologies are given below:

Good harvesting and handling practices during and post-harvesting can reduce the mechanical damage and wastage of fruit due to microbial attacks.

Transportation after harvesting.

The harvested fruit is packed into large plastic or wooden bins for transportation to the packing station. To prevent the fruit damage and losses due to heat the fruits of date are transported carefully in the morning hours. The insect-pest are attacked in fruit after harvesting so quick transportation is recommended.

Quick initial Sorting

The first post-harvest handling operation involves the separation of ripe dates from immature

ones or from those affected by insects, birds, rats, transport, etc. during processing.

Cleaning

Dates coming from the farm may be contaminated with sand particles, dust, dirt, or other chemical products all these foreign particles should be removed by washing in running water. Fruit cleaning may be done by gently brushing the dates and blowing air on the fruits to prevent damage to the skin. The washer can also be used to clean dates.

Removing of seed

The pit is removed (if required) manually, Pull open the date with the help of a small serrated or paring knife and remove the pit from the Date.

Drying

After washing it is necessary to remove the moisture from the fruit to prevent the growth of molds and yeasts. The moisture of fruit should not be more than 20 %. Air-drying at the 55–65⁰ c for drying of soft dates are generally used.

Sorting

Dates are sorted to remove culls and to divide them into standard sizes. Sorting can be carried out manually or mechanically in crates or on moving conveyor belts. Fruits are sorted according to maturity, color, flesh consistency, shape, and size. The fruit damaged, undeveloped, and overripe, distorted fruits are discarded.

Sizing/grading

Sizing and grading are done manually or mechanically to separate fruit based on size and weight. Uniformity of size in a package is one of the quality criteria for dates. Date size varies depending on the varieties.

Detection of Metal

This process is also carried out with the grading or sorting simultaneously. It is necessary to identify any other particles of metal or items that may have been collected during harvesting or processing. Fruit of dates are passed through a metal detector, it is highly recommended as metals could be highly injurious during date chewing.

Surface coating

This process is carried out to minimize stickiness and/or enhance the appearance of the dates. Several ingredients, including a 5 or 6 % solution of soluble starch as a dip, or 3% methylcellulose, or a mixture of 2 % butylated hydroxyanisole, 6 % vegetable oil, of 2 % butylated hydroxytoluene, 90 % water, and a wetting agent, have been recommended for this reason. Glucose syrup, corn syrup, sorbitol, or glycerols are also commonly used.

Packaging

The packaging is the most essential operations to prevent the dates from moisture absorption and loss, physical damage, insect pest infection, and increase shelf life of the products. The fruits of dates are packed in several types and sizes of packaging on the basis of the nature of the market. 0.25 -1 kg or 2 kg volume packaging are commonly used for the local market, small consumer packages are also used such as bags containing about 50–100 g dates. On the packaging labels, data such as weight, country of origin, cost, and date of expiry should be mention properly. Thermoforming Packaging machines are commonly used for various sizes of the packaging of date.

Cooling and storage

Cooling of dates to below 10⁰C (preferably to 0 ⁰C) before transportation or storage under the

same temperatures (0–10°C) and 65–75% relative humidity is recommended to maintain quality.

Hydro cooling of khalal dates (0-10°C for 20 minutes) can be used but its required disinfection of water and removal of excess surface moisture before transportation.

Flow chart for date processing



2.7. Basic Project Assumptions

Capacity of Dates Processing & Packaging Unit: 75000 Kg/annum

Working hours per day : 8-10 hrs.

Working days per year : 300 days.

Interest on capital investment : 11% on term loan and working capital loan. Repayment period : Five years with six months grace period is considered.

Utilization of capacity : 50% 1st year, 55% in 2nd year, 60% in 3rd year, 65% in 4th year & 70% 5th year onwards

Average prices of raw material : Rs. 72.4/Kg

Average sale price : Rs 180/Kg

2.8. Fixed Capital Investment

2.8.A. Land & Building

The DPR is for FME scheme to upgrade/formalize existing micro enterprises which already has land & built-up area. However, they can invest to expand the built-up area as required.

2.8.B. Machinery & Equipment: Rs. 31.03 Lakhs

Description	Rate	Unit	Amount
Thermo Forming Vacuum Packing machine	2400000	1	2400000
Weighing machine	15000	2	30000
Printing machine	150000	1	150000
Equipments & other tools	Ls		50000
Total Amount			2630000
GST @18%			473400
Net Amount			3103400

2.8.C. Other Fixed Assets:

i. Furniture and Fixtures	Rs. 3 Lakh
ii. Plastic trays capacity	
iii. Electrical fittings	

2.8.D. Total Fixed Capital Investment (A+B+C): Rs. 34.03 Lakhs

2.9. Working Capital Requirement

Working capital is critical input in dates processing & packaging unit as raw materials are seasonal and thus need to maintain high inventories.

COMPUTATION OF CLOSING STOCK & WORKING CAPITAL					
PARTICULARS	I	II	III	IV	V
Finished Goods					
(30 Days requirement)	6.75	7.92	8.82	9.85	10.92
Raw Material					
(30 Days requirement)	2.72	3.14	3.42	3.71	3.99
Closing Stock	9.47	11.06	12.24	13.55	14.91

COMPUTATION OF WORKING CAPITAL REQUIREMENT			
Particulars	Amount	Margin(25%)	Net Amount
Stock in Hand	9.47		
Less:			
Sundry Creditors	1.27		
Paid Stock	8.20	2.05	6.15
Sundry Debtors	3.04	0.76	2.28
Working Capital Requirement			8.43
Margin			2.81
MPBF			8.43
Working Capital Demand			8.43

2.10. Total Project Cost and Means of Finance

Particulars	Amount (Rs. in Lakhs)
i. Land and building	Nil
ii. Plant and machinery	31.03
iii. Other Fixed assets	3.00
iv. Working capital margin	2.81
v. Contingencies	1.7
Total project cost (i to v)	38.54
Means of finance	
i. Subsidy	10
ii. Promoter's contribution	13.22
iii. Term loan	15.32
Total Means of Finance(i to iii)	38.54

2.11. Manpower:

BREAK UP OF LABOUR				
Particulars		Wages	No of	Total
		Per Month	Employees	Salary
				-
Supervisor		20,000.00	1	20,000.00
Machine Operator		16,000.00	2	32,000.00
Skilled/Unskilled Worker		12,000.00	2	24,000.00
Helper		9,000.00	2	18,000.00
Security Guard		7,000.00	1	7,000.00
				1,01,000.00
Add: 10% Fringe Benefit				10,100.00
Total Labour Cost Per Month				1,11,100.00
Total Labour Cost for the year (In Rs. Lakhs)			8	13.33

BREAK UP OF SALARY				
Particulars		Salary	No of	Total
		Per Month	Employees	Salary
				-
Manager		25,000.00	1	25,000.00
Accountant cum store keeper		22,000.00	1	22,000.00
Sales		18,000.00	1	18,000.00
Total Salary Per Month				65,000.00
Add: 5% Fringe Benefit				3,250.00
Total Salary for the month				68,250.00
Total Salary for the year (In Rs. Lakhs)			3	8.19

2.12. Financial Analysis

PROJECTED BALANCE SHEET					
PARTICULARS	I	II	III	IV	V
SOURCES OF FUND					
Capital Account					
Opening Balance	-	23.54	26.67	28.53	30.11
Add: Additions	13.22	-	-	-	-
Add: Net Profit	2.32	5.64	6.85	9.58	11.69
Less: Drawings	2.00	2.50	5.00	8.00	10.00
Subsidy/Grant	10.00	-	-	-	-
Closing Balance	23.54	26.67	28.53	30.11	31.80
CC Limit	8.43	8.43	8.43	8.43	8.43
Term Loan	13.61	10.21	6.81	3.40	-
Sundry Creditors	1.27	1.46	1.60	1.73	1.86
TOTAL :	46.84	46.77	45.36	43.67	42.09
APPLICATION OF FUND					
Fixed Assets (Gross)					
Gross Dep.	2.43	5.18	8.68	12.58	16.92
Net Fixed Assets	31.60	28.86	25.36	21.45	17.11
Current Assets					
Sundry Debtors	3.04	3.92	4.37	4.89	5.42
Stock in Hand	9.47	11.06	12.24	13.55	14.91
Cash and Bank	2.74	2.94	3.38	3.78	4.64
TOTAL :	46.84	46.77	45.36	43.67	42.09

PROJECTED PROFITABILITY STATEMENT					
PARTICULARS	I	II	III	IV	V
A) SALES					
Gross Sale	60.75	78.48	87.47	97.72	108.42
Total (A)	60.75	78.48	87.47	97.72	108.42
B) COST OF SALES					
Raw Material Consumed	27.15	31.36	34.21	37.06	39.91
Electricity Expenses	1.68	1.85	2.01	2.18	2.35
Repair & Maintenance	3.34	3.92	4.37	4.89	5.42
Labour & Wages	13.33	14.00	15.40	16.94	18.63
Packing material & other overhead	2.43	2.75	3.50	3.91	4.34
Cost of Production	47.93	53.87	59.49	64.97	70.65
Add: Opening Stock /WIP	-	6.75	7.92	8.82	9.85
Less: Closing Stock /WIP	6.75	7.92	8.82	9.85	10.92
Cost of Sales (B)	41.18	52.70	58.59	63.95	69.58
C) GROSS PROFIT (A-B)	19.57	25.78	28.87	33.77	38.84
	32.21%	32.84%	33.01%	34.56%	35.83%
D) Bank Interest i) (Term Loan)	1.66	1.36	0.98	0.61	0.23
ii) Interest On Working Capital	0.93	0.93	0.93	0.93	0.93
E) Salary to Staff	8.19	10.65	12.67	14.95	17.19
F) Selling & Adm Expenses	1.52	2.35	2.62	2.93	3.25
G) Depreciation as per Schedule	4.96	4.23	3.61	3.08	2.63
TOTAL (D+E+F+G)	17.25	19.51	20.81	22.49	24.23
H) NET PROFIT	2.32	6.26	8.06	11.28	14.61
	3.8%	8.0%	9.2%	11.5%	13.5%
I) Taxation	-	0.63	1.21	1.69	2.92
J) PROFIT (After Tax)	2.32	5.64	6.85	9.58	11.69

PROJECTED CASH FLOW STATEMENT					
PARTICULARS	I	II	III	IV	V
SOURCES OF FUND					
Own Contribution	13.22	-			
Reserve & Surplus	2.32	6.26	8.06	11.28	14.61
Depriciation & Exp. W/off	2.43	2.75	3.50	3.91	4.34
Increase In Cash Credit	8.43	-	-	-	-
Increase In Term Loan	15.32	-	-	-	-
Increase in Creditors	1.27	0.20	0.13	0.13	0.13
Subsidy/Grant	10.00	-	-	-	-
TOTAL :	52.97	9.21	11.69	15.32	19.08
APPLICATION OF FUND					
Increase in Fixed Assets	34.03	-	-	-	-
Increase in Stock	9.47	1.59	1.19	1.31	1.36
Increase in Debtors	3.04	0.89	0.45	0.51	0.54
Repayment of Term Loan	1.70	3.40	3.40	3.40	3.40
Taxation	-	0.63	1.21	1.69	2.92
Drawings	2.00	2.50	5.00	8.00	10.00
TOTAL :	50.24	9.01	11.25	14.92	18.22
Opening Cash & Bank Balance	-	2.74	2.94	3.38	3.78
Add : Surplus	2.74	0.20	0.45	0.40	0.86
Closing Cash & Bank Balance	2.74	2.94	3.38	3.78	4.64

2.13. Depreciation Schedule:

COMPUTATION OF DEPRECIATION				
Description	Land	Plant & Machinery	Other Assets	TOTAL
Rate of Depreciation		15.00%	10.00%	
Opening Balance	Leased	-	-	-
Addition	-	31.03	3.00	34.03
	-	31.03	3.00	34.03
		-	-	-
TOTAL		31.03	3.00	34.03
Less : Depreciation	-	4.66	0.30	4.96
WDV at end of Ist year	-	26.38	2.70	29.08
Additions During The Year	-	-	-	-
	-	26.38	2.70	29.08
Less : Depreciation	-	3.96	0.27	4.23
WDV at end of IIInd Year	-	22.42	2.43	24.85
Additions During The Year	-	-	-	-
	-	22.42	2.43	24.85
Less : Depreciation	-	3.36	0.24	3.61
WDV at end of IIIrd year	-	19.06	2.19	21.25
Additions During The Year	-	-	-	-
	-	19.06	2.19	21.25
Less : Depreciation	-	2.86	0.22	3.08
WDV at end of IV year	-	16.20	1.97	18.17
Additions During The Year	-	-	-	-
	-	16.20	1.97	18.17
Less : Depreciation	-	2.43	0.20	2.63
WDV at end of Vth year	-	13.77	1.77	15.54

2.14. Repayment Schedule:

REPAYMENT SCHEDULE OF TERM LOAN						11.0%	
Year	Particulars	Amount	Addition	Total	Interest	Repayment	CI Balance
I	Opening Balance						
	Ist Quarter	-	15.32	15.32	0.42	-	15.32
	Iind Quarter	15.32	-	15.32	0.42	-	15.32
	IIIrd Quarter	15.32	-	15.32	0.42	0.85	14.46
	Ivth Quarter	14.46	-	14.46	0.40	0.85	13.61
					1.66	1.70	
II	Opening Balance						
	Ist Quarter	13.61	-	13.61	0.37	0.85	12.76
	Iind Quarter	12.76	-	12.76	0.35	0.85	11.91
	IIIrd Quarter	11.91	-	11.91	0.33	0.85	11.06
	Ivth Quarter	11.06		11.06	0.30	0.85	10.21
					1.36	3.40	
III	Opening Balance						
	Ist Quarter	10.21	-	10.21	0.28	0.85	9.36
	Iind Quarter	9.36	-	9.36	0.26	0.85	8.51
	IIIrd Quarter	8.51	-	8.51	0.23	0.85	7.66
	Ivth Quarter	7.66		7.66	0.21	0.85	6.81
					0.98	3.40	
IV	Opening Balance						
	Ist Quarter	6.81	-	6.81	0.19	0.85	5.96
	Iind Quarter	5.96	-	5.96	0.16	0.85	5.11
	IIIrd Quarter	5.11	-	5.11	0.14	0.85	4.25
	Ivth Quarter	4.25		4.25	0.12	0.85	3.40
					0.61	3.40	
V	Opening Balance						
	Ist Quarter	3.40	-	3.40	0.09	0.85	2.55
	Iind Quarter	2.55	-	2.55	0.07	0.85	1.70
	IIIrd Quarter	1.70	-	1.70	0.05	0.85	0.85
	Ivth Quarter	0.85		0.85	0.02	0.85	0.00
					0.23	3.40	

2.15. Financial Ratios:

FINANCIAL RATIOS					
	I	II	III	IV	V
TURNOVER	60.75	78.48	87.47	97.72	108.42
GROSS PROFIT	19.57	25.78	28.87	33.77	38.84
G.P. RATIO	32.21%	32.84%	33.01%	34.56%	35.83%
NET PROFIT	2.32	6.26	8.06	11.28	14.61
N.P. RATIO	3.8%	8.0%	9.2%	11.5%	13.5%
CURRENT ASSETS	15.24	17.92	20.00	22.22	24.97
CURRENT LIABILITIES	9.69	9.89	10.02	10.16	10.29
CURRENT RATIO	1.57	1.81	2.00	2.19	2.43
TERM LOAN	13.61	10.21	6.81	3.40	-
TOTAL NET WORTH	13.54	16.67	18.53	20.11	21.80
DEBT/EQUITY	1.01	0.61	0.37	0.17	-
TOTAL NET WORTH	13.54	16.67	18.53	20.11	21.80
TOTAL OUTSIDE LIABILITIES	23.31	20.10	16.83	13.56	10.29
TOL/TNW	1.72	1.21	0.91	0.67	0.47
PBDIT	7.33	11.92	14.68	18.41	23.03
INTEREST	2.59	2.28	1.91	1.54	1.16
INTEREST COVERAGE RATIO	2.83	5.22	7.69	11.99	19.84
WDV	31.60	28.86	25.36	21.45	17.11
TERM LOAN	13.61	10.21	6.81	3.40	-
FACR	2.32	2.83	3.73	6.30	-

2.16. Breakeven Point Analysis:

BREAK EVEN POINT ANALYSIS					
Year	I	II	III	IV	V
Net Sales & Other Income	60.75	78.48	87.47	97.72	108.42
Less : Op. WIP Goods	-	6.75	7.92	8.82	9.85
Add : Cl. WIP Goods	6.75	7.92	8.82	9.85	10.92
Total Sales	67.50	79.65	88.37	98.75	109.49
Variable & Semi Variable Exp.					
Raw Material	27.15	31.36	34.21	37.06	39.91
Electricity Exp/Coal Consumption at 85%	1.43	1.57	1.71	1.85	2.00
Wages & Salary at 60%	12.91	14.79	16.84	19.13	21.50
Selling & administrative Expenses 80%	1.22	1.88	2.10	2.35	2.60
ii) Interest On Working Capital	0.93	0.93	0.93	0.93	0.93
Repair & Maintenance	3.34	3.92	4.37	4.89	5.42
Packing material & other overhead	2.43	2.75	3.50	3.91	4.34
Total Variable & Semi Variable Exp	49.40	57.20	63.66	70.11	76.69
Contribution	18.10	22.45	24.70	28.63	32.80
Fixed & Semi Fixed Expenses					
Electricity Exp/Coal Consumption at 15%	0.25	0.28	0.30	0.33	0.35
Wages & Salary at 40%	8.61	9.86	11.23	12.76	14.33
Interest on Term Loan	1.66	1.36	0.98	0.61	0.23
Depreciation	4.96	4.23	3.61	3.08	2.63
Selling & administrative Expenses 20%	0.30	0.47	0.52	0.59	0.65
Total Fixed Expenses	15.78	16.19	16.64	17.36	18.19
Capacity Utilization	50%	55%	60%	65%	70%
OPERATING PROFIT	2.32	6.26	8.06	11.28	14.61
BREAK EVEN POINT	44%	40%	40%	39%	39%
BREAK EVEN SALES	58.86	57.43	59.53	59.86	60.73

3. Limitations of the Model DPR and Guidelines for Entrepreneurs

3.1. Limitations of the Model DPR

- i. This model DPR has provided only the basic standard components and methodology to be adopted by an entrepreneur while submitting a proposal under the Formalization of Micro Food Processing Enterprises Scheme of MoFPI.
- ii. This is a model DPR made to provide general methodological structure not for specific entrepreneur/crops/location. Therefore, information on the entrepreneur, forms and structure (proprietorship/partnership/cooperative/ FPC/joint stock company) of his business, details of proposed DPR, project location, raw material base/contract sourcing, entrepreneurs own SWOT analysis, detailed market research, rationale of the project for specific location, community advantage/benefit from the project, employment generation and many more detailed aspects not included.
- iii. The present DPR is based on certain assumptions on cost, prices, interest, capacity utilization, output recovery rate and so on. However, these assumptions in reality may vary across places, markets and situations; thus the resultant calculations will also change accordingly.
- iv. This particular DPR is made on three components of means of finance i.e. grant, owner's contribution and loan/debt as followed in many central sector schemes. However, if the DPR is for credit linked subsidy then the calculation may slightly change without changes in the general structure and methodology adopted in the DPR.

3.2. Guidelines for the Entrepreneurs

- i. The success of any prospective food processing project depends on how closer the assumptions made in the initial stage are with the reality of the targeted market/place/situation. Therefore, the entrepreneurs must do its homework as realistic as possible on the assumed parameters.
- ii. This model DPR must be made more comprehensive by the entrepreneur by including information on the entrepreneur, forms and structure (proprietorship/partnership/cooperative/ FPC/joint stock company) of entrepreneur's business, project location, raw material base/contract sourcing, entrepreneurs own SWOT analysis, detailed market research, comprehensive dehydrated product mix based on demand, rationale of the project for specific location, community advantage/benefit from the project, employment generation, production/availability of the raw materials/crops in the targeted area/clusters and many more relevant aspects for acceptance and approval of the competent authority.
- iii. The entrepreneur must be efficient in managing the strategic, financial, operational, material and marketing aspects of a business. In spite of the assumed parameter being

closely realistic, a project may become unsustainable if the entrepreneur does not possess the required efficiency in managing different aspects of the business and respond effectively in changing situations.

- iv. The machineries should be purchased after thorough market research and satisfactory demonstration.
- v. The entrepreneur must ensure uninterrupted quality raw materials' supply and maintain optimum inventory levels for uninterrupted operations management.
- vi. The entrepreneur must possess a strategic look to steer the business in upward trajectory.
- vii. The entrepreneur must maintain optimum (not more or less) inventory, current assets. Selecting optimum source of finance, not too high debt-equity ratio, proper capital budgeting and judicious utilization of surplus profit for expansion is must.
- viii. The entrepreneur must explore prospective markets through extensive research, find innovative marketing strategy, and maintain quality, adjust product mix to demand.
- ix. The entrepreneur must provide required documents on land, financial transaction, balance sheet, further project analysis as required by the competent authority for approval.
- x. The entrepreneur must be hopeful and remain positive in attitude.

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