

An aerial night view of a busy port. In the foreground, several large yellow gantry cranes are positioned along a pier. A large white cargo ship is docked at the pier, with its deck illuminated. The water is dark blue, and a few smaller boats are visible. In the background, a city skyline with numerous lit-up buildings is visible under a twilight sky with soft pink and blue hues. A large yellow text box is overlaid on the left side of the image.

# **Export Action Plan for Dharashiv District**

**Chh.Sambhajinagar Region,  
Maharashtra**

**July 2024**

# Contents

<b>1</b>	<b>District Profile</b> .....	<b>2</b>
1.1	Introduction .....	2
1.2	Administrative Profile .....	2
1.3	Location and Geography .....	2
1.4	Demographic Profile .....	2
1.5	Logistic Infrastructure Profile .....	2
1.5.1	Road Transport .....	3
1.5.2	Rail Transport.....	3
1.5.3	Air Transport.....	3
1.6	Agricultural Profile.....	4
1.6.1	Major Agriculture and Horticulture Produce of District .....	4
1.7	Industrial Profile.....	5
1.8	Service Sector Profile .....	6
1.9	Industrial Infrastructure Profile.....	6
1.10	Industrial Associations of the District.....	6
1.11	Banking Facilities.....	6
1.12	Strengths and Opportunities in Dharashiv District.....	7
<b>2</b>	<b>District Export Profile</b> .....	<b>8</b>
2.1	Dharashiv District Export Scenario .....	8
2.2	Existing and Proposed Infrastructure for Exports .....	9
2.3	District ODOP and GI Product Profile.....	9
2.3.1	Current Market for district's ODOP and GI Products.....	9
2.4	Top Exporting Products and Countries from District in FY 2021-22 and FY 2022-23	10
2.4.1	Top 10 Exporting Products from District.....	10
2.4.2	Top 10 Exporting Countries from District .....	12
2.5	Export Potential Product Profile.....	13
2.6	Potential GI Products Profile.....	14
2.7	Existing Export Unit in district .....	14
2.8	Major Clusters in District.....	14
2.9	Major Industrial Units in the District .....	15
2.10	Key Issues in Export.....	19
2.11	Export Promotion Initiatives by District .....	23
2.11.1	Formation of DEPC (District Export Promotion Council) .....	23
<b>3</b>	<b>District Export Promotion Strategy</b> .....	<b>24</b>
3.1	Diversification Opportunities for district's ODOP products .....	24
3.2	Export Promotion Strategy.....	24
3.3	Key Department Contacts.....	33

## 1 District Profile

### 1.1 Introduction

The Dharashiv district is an administrative district in the Marathwada region in the Indian state of Maharashtra. The district headquarter is located at city of Dharashiv. The District of Dharashiv derives its name from the last ruler of Hyderabad, the 7th Nizam, Mir Osman Ali Khan, of which the region was a part till 1947. This region was earlier part of The Hyderabad State until Independence. A major attraction of the district is 'Dharashiv Caves' that were originally Buddhist but were later converted into monuments of the Jain religion. People of the region specialize in handicrafts like Bidriware, Mashru and Himroo.

The most famous tourist destination in Dharashiv District is Tuljapur, which is famous for the Tulja bhavani Temple. Naldurg is another historical place in Dharashiv with a historic Naldurg Fort. Kunthalgiri tirth consists of 11 Jain temples: Kunthagiri is the great holy place of the Digambar, Jains and famous for Digambarpanthi Jain temple in Bhoom tahsil. Railway Circuit house in Yedshi was built in 1870's by the British Government for top railway officers of that era. It is an architectural gem and provides a good view of the forest.

### 1.2 Administrative Profile

The Dharashiv district headquarter is located at city of Dharashiv. The district is divided into two sub-divisions of Dharashiv and Bhum and 8 tahsils for administrative purposes. Dharashiv sub-division includes Dharashiv, Tuljapur, Umarga and Lohara tahsils and Bhum sub-division includes Bhum, Kalamb, Paranda and Washi tahsils.

### 1.3 Location and Geography

The district is located on the east side of the Marathwada region between latitude 17.35 to 18.40 degrees north, and longitude 75.16 to 76.40 degrees east. Dharashiv district lies in the southern part of state and on Deccan plateau, about 600 m above sea level. Dharashiv district is bordered by the Beed district to the north, Latur district to the east, Solapur district to the west, Ahmednagar district to the north-west and the Bidar and Gulbarga districts of Karnataka state to the south. The most part of the district lies in the hilly areas of the Balaghat Range. The rainy season starts from mid-June and continues till the end of September.

The climate of the district is humid in October and November and dry and cool from mid-November to January. From February to June, the climate is dry and becomes increasingly hot. During summer, the temperature of Dharashiv district is low compared to other districts of Marathwada region. The average annual rainfall in the district is 730 mm. This is primarily a rural district, occupies an area of 7569 sq. km. of which 241.4 sq. km. is urban and has a population of 1,657,576 of which 16.96%.

### 1.4 Demographic Profile

In the 2011 census Dharashiv district had a population of 1,657,576 lakhs. This gave it a ranking of 298 among district of India (out of a total of 640). The district had a population density of 219 inhabitants per square kilometer (570/sq mi). Its population growth rate over the decade 2001-2011 was 11.69%. Dharashiv had a sex ratio of 920 females for every 1000 males, and a literacy rate of 76.33%.

### 1.5 Logistic Infrastructure Profile

- ▶ The JNPT (411 km., 07.00 hrs.) and Dighi (287 km., 05.30 hrs.) are the nearest seaport and dry port available for district.
- ▶ Jalna dry port (220 km., 03.50 hrs.) which is in catchment area of JNPT work is in progress and will improve cargo movement to the port. The main objective of this project is to deliver agricultural and industrial products from Marathwada directly to Nhava Sheva Port in

Mumbai. The Mumbai-Nagpur Samruddhi Highway work is in progress which is passing near to this dry port. Through this, the products will be delivered directly to Mumbai.

### 1.5.1 Road Transport

Dharashiv district is connected to major cities of the state-by-state highways. The road connectivity is excellent, roads connecting to Chh.Sambhajinagar, Nagpur, Beed, Mumbai are upgraded to four-lane highways.

Below mentioned national highways passing through Dharashiv district,

- ▶ NH-9 - Hyderabad to Mumbai
- ▶ NH-211- Gadag to Baroda
- ▶ NH-52 - Sangrur to Tuljapur
- ▶ NH-63 - Barshi to Borigumma
- ▶ NH-65 - Pune to Masulipatam
- ▶ NH-361 - Tuljapur to Butibori
- ▶ NH-548 B - Mantha to Vijaya Pura
- ▶ NH-548 C - Satara to Baitul
- ▶ NH-652 - Tuljapur to Akkalkot

### 1.5.2 Rail Transport

The Dharashiv railway station is an important railway station on the Central Railway. The modified rail track from Dharashiv to Kurduvadi junction became operational and connects Dharashiv to Pune and Mumbai by a shorter rail route than via Latur. North India also connected by this new railway track.

The railway service is available for below mentioned destinations,

Pune, Mumbai, Kolhapur, Pandharpur, Miraj, Latur, Nanded, Parbhani, Parli Vaijnath, Akola Nagpur, Hyderabad, Nizamabad, Bidar.

The main routes are as mentioned below,

- ▶ Nagpur to Kolhapur
- ▶ Miraj to Parli
- ▶ Pandharpur to Nizamabad
- ▶ Pune to Hyderabad
- ▶ Pune to Amaravati
- ▶ Pune To Nizamabad

### 1.5.3 Air Transport

The nearest operational airport to Dharashiv is Latur Airport, which is near Chincholiraowadi, 12 km. northwest of the city. The Airport facilities include aircraft fueling, night landing with navigational aids, aircraft parking, CAT VII airport firefighting and rescue service. A well-equipped terminal building has VIP lounges, departure and arrival lounges, transit suites and snooze cabins, visitors' waiting area, and a cafeteria.

Dharashiv has airport but scheduled service is not available. Dharashiv airport has one runway 1,200 meters in length with a 10-meter-wide parallel taxiway running along its entire length on the north side. It has an apron measuring 60 meters by 80 meters connected to the southwest end of the runway by means of a taxiway. MIDC has constructed a terminal building next to the apron at a cost of INR 89 Lakhs.

## 1.6 Agricultural Profile

The agriculture is the major occupation of majority of the population in Dharashiv district. The Economic, industrial, educational, social development of this area is dependent on agricultural production. Despite of higher promotions per capita availability of food over time did not increase significantly. At present the growth rate of agricultural production is less than 2%. It is assumed that the growth rate of production in agriculture must be more than the growth rate of population. Hence, there is an urgent need to accelerate agricultural growth to address issues on food security, nutritional adequacy, and income generation.

This can be achieved by identifying the problems in crop production, infrastructure facilities, issues related to the natural resources and accordingly there is need to improve agricultural services keeping in view the vision and objectives.

The main rivers flowing in the district are Manjra, Seena, Therna, Bori, chandani and Benitura. Two major irrigation projects viz. Manjra Project and Therna irrigation project have already been completed along with 16 medium irrigation projects and 139 minor irrigation projects.

The agriculture and allied activities are the main sources of livelihood for majority of rural masses and control the economy of the district. Out of total geographical area, 7,48,500 hectares of the district, the net sown area is 5,84,400 hectares. About 46.21% of total gross cropped area is under Kharif crops and 36.87% is under rabi crops. About 34.92% of the gross cropped area is cultivated for different cereal crops such as Sorghum, Bajra, Maize, Wheat, Rabi Jawar etc., 22.89% area for pulses (Tur, Gram, Green gram, Black gram etc.), 36.72% area for oilseeds (Soybean, Safflower, Sunflower, Groundnut etc.), 2.32% area for cotton, 4.41% area for sugarcane and other area for Fruits, Vegetables.

The proportion of Soybean is maximum in Kharif season followed by Tur, Jawar. Similarly, proportion of Rabi Jawar is maximum in rabi season. Wheat, Sugarcane, Gram is cultivated on irrigated area. By implementing improved practices, it is possible to increase the yield. The yield gaps are maximum in Jawar, Wheat, Tur, Urad and Sunflower and comparatively minimum in Gram, Soyabean. To bridge the yield gaps, implementation of the measures mentioned below would play vital role.

- ▶ The irrigated area should be increased, and watershed development work should be completed.
- ▶ Essential to improve the agricultural services like availability of inputs, Seed, Fertilizers, insecticides, growth regulators, Water, Electricity, Research & Extension activities, Marketing, Transport, Storage, Processing etc.

### 1.6.1 Major Agriculture and Horticulture Produce of District

**Table 1.6.1 - Major Agriculture and Horticulture Produce of District**

Sr. No.	Name of Product	Production in MT (2023-24)	Area under Production Hectare (2023-24)
1.	Soyabean	5,87,490	4,78,727
2.	Sugar Cane	49,73,719	75,075
3.	Pulses	1,76,036	2,40,767
4.	Cereals	2,10,966	2,83,585
5.	Grapes	36,700	2,610
6.	Mango	20,100	3,900
7.	Pomegranate	42,450	2,910

Source: Ministry of Agriculture, GOI and Department of Agriculture, GOM

## 1.7 Industrial Profile

Although Agriculture is the main source of income in Dharashiv district, there are industrial estates at Dharashiv, Bhoom and Kalamb talukas. The Traditional fireworks business at Terkheda is well known. There are Yarn mills located at Dhoki and Tamalwadi. There are co-operating Sugar factories in the district. Cotton mills and sugar factories are famous in this district.

### ► Industries and Employment Generation in Dharashiv District,

The below mentioned tables illustrates industries and employment generation of the district,

**Table – Total Industries, Investment and Employment Generation**

Sr. No.	Category	No. of Enterprises	Investment (INR crore)	Employment
1	Mega Unit	0	0	0
2	Large Unit	17	439	8607
	Total	17	439	8607

**Table –Total Industries, Investment and Employment Generation**

Sr. No.	Category	No. of Enterprises			Investment in (INR Crore)			Employment Generation		
		Mfg	Service	Total	Mfg	Service	Total	Mfg	Service	Total
1	Micro	2708	34295	37003	12366	34295	46661	22520	21871	44391
2	Small	17	482	499	128	482	610	43797	24413	68210
3	Medium	03	0	03	87	0	87	14632	0	14632
	<b>Total</b>	<b>2728</b>	<b>34777</b>	<b>37505</b>	<b>12581</b>	<b>34677</b>	<b>47358</b>	<b>80949</b>	<b>46284</b>	<b>127233</b>

Source: DIC Dharashiv

### ► Sugar factories in the district,

- Dr. Babasaheb Ambedkar Sahakari Sakhar Karkhana Ltd. Keshegaon, Bamni
- Bhairavnath Sugar Works Ltd., Sonari, Paranda
- Bhimashankar Sugar Mills Ltd., Pargaon
- Kancheshwar Sugar Ltd., Magrul
- Natural Sugar and Allied Industries Ltd., Ranjani
- Shri Vitthalsai Sahakari Karkhana Ltd., Murum
- Lokmanya Sugars, Lohara
- Dharashiv Sakhar Karkhana, Chorakhali
- SP Sugar and Agro, Tadwale

- The district is having Punyashlok Ahilyadevi Sheep & Goat Development Farm which reared Dharashivi Goat breed for breeding purpose. The farm produced superior quality bucks are reared up to attain reproductive age and then after the bucks are distributed to farmers for breeding of their ND livestock.

►

## 1.8 Service Sector Profile

The district has various registered service sector enterprises. The major services which are provided in the district are as follows,

- ▶ Carpentry Services
- ▶ Educational Services
- ▶ Architectural Services and related services
- ▶ Consultancy Services
- ▶ Legal Services
- ▶ Transport and Logistic Services
- ▶ Accounting and Finance Services
- ▶ Printing and Publishing Services

## 1.9 Industrial Infrastructure Profile

The details of industry wise area and developed plots is illustrated in below mentioned table,

**Table 1.9.1 - MIDC Area in District**

MIDC Name	Area in Hectare	Plots Developed
MIDC Dharashiv	101.96	265
MIDC Additional Dharashiv	55.82	41
MIDC Umarga	210.5	353
MIDC Bhoom	15.54	62
MIDC Kalamb	10.19	43
Kaudgaon Phase-1	173.74	3

Source: DIC Dharashiv

Below mentioned infrastructure facilities provided by MIDC in main industrial areas of Dharashiv,

### ▶ Roads

The area is connected internally by asphalted roads. The width of the main road is 30 meters and that of internal road is 20 meters. The roads are constructed using modern techniques.

### ▶ Electricity

A plot measuring 0.80 hectares of land has been allotted for 33 KV MSEB substation. The power is supplied from this substation to the units.

## 1.10 Industrial Associations of the District

- ▶ Laghu Udyog Bharti, MIDC, Dharashiv
- ▶ Small Scale Industrial Welfare Association, Dharashiv
- ▶ Laghu Udyog Bharati, Umarga
- ▶ Kalamb Laghu Udyog Sanghtana
- ▶ Bhoom Taluka Laghu Udyog Sanghtana

## 1.11 Banking Facilities

Dharashiv district has major public sector and private bank branches including State Bank of India, Bank of Maharashtra, ICICI Bank, HDFC Bank, Axis Bank, Canara Bank, Syndicate bank and Central Bank of India.

### 1.12 Strengths and Opportunities in Dharashiv District

- ▶ Dharashiv district has a predominantly agriculture-based economy with major crops produced such as pulses, soyabean, jawar, sugar cane, and pomegranate. The district has 9 operational sugar factories, 3 Jaggery powder units, and 1000 khawa units with a daily production capacity of 20 MT.
- ▶ The district has Punyashlok Ahilyadevi Sheep & Goat Development Farm which reared Dharashivi Goat breed for breeding purposes.
- ▶ The district has opted for Geographical Indicator (GI) for Dharashivi Goat, Dharashivi Khawa, Kavadyachi Mal and Paradi, and Bhoom and Paranda Maldandi Jawar.
- ▶ Promoting major agro-based produce industries from the district - Sugarcane, Soyabean, and Pulses are major agricultural produce of the district, and the allied agro-based industries can be boosted considering the raw material availability in the district.
- ▶ **Promoting the food processing industry**
  - ▶ The district has a large volume of milk production and availability of 1000 khawa units. Availing supporting export infrastructure to these units can be a big export opportunity for the district.
  - ▶ The district has a special kind of Dharashivi goat, known for good meat quality. Availing supporting export infrastructure to these units can be a big export opportunity for the district.
- ▶ Considering the huge production of **Sugarcane, below mentioned are prime opportunities for the district,**
  - ▶ Promoting Jaggery production activities in the district as it allied industry for Sugarcane.
  - ▶ Ethanol is naturally produced by the fermentation of sugar. Ethanol is largely derived while extracting sugar from sugarcane. Considering the huge sugarcane of the district, the allied ethanol-making industries can be promoted.



## 2 District Export Profile

### 2.1 Dharashiv District Export Scenario

The below mentioned table depicts Dharashiv district's export scenario as well as state's export contribution in India's total export and Dharashiv district's export contribution in state's total export.

**Table 2.1.1 - District Export Scenario in FY 2021-2022**

<b>State and District Export Contribution - April 2021 to March 2022</b>		
	<b>Total Exports (INR crore)</b>	<b>Percentage Contribution</b>
<b>Maharashtra</b>	<b>5,45,083.85</b>	<b>17.33</b>
<b>Dharashiv District</b>	<b>625.07</b>	<b>0.11</b>

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

**Table 2.1.2 - District Export Scenario in FY 2022-2023**

<b>State and District Export Contribution - April 2022 to March 2023</b>		
	<b>Total Exports (INR crore)</b>	<b>Percentage Contribution</b>
<b>Maharashtra</b>	<b>5,81,439.42</b>	<b>16.05</b>
<b>Dharashiv District</b>	<b>1,346.49</b>	<b>0.25</b>

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

**Table 2.1.3 - District Export Scenario in FY 2022-2023**

<b>State and District Export Contribution - April 2022 to March 2023</b>		
	<b>Total Exports (INR crore)</b>	<b>Percentage Contribution</b>
<b>Maharashtra</b>	<b>5,56,400.42</b>	<b>17.37</b>
<b>Dharashiv District</b>	<b>275.18</b>	<b>0.049</b>

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

## 2.2 Existing and Proposed Infrastructure for Exports

The list and locations of key existing projects, proposed future projects and proposed new projects for Export Promotion in the district is as mentioned below,

Existing Projects	
1	Agriculture research center (Tuljapur)
2	2 Cold storages (Bhum)
3	9 Agricultural produce market committees
4	Khawa, Raisin and Garment clusters (Bhum)
Proposed Future Projects	
1	Multi lane road connectivity to Jalna Dry port
Proposed New Projects for Export Promotion	
1	Dry warehouse (Umarga)
2	Cold storage (Tuljapur)
3	Testing Lab (Osmanabad)
4	Cold storage and Slaughter house (Osmanabad)
5	Packing house (Bhum)
6	Replace wood fire bhatti with solar bhatti for khawa units in Bhum and Kalamb taluka
7	R&D, Testing Lab and Packing house (Osmanabad)
8	Turmeric cluster (Tuljapur)
9	Implementation of Ethanol Blended Petrol (EBP) Program in district

## 2.3 District ODOF and GI Product Profile

Most of the product exported from the district are all types of pulses and Sugar. The ODOF and GI product profile of the district is as mentioned below,

**Table 2.3.1 - ODOF and GI Product Profile**

Sr. No.	Product Name	GI No.	ODOF	HSN Code	Sector	Production Hub
1.	Pulses	NA	Yes	07132020, 07133110, 07139010, 07133100	Agriculture	Omerga, Tuljapur, Dharashiv, Kalamb
2.	Sugar	NA	Yes	17011490, 17019990, 17019100	Agriculture	Dharashiv, Kalamb, Lohara, Omerga

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

\* GI - Geographical Indicator, ODOF - One District One Product

### 2.3.1 Current Market for district's ODOF and GI Products

The main exporting countries for the district are Qatar, UAE, Oman, Kuwait, UK, Italy, and Canada. The below mentioned table illustrates current market for listed products,

**Table 2.3.2 - Current Market for district's ODOF Products**

Sr. No.	Product Name	HSN Code	Major Market for Products
1.	Pulses	07132020, 07133110, 07139010,	Qatar, UAE, Oman, Kuwait, UK, Italy, Canada, USA, Saudi Arabia, New Zealand

## Dharashiv District Export Action Plan

Sr. No.	Product Name	HSN Code	Major Market for Products
		07133100	
2.	Sugar	17011490, 17019990, 17019100	Malaysia, Iraq, Bangladesh, Indonesia, Saudi Arabia, Somalia, Pakistan, Turkmenistan, Sri Lanka, Afghanistan

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

### 2.4 Top Exporting Products and Countries from District in FY 2021-22 and FY 2022-23

The below mentioned sections illustrates details of Top 10 exporting products from district and Top 10 exporting countries from district along with its export values.

#### 2.4.1 Top 10 Exporting Products from District

The below mentioned table depicts information of Top 10 exporting products of the district, product wise top exporting countries and product wise export value for **FY 2021-22 and FY 2022-23**.

**Table 2.4.1 - Top 10 Exporting Products from District (FY 2021-22)**

Sr. No.	HS Code	Product Description	Export Value (INR crore)	Top Exporting Countries
1.	17011490	Cane Sugar	295.70	Malaysia, Bangladesh, Iraq
2.	17019990	Refined Sugar	124.49	Afghanistan, Pakistan, Djibouti
3.	52051210	Cotton Yarn	35.68	Chile, Bangladesh, Turkey
4.	10064000	Broken Rice	14.54	Vietnam, Philippines, Djibouti
5.	29211190	Methylamine	12.06	China, Belgium, Turkey
6.	29221990	Ethylamine and Ethanamine	9.06	Australia, USA, Turkey
7.	10063090	Rice (excluding Basmati Rice)	7.23	Sri Lanka, Burkina Faso, Philippines
8.	29231000	Choline and its Salts	7.20	Italy
9.	17019100	Refined Sugar	5.51	Sri Lanka
10.	22071090	Spirit	5.01	Cameroon, Angola, Burkina Faso

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

Dharashiv District Export Action Plan

**Table 2.4.2 - Top 10 Exporting Products from District (FY 2022-23)**

Sr. No.	HS Code	Product Description	Export Value (INR crore)	Top Exporting Countries
1.	17011490	Cane Sugar	1082.82	Iraq, UAE, Bangladesh
2.	17019990	Refined Sugar	93.80	Sudan, Turkmenistan, Yemen
3.	17031000	Cane Molasses	72.30	Netherland, Korea, Philippines
4.	10063090	Rice	43.19	Togo, Kenya, Guinea
5.	29231000	Choline	20.32	Italy
6.	29221990	Methyl Ethanol	10.45	Australia, USA, Turkey
7.	29211190	Formamide	8.37	Turkey, Belgium, Netherland
8.	52053210, 52051210	Cotton Yarn	6.54	Thailand, Bangladesh, China
9.	17019100	Edible Offal	5.42	Somalia
10.	29153100	Ethyl Acetate	0.93	UAE

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

**Table 2.4.3 - Top 10 Exporting Products from District (FY 2023-24)**

Sr. No.	HS Code	Product Description	Export Value (INR crore)	Top Exporting Countries
1.	17019990	Refined Sugar Including Centrifugal Sugar	114.40	Malaysia, Maldives, Pakistan, Sri Lanka, Thailand
2.	17011490	Other Cane Sugar	65.80	Bangladesh, Djibouti, Indonesia, Kenya, Pakistan Sri Lanka
3.	52051210	Grey	38.22	Bangladesh, Chile, China P Colombia
4.	10063090	Rice Parboiled (Excl Basmati Rice)	16.83	Benin, Kenya, Madagascar Timor-Leste, Togo
5.	17031000	Cane Molses	15.29	UK
6.	29221990	Salts of triethanolamine	7.39	Australia, USA, Turkey
7.	8061000	Grapes Fresh	5.49	Indonesia, Malaysia, Thailand, UAE, Italy
8.	29231000	Choline And Its Salts	5.38	Italy
9.	52053210	Grey	3.55	Germany, Mauritius ,Peru Somalia
10.	29211190	Formamides	2.81	Australia, Germany, Italy, Belgium

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

## 2.4.2 Top 10 Exporting Countries from District

The below mentioned table depicts information of Top 10 exporting countries from district and export value for FY 2021-22 and FY 2022-23.

**Table 2.4.3 - Top 10 Exporting Countries from District (FY 2021-22)**

Sr. No.	Country	Export Value (INR crore)	Key Products Exporting to the country
1.	Malaysia	154.38	Cane Sugar, Refined Sugar (Incl. Centri. Sugar), Rice Except Parboiled (Excl Basmati Rice)
2.	Iraq	94.24	Cane Sugar
3.	Bangladesh	88.46	Formamide, Cotton yarn contain> 85% cotton wt., Other Acyclic Amides and Their Derivatives, Salts
4.	Indonesia	46.67	Formamide, Cane Sugar, Refined Sugar (Incl. Centri. Sugar)
5.	Afghanistan	39.12	Refined Sugar (Incl. Centri. Sugar), Cane Sugar
6.	Pakistan	28.08	Cane Sugar, Refined Sugar (Incl. Centri. Sugar), Formamide
7.	Saudi Arabia	25.05	Ferro-Silicomanganese, cane sugar, Single and Multistage Chemical and Process Pumps
8.	China	18.16	Formamide, Cotton yarn contain> 85% cotton wt., Indian Cotton of Staple Length 28.5mm and above
9.	Sri Lanka	15.42	Refined Sugar (Incl. Centri. Sugar), Rice Except Parboiled (Excl Basmati Rice), Sugar refined containing flvrg or clrng matter
10.	Djibouti	13.52	Broken Rice, Refined Sugar (Incl. Centri. Sugar),

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

**Table 2.4.4 - Top 10 Exporting Countries from District (FY 2022-23)**

Sr. No.	Country	Export Value (INR crore)	Key Products Exporting to the country
1.	Iraq	216.48	Cane Sugar
2.	UAE	192.09	Cane Sugar, Ethyl Acetate, Amino alcohols
3.	Bangladesh	186.62	Cane Sugar, Cotton Yarn, Methylamine
4.	Indonesia	169.87	Cane Sugar, Refined Sugar, Grapes
5.	Saudi Arabia	51.26	Cane Sugar
6.	Somalia	50.73	Cane Sugar, Refined Sugar
7.	Djibouti	50.60	Cane Sugar, Refined Sugar
8.	Netherland	36.27	Cane Molasses
9.	Iran	33.25	Cane Sugar, Refined Sugar
10.	Sri Lanka	31.77	Cane Sugar

## Dharashiv District Export Action Plan

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

**Table 2.4.5 - Top 10 Exporting Countries from District (FY 2023-24)**

Sr. No.	Country	Export Value (INR crore)	Key Products Exporting to the country
1.	Maldives	46.92	Cane Sugar
2.	Pakistan	32.75	Cane Sugar, Ethyl Acetate, Amino alcohols
3.	Thailand	31.31	Grapes, Grey, cane sugar
4.	Indonesia	28.41	Cane Sugar, Refined Sugar, Grapes
5.	Colombia	25.64	Grey
6.	Bangladesh	23.63	Cane Sugar, Refined Sugar, Grey
7.	Sri Lanka	17.59	Cane Sugar, Refined Sugar
8.	U K	15.29	Cane Molasses
9.	Kenya	11.74	Cane Sugar, Rice
10.	UAE	6.21	Cane Sugar, Grapes

## 2.5 Export Potential Product Profile

As per discussion with General Manager, DIC and concern officials, considering agro based economy of the district custard apple, grapes, processed dairy items and agricultural derivatives are considered as key potential export products of the district. The potential export product profile of the district is as mentioned below,

**Table 2.5.1 - Export Potential Product Profile**

Sr. No.	Product Name	Sector
1.	Custard apple	Agriculture
2.	Grapes	Agriculture
3.	Vegetables	Agriculture
4.	Pomegranate	Agriculture
5.	Raisin	Agriculture
6.	Jawar	Agriculture
7.	Soyabean	Agriculture
8.	Jaggery Powder	Agriculture
9.	Organic Jaggery	Agriculture
10.	Dharashivi Goat	Agriculture
11.	Dharashivi Goat processed/frozen meat	Agriculture
12.	Raw Sugar	Agriculture
13.	Gulab Jamun	Food Processing
14.	Garments	Garments

## Dharashiv District Export Action Plan

15.	Ethylamine and Methylamine (DE)	Chemical
16.	Spirit Ethanol	Chemical

### 2.6 Potential GI Products Profile

As per discussion with General Manager, DIC and concern officials, below mentioned is the list of potential GI products of the district,

- ▶ **Dharashivi Goat**  
GI application for Dharashiv Goat has been submitted by Dharashiv Animal Husbandry department to GI registration office, Chennai and it is in process
- ▶ **Dharashivi Khava**  
GI application proposal for Dharashivi Khava is in preparation by DIC Dharashiv and will be submitted to GI registration, Chennai for further process
- ▶ **Kavadyachi Mal and Paradi**  
In perspective of auspicious and holy product, this product is required to be registered as GI product. The proposal preparation is in progress
- ▶ **Bhoom and Paranda Maldandi Jawar**  
Identified for GI application process and to be processed shortly

### 2.7 Existing Export Unit in district

**Table 2.7.1 - Export Unit in District**

Sr. No.	Company Name	Sector	Product Name	Export Destination Country
1.	Balaji Amines Ltd.	Chemical	Ethylamine and Methylamine (DE)	United Kingdom, United States of America, Klaipeda, Argentina

### 2.8 Major Clusters in District

Below mentioned table illustrates major clusters in the district,

**Table 2.8.1 - Major Clusters in District**

Type of Cluster	Location	Industry	No. of Units	Investment (INR crore)
Khawa (Dairy Product) Cluster	Bhoom	Food Processing	150	6.40
Fabrication Cluster	Dharashiv	Engineering	101	6.15
Raisin Cluster	Bhoom	Food Processing	190	6.15
Garment Cluster	Bhoom	Textile	120	3.15

## Dharashiv District Export Action Plan

Type of Cluster	Location	Industry	No. of Units	Investment (INR crore)
Leather Shoes Cluster	Dharashiv	Leather	105	5.5
Pottery Cluster	Ter	Handicraft	75	4.0

### 2.9 Major Industrial Units in the District

The list of major industrial units in the district is as mentioned below,

**Table 2.9.1 - District's Major Industrial Units**

Sr. No.	Name of Enterprise	Address	Activity
1.	M/S Balaji Construction	Ajay Nagar, Omerga	Other Mining and Quarring
2.	Trimurti Engineers & Contractors	At Post Rajesh Nagar Dhoki Latur Barshi Road Dist. Dharashiv	Fabricated Metal Products Manufacturing
3.	Shikshan Maharshi Dnyandev Mohekar Agro	Gat No- 623 & 647 Moha Tq. Kallam	Food Products
4.	Shikshan Maharshi Dnyandev Mohekar Agro Industries	Gat No. 623 & 647 Moha Tq. Kallam Dist. Dharashiv	Food Products
5.	Blumsday Industrial Cooperative Society Limited Tuljapur	F-10, Vishwas Nagar, Dharashiv Road, Tuljapur. Tq. Tuljapur Dist. Dharashiv	Electricity, Gas, Steam and Air Conditioning Supply
6.	Matoshri Magaswargiy Audyogik Sahakari Sanstha Ma Pimpalgaon Lingi	At Pimpalgaon Lingi, Tq. Washi, Dist. Dharashiv	Rubber and Plastics Products Manufacturing
7.	Ashoka Magasvargiya Bakery Utpadak Adyogik Sahkari Sanstha Maryadit Pargaon Tq.Washi Dist.Dharashiv	Gut No. 11 A, Ashoka Bakery, Lonkhas Pargaon, Pargaon Tq. Washi Dist.Dharashiv	Food Products
8.	Vaishnavi Enterprises	Deshmukh House, Behind Nutan High School , Tambri Vibhag, Dharashiv	Warehousing and Support Activities for Transportation
9.	Zenovia Lifesciences Private Limited	Plot No. B-65, MIDC ,Dharashiv	Pharmaceuticals, Medicinal Chemical and Botanical Products
10.	Niramal Milk Products Association (Khawa Cluster Bhoom)	Plot No A-8, MIDC Bhoom	Food Products
11.	Raje Electrical Company	Rajiv Gandhi Nagar, Dharashiv	Other Professional, Scientific and Technical Activities



Dharashiv District Export Action Plan

<b>Sr. No.</b>	<b>Name of Enterprise</b>	<b>Address</b>	<b>Activity</b>
12.	Vaishno Devi Food Products Pvt.Ltd	Babhalgaon, Tq. Tuljapur	Manufacture of Food Products
13.	M/S Sagar Agro Tech	Plot No.E-11,MIDC, Omerga	Manufacture of Wood and Products of Wood and Cork
14.	P B A Infrastructure Ltd	Sr.No. 126/1, 126/2, 126/3,127/4 & 99/103/1, Karali Pati, Mulaj Village, Tq. Omerga, Dist. Dharashiv	Civil Engineering
15.	Yedeshwari Oil Mill Pvt. Ltd.	Gut. No. 650, Upalai ,Tq. Kalamb Dist.Dharashiv	Food Products
16.	Balaji Cement Products	At.Post Ghodki, Tq.Washi, Dist.Dharashiv	Manufacture of Other Non-Metallic Mineral Products
17.	Kanifnath Agro Food Products	At Sonegaon, Tq. Washi	Food Products
18.	New India Panching And Cutting Works	Terkheda, Tq.Washi Dist.Dharashiv	Paper and paper products Manufacturing
19.	Viraj Layer Farm	Yermala, Tq. Kallam, Dist. Dharashiv	Crop and animal production, hunting and related service activities
20.	Mauli Stone Crusher	Near New Ram Mandir, Mandai Peth, Paranda	Other mining and Quarring
21.	Yedeshwari Pashu Khadya Product	Dudhalawadi, Tq.Kallamb, Dist. Dharashiv	Food Products
22.	Janvikas Milk Products	Moha , Tq. Kalamb , Dist. Dharashiv	Food Products
23.	Marathwada Layer Poultry Farm Mandva	Mandva, Tq. Washi. Dist. Dharashiv.	Crop and animal production, hunting and related service activities
24.	Balaji Fire Works	Terkheda, Tq. Washi	Manufacturer of chemicals and chemical products
25.	Aryan Stone Crusher	Chikhali	Other mining and quarring
26.	Bodharaj	Kemwadi, Dist. Dharashiv	Other personal service activities
27.	Jijau Shetkari Swayamsahiyata Shetkari Gat Bhikar Sarola	Bhikar Sarola	Manufacture of machinery and equipment
28.	Matoshri Medical & Genaral Stores	Akshay Hospital, Sanja Road, Dharashiv	Other manufacturing

Dharashiv District Export Action Plan

<b>Sr. No.</b>	<b>Name of Enterprise</b>	<b>Address</b>	<b>Activity</b>
29.	Narendra Chaya Earth movers	Ghat Pimpri, Tq. Washi Dist. Dharashiv	Other professional, scientific and technical activities
30.	Venkatesh Agro Products	Gat No 141/2, Tuljapur Road, Tuljapur, Dist. Dharashiv	Food Products
31.	Guruganga Masale Udyog	Turori, Kolsur Road, Tq. Omerga, Dist. Dharashiv	Food Products
32.	Utkarsh Poltry Farms	02, Kasgiwadi, Kasgi, Omerga	Crop and animal production, hunting and related service activities
33.	Durgadevi Stone Crusher	Gat No 91/1/1, Andur Tq. Tuljapur, Dist. Dharashiv	Mining and quarrying
34.	Soham Stone Crusher	Gat No. 193, Paranda Tq. Paranda, Dist. Dharashiv	Other mining and quarrying
35.	M/S. Siddhnath Industries	Plot No. B-77, MIDC Area, Dharashiv.	Manufacturer of other transport equipment
36.	Ambika Lawns	Khamaswadi, Tq. Kallam Dist. Dharashiv	Rental and leasing activities
37.	Mahanayak Dairy Products	Sangvi Kamegao,	Food Products
38.	Rushikesh Baban Bhore	Shivashankar Nagar, Paranda Road, Bhoom	Food Products
39.	Krs Foods	Gat No 259, At Post Jagaji, Dist. Dharashiv	Food Products
40.	Siddhivinayak Stone Crusher	Gat No 583, At Post Dhanuri, Taluka Lohara, Dist. Dharashiv	Other mining and quarrying
41.	Yash Stone Crusher	At Post Ingoda, Tq, Paranda, Dist. Dharashiv	Specialized construction activities
42.	Samrudhi Milk & Food Processing Plant	At Post Ratnapur, Yermala, Tq. Kalamb, Dist. Dharashiv	Food Products
43.	Soummya Farms	Gut No 32, At Post Gunjoti, Tq. Omera Dist. Dharashiv	Crop and animal production, hunting and related service activities
44.	Rmt Poultry Farm Washi	At.Post Washi, Tq.Washi, Dist.Dharashiv	Crop and animal production, hunting and related service activities
45.	Hatlai Bricks Suppliers	Bhagirathi Niwas, Bypass Road Tambri Vibhag, Dharashiv	Other manufacturing
46.	Milk Processing Plant	Gat No 259, Jagaji, Dharashiv	Food Products

Dharashiv District Export Action Plan

<b>Sr. No.</b>	<b>Name of Enterprise</b>	<b>Address</b>	<b>Activity</b>
47.	Yedeshwari Layer Poultry Farm	At. Yermala, Post. Yermala, Tq. Kalamb	Crop and animal production, hunting and related service activities
48.	Tuljai Industries	Plot No A-82 MIDC, Near Chh.Sambhajinagar Solapur Highway, Dharashiv	Rubber and Plastics Products Manufacturing
49.	Shree Ganesh Traders	Shop 7, Shree Ganesh Building, Sathe Nagar ,Dahiphal, Tq. Kallamb, Dist. Dharashiv	Food Products
50.	Golden Star Company Stone Crusher	Gad Devdari , Near Solapur Chh.Sambhajinagar Road	Other mining and quarring
51.	Basant Bahar Poultry Farm	At.Post.Saramkundi, Tq.Washi, Dist.Dharashiv	Crop and animal production, hunting and related service activities
52.	Swami Agro Implements	At Lasona, Vithal Nagar, Dharashiv	Manufacturer of machinery and equipment
53.	Dattajyoti Construction	At Post Jakekur	Other mining and quarring
54.	Sarpanch Goat Farm	Yenegur Dist. Dharashiv	Crop and animal production, hunting and related service activities
55.	V.B. Mote Infra	Girwali, Tq. Bhoom, Dist.Dharashiv	Manufacturer of coke and refined petroleum products

## 2.10 Key Issues in Export

Below mentioned table illustrates category wise key issues observed in export of the district,

**Table 2.10.1 - Key issues in Export**

Category	Issues	Relevant Government Authority
<b>Regulatory</b>	To resolve export queries related to all concern departments (DIC, Agriculture, GST, Financial institution, Export agencies, etc.), coordination of all concern departments should be done through Single Window System and Helpdesk should be made available for it.	Central and State Government Authorities
	Availability of online system incorporating latest updates of norms, policies, etc. will help businessman, exporter, farmers.	Central Government Authorities
	Availability of easy and user-friendly processes for export licensing and certifications. As district becomes Export Hub, the district authority should be able to provide license and certificate to the manufacturers and exporters using central government's online portal.	
	Provide export data (origin of district) at district level which enables stakeholders to take informed decision.	Central and Sate Government Authorities
	Availability of ODOP facilitation center at district level.	State Government and District Authorities
<b>Institutional Support</b>	Training program should be conducted to know the latest updates in foreign trade policies.	Central and State Government Authorities
	Export awareness seminars/ workshops /trainings should be organized for businessmen/ farmers/ industrialists	Central and State Government Authorities and District Authorities
	Study tours should be organized in various countries to know the latest technical advancements in developed countries	State Government Authorities

Dharashiv District Export Action Plan

Category	Issues	Relevant Government Authority
	Information of organic farming scheme should be made available	EPC and State Government Authorities
<b>Promotion and Awareness</b>	Permanent Exhibition Centre at district should be established.	Central and State Government Authorities
	Organizing trade fairs, Buyer-Seller meets.	
	Unavailability of buyer market data.	
	Considering agro based economy of the district, special efforts shall be taken for export of agrobased products.	Central, State Government and District Authorities
	Additional subsidies should be given by government for participation in international trade fairs, Buyer-Seller meets.	Central and State Government Authorities
	Assistance of Central Government schemes.	Central Government Authorities
	Promotion of Export promotion online portal, Export Guidebook, ODOP booklet	District Authorities
	Facilitate GI enrolment of products.	
	ODOP cluster development.	
	Annual calendar for events like Buyer-Seller Meet, Trade Exhibition, Capacity building training, etc.	
	Designing, Branding, marketing, and technical expertise for ODOP.	
	ODOP promotion at Railway Station.	
	ODOP Gift Hamper.	
	Use of Social Media Platform for ODOP promotion.	
<b>Industrial Infra</b>	The maximum export of the district is carried out through export houses in Mumbai.	Central, State Government and District authorities
	To maintain export quality of products, testing facilities, Material Testing, UV testing, certification labs and calibration facilities, etc. are mandatory requirements for exports and should be made available.	State Government Authorities
	Requirement of Design Centre/Common facility Centre.	State Government and District authorities
	Requirement of Common Effluent Treatments plants.	
	Slaughterhouse & frozen canning facility	
	Availability of MIDC land.	
	Reduction in electricity per unit rates. Agri Tariff for Electric / Solar Khawa Machine.	
	Assistance in GI product registration.	

Dharashiv District Export Action Plan

Category	Issues	Relevant Government Authority
	Limited number of R&D, testing lab and packing house facilities in the district.	
	Implementation of Ethanol Blended Petrol (EBP) Program in district	
<b>Logistic Infra</b>	Adequate transportation facilities should be made available.	Central and State Government Authorities
	Frequency of trains for goods transport should be improved	
	Functional airport to export perishable products.	
<b>Finance</b>	To boost export of the district, credit facilities with extremely competitive rates of interest should be given to exporters.	Central Government Authorities
	For Import-Export business transactions through banks special permission needs to be availed from RBI.	
	Foreign exchange facility should be available in the district.	
	Availability of Export finance	
	To promote export on agrobased products sector specific reduction/exemption in taxes should be given.	
	As a standard export process (direct/indirect) transport, logistics, cargo expenses have to be paid in advance which is very high compared to cost of production. Considering freight is an important factor in the price of the export product, the government should provide exemption/ reduction on the freight for the exporters.	Central and State Government Authorities
<b>Agriculture Sector</b>	Information of organic farming scheme should be made available.	State Government Authorities
	More cold storage facilities are required in the district.	
	The testing facilities for pesticide residue are required to be set up in the district	
	The maximum export carried out in the district is not being exported by the farmers directly, but by the custom houses/ traders. In this process ultimately all the available government benefits (commercial, etc.) goes to custom houses/ traders whereas the farmer producing the export quality product does not get benefit.	Central and State Government and District Authorities
	Lack of dissemination of knowledge on development of new varieties, value added products as per requirement of the buyers' market is major challenge	

Dharashiv District Export Action Plan

<b>Category</b>	<b>Issues</b>	<b>Relevant Government Authority</b>
	Lack of specialized knowledge considering agriculture product export business	Central and State Government and District Authorities

## 2.11 Export Promotion Initiatives by District

### 2.11.1 Formation of DEPC (District Export Promotion Council)

The Government of Maharashtra has notified the District Export Promotion Councils (DEPC) in the state. The District Export Promotion Council (DEPC) constituted under the Chairmanship of District Collector. The Task Force Committee constituted under the Chairmanship of General Manager, District Industries Centre (DIC).

The broad role of District Export Promotion Council (DEPC) is as mentioned below,

- ▶ Preparation of District Export Action Plan for 5 years
- ▶ Co-ordination with DGFT, EPCs and Associations for export promotion
- ▶ Promotion of GI, ODOP and Handicraft, Agri and Horticulture products
- ▶ Identify diversification opportunities for exports
- ▶ Preparation of export database with help of DGFT
- ▶ Hold meetings of District Export Promotion Council (DEPC), Trade fairs and B2B meetings
- ▶ Ensure availability of infrastructure at district level such as warehousing, cold storage, marketing, R&D and testing laboratories etc.
- ▶ Availability of export credit for exporters
- ▶ Grievance redressal mechanism at district level

The details of DEPC meetings and outreach programs of the district are as mentioned below,

**Table 2.11.1 - DPEC Meetings and Outreach Programs**

Sr. No.	Date	DEPC meetings/Outreach Program Details
1.	09.11.2020	DEPC Meeting - Formation of DEPC and Task force committee
2.	30.01.2021	Outreach Programm was held in association with Joint Director of Industries, Chh.Sambhajinagar, DIC Dharashiv and MIDC Association, Dharashiv
3.	01.09.2021	DEPC Meeting - District Export Action Plan discussion and approval
4.	24.09.2021	Vanijya Ustav (Exporter's Conclave) – The event was organized to showcase export potential of the district and panel discussions for issues faced by exporters and strategies to improve export scenario of the district
5.	28.09.2022	Export Conclave – The event was organized for Investment Promotion, Ease of Doing Business (EODB), Export and One District One Product (ODOP).
6.	13.02.2023	DEPC Meeting - Discussion on Export & ODOP initiatives, and Export scenario of the district.
7.	18.05.2023	DEPC Meeting - Discussion on Export & ODOP initiatives, and Export scenario of the district.
8.	04.11.2023	IGNITE Maharashtra 2023 outreach programme
9.	29.01.2024	Discussion on Improving Export of the District
10.	07.03.2024	District Investors Summit to attract the investments
11.	26.07.2024	IGNITE Maharashtra 2024 outreach programme



### 3 District Export Promotion Strategy

#### 3.1 Diversification Opportunities for district's ODOP products

The key diversification markets for the export of the district are Spain, France, Singapore, New Zealand, Israel, Djibouti, Indonesia, Sudan, and UAE. The below mentioned table illustrates diversification opportunities for ODOP products of the district,

**Table 3.1.1 - Diversification Opportunities**

Sr. No.	Product Name	HSN	Sector	Diversification Opportunities
1.	Pulses	07132020, 07133110, 07139010, 07133100	Agriculture	Spain, France, Singapore, New Zealand, Israel, Czech Republic, Germany, Thailand, Afghanistan, Bangladesh
2.	Sugar	17011490, 17019990, 17019100	Agriculture	Djibouti, Indonesia, Sudan, UAE, Sri Lanka, Singapore, Benin, China, Turkmenistan, Malaysia

Source: Directorate General of Commercial Intelligence and Statistics (DGCI&S)

#### 3.2 Export Promotion Strategy

Below mentioned table illustrates district requirements, strategy categorization and recommended strategies,

##### Strategy Category Types:

- ▶ **Short Term (0 to 2 yrs.)**
- ▶ **Medium Term (3 to 5 yrs.)**
- ▶ **Long Term (5 to 10 yrs.)**

**Table 3.2.1 - Export Promotion Strategy**

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
<b>Regulatory</b>	Short Term	To resolve export queries related to all concern departments (DIC, Agriculture, GST, Financial institution, Export agencies, etc.), coordination of all concern departments should be done through Single Window System and Helpdesk should be made available for it.	Setting up DIC as District Export Hub and work as integrated, centralize helpdesk.	Central and State Government Authorities
		Local custom clearance of Export goods.		Central and Sate

Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
				Government Authorities
		Availability of ODOP facilitation center at district level.	ODOP facilitation center should be made available	State Government and District Authorities
<b>Institutional Support</b>	Short Term	Training program should be conducted to know the latest updates in foreign trade policies.	Training program should be arranged by DGFT and EPC's.	Central and State Government Authorities
		Export awareness seminars/ workshops/ trainings should be organized for businessmen/ farmers/ industrialists.	Seminar to be conducted by DGFT, EPC's (APEDA, etc.) and handholding by DIC.	District Authorities
		Interactions with ICD's and industries/ entrepreneurs.	Coordinate and promote exports in coordination with ICD's and industries/ entrepreneurs.	
		Institutions of relevant export promotion education /training course.	Identification of Institutions relevant for export promotion.	
		Curriculum preparation for Export Promotion.	Preparation of curriculum for short term and long-term export-oriented courses in coordination with identified institutes.	
		Study tours should be organized in various countries to know the latest technical advancements in developed countries.	Central and State Government concern agencies should organize study tours and special incentives should be given for visitors.	State Government Authorities
		Information of organic farming scheme should be made available.	EPCs should organize sector specific knowledge sharing sessions.	EPC and State Government Authorities
		<b>Promotion and Awareness</b>	Short Term	Permanent Exhibition Centre at district should be established

Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		Organizing trade fairs, Buyer-Seller meets.	integrated, centralize helpdesk and establish permanent exhibition center.	Government Authorities
		Assistance of Central Government schemes.	Assistance of Central Government schemes should be made available to exporters.	Central Government Authorities
		Promotion of Export promotion online portal, Information dissemination through Export Guidebook, ODOP booklet.	Promotion of online portal at district level – Interactions with Industry associations.	District Authorities
			Information dissemination through Export guidebook and ODOP booklet.	
			Publicity through news and social media about export potential of the district.	
		To resolve export related and other issues of importance, interaction with the central agencies (DGFT, Customs and others) and state government offices should be carried out.	Coordination with central agencies (DGFT, Customs and others) and state government offices.	
		Interactions with EPCs and entrepreneurs.	Coordinating interactions/ seminars with EPC's and entrepreneurs.	
		Farmer producing company formation	Organizing farmers producing companies for agro processing units.	
		Organizing seminars, exhibitions/Haat, Buyer seller meet.	Organizing Seminars and exhibitions/Haat for entrepreneurs - This activity would be an ongoing activity.	

Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			Organizing Buyer seller meet for entrepreneurs - This activity would be an ongoing activity.	
		ODOP cluster development.	Promotion of ODOP cluster development.	
		Annual calendar for events like Buyer-Seller Meet, Trade Exhibition, Capacity building training, etc.	Maintaining Annual calendar for events like Buyer- Seller Meet, Trade Exhibition, Capacity building training, etc.	
		Designing, Branding, marketing, and technical expertise for ODOP.	Identification of institutes for designing, Branding, marketing, and technical expertise of ODOP.	
		ODOP promotion at Railway Station.	ODOP promotion at Railway Station Through banner/ stall display at the main platform.	
		ODOP Gift Hamper.	Create ODOP Gift Hamper.	
		Use of social media Platform for ODOP promotion.	Use of social media Platform like Whatsapp, Facebook, for ODOP promotion.	
	Long Term	Export awareness/ sensitization for budding entrepreneurs and newly developed units.	Sensitization by organizing seminars and exhibitions for budding entrepreneurs and newly developed units in due course of time - This activity would be an ongoing activity.	
Medium Term	Additional subsidies should be given by government for participation in international trade fairs, Buyer-Seller meets.	To promote products internationally, additional subsidies should be given by government for participation in	Central and State Government Authorities	

Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			international trade fair. Also, the concern authorities should provide guidance to the businessmen/ farmers/exporters about the existing schemes.	
<b>Industrial Infra</b>	Short Term	A substantial volume of district's export is carried out through indirect channels of export like CHA or export houses.	Central, State Government and District concern authorities should plan long term policy to resolve this issue as it is directly impacting economy of the district as well as the producer/ farmer/ businessman.	Central, State Government and District authorities
		Availability of MIDC land	MIDC land should be made available for expansion of existing units and new entrants.	State Government Authorities
		Warehouse and Cold storage facility.	Considering agro based of the district Warehouse and Cold storage facilities should be established in rural areas.	
		To maintain export quality of products, testing facilities, Material Testing, UV testing, certification labs and calibration facilities, etc. are mandatory requirements for exports and should be made available.	To maintain export quality of the products below mentioned facilities and measures are of prime importance and should be made available, <ul style="list-style-type: none"> <li>▶ Testing Facilities</li> <li>▶ U.V. Testing</li> <li>▶ Packaging</li> <li>▶ Certification</li> </ul> Also, sector specific R&D facilities should be made available to boost export of the district.	

Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		Requirement of Design Centre/ Common facility Centre.	Considering growing potential of export in the district, this activity should be expedited.	
		Requirement of Common Effluent Treatments plants.	The district concern authorities should insist for CETP.	
		Slaughterhouse & frozen canning facility	Slaughterhouse & frozen canning facility for Goat Meats	
		R&D, testing and custom house facilities.	Availability of R&D, testing and custom house facilities	
	Medium Term	Reduction in electricity per unit rates - W.r.t. electricity, current per unit rate of electricity is high compared to other states. Considering it, per unit rate should be reduced.	The concern State government agency should review current per unit rate of electricity as it is high compared to other states. The reduction in per unit rate will help in reduction in production cost	State Government Authorities
		Implementation of Ethanol Blended Petrol (EBP) Program in district	Considering sugarcane production and sugar industries in the district, implementation of Ethanol Blended Petrol (EBP) Program in district would be beneficial for the district.	
Logistic Infra	Medium Term	Adequate transportation facilities should be made available.	Road transportation facilities should be improved (conversion of existing highways into multi-laning, quality of roads, etc.).	Central and State Government Authorities
			Considering agrobases of the district, frequency of trains for goods transport should be	

Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			improved which will be beneficial for agro based and perishable products. Solapur, Tuljapur, Chh.Sambhajinagar Railway track	
	Long Term	Functional airport to export perishable products.	Considering agro processed export in the district, it would be added advantage.	Central and State Government Authorities
<b>Finance</b>	Short Term	To boost export of the district, credit facilities with extremely competitive rates of interest should be given to exporters.	To compete with global export market, exporters need credit facilities with extremely competitive rates of interest.	Central Government Authorities
		For Import-Export business transactions through banks special permission needs to be availed from RBI.	To ease export activities and boost the export of the district, every district should have this facility available. The concern authorities should evaluate feasibility for the same.	
		Foreign exchange facility should be available in the district.		
		As a standard export process(direct/indirect) transport, logistics, cargo expenses have to be paid in advance which is very high compared to cost of production. Considering freight is an important factor in the price of the export product, the government should provide exemption/ reduction on the freight for the exporters.	Subsidizing transportation /freight Cost could help farmers in exporting directly as this is the biggest impediment for them.	
		LC finance.	LC finance against Export order at lower Interest.	

Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		Insurance	Insurance at low Premium.	
		Export Policy	Long term export policy and incentive schemes.	
	Medium Term	Availability of Export finance	Availability of Export finance	
		To promote export on agrobased products sector specific reduction/exemption in income tax should be given.	Considering agro processed export in the district it is required.	
<b>Agriculture Sector</b>	Short Term	Information of organic farming scheme should be made available.	The EPC and Government Authorities should plan knowledge sessions to provide information on organic farming and schemes available for it.	State Government Authorities
		<p>The maximum export carried out in the district is not being exported by the farmers directly, but by the custom houses/ traders. In this process ultimately all the available government benefits (commercial, etc.) goes to custom houses/ traders whereas the farmer producing the export quality product does not get any benefit.</p> <p>Lack of dissemination of knowledge on development of new varieties, value added products as per requirement of the buyers' market is major challenge.</p>	Information dissemination is the main impediment and needs to be regular and comprehensive. It should cover all areas like technological advancement in seeds, varieties, various State and Central Government Supports, Agri Import-Export Fact, Import-Export Rules, documentary compliances, Quality Certifications, Cargo Facilities, Schedule, Rent/Freight, logistics, etc. Beneficial for the exporters if it should be available in local language Marathi and international language English.	Central and State Government Authorities



Dharashiv District Export Action Plan

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			To achieve the above, a fully functional facilitation center in the district is essential. It could provide market intelligence like pricing, demands, contacts of purchasers, logistics and other costs etc.	
		Lack of specialized knowledge considering agriculture product export business.	The agriculture exporter business requires specialized knowledge of the process since the product has to undergo from seeding to harvest, branding, packing, storage, cooling chain, transport, logistics, etc., such specialized knowledge is lacking on the part of the farmer. Also, the market intelligence knowledge for export product pricing, requirements of the export market, demand, etc. is lacking with the farmers to enhance it training sessions should be arranged by Central, State Government and District Authorities which will in turn boost export of the district.	
	Medium Term	More cold storage facilities are required in the district.	Considering growing exports of agro based and food processed/ perishable products in the district, should plan more cold	State Government Authorities

### 3.3 Key Department Contacts

- ▶ **Export Commissioner and Development Commissioner (Directorate of Industries),**  
**Address:** New Administrative Building, Madam Cama Road, Opp. Mantralaya, Mumbai-400032.  
**Email:** [didci@maharashtra.gov.in](mailto:didci@maharashtra.gov.in)  
**Phone:** (022)-22028616
- ▶ **Joint Director of Industries, Chh.Sambhajinagar region**  
**Address:** Vikas Bhavan, 2<sup>nd</sup> Floor, Adalat Road, Chh.Sambhajinagar-431001.  
**Email:** [diroChh.Sambhajinagar@maharashtra.gov.in](mailto:diroChh.Sambhajinagar@maharashtra.gov.in)  
**Phone:** (0240)-2331105
- ▶ **General Manager, District Industries Centre, Dharashiv**  
**Address:** Plot No. P-7, M.I.D.C., Dist.Dharashiv-431203.  
**Email:** [didic.Dharashiv@maharashtra.gov.in](mailto:didic.Dharashiv@maharashtra.gov.in)  
**Phone:** (02482)-220957
- ▶ **Industry Association Contact List**

**Table 3.3.1 - Industry Association Contact List**

Sr. No.	Name of Association	Contact Person	Contact No.
1.	Laghu Udyog Bharti, MIDC, Dharashiv	Mr. Sushant Honmothe	88054-18383
2.	Laghu Udyog Bharti	Mr. Sanjay Deshmane	94224-65224
3.	Kalamb Laghu Udyog Sanghtana	Mr. Somnath Sable	94033-88999
4.	Bhoom Taluka Laghu Udyog Sanghtana	Mr. Vinod Jogdand	94233-43132

