

Export Action Plan for Hingoli District

Aurangabad Region, Maharashtra

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1 District Profile

1.1 Introduction

The Hingoli district came into existence by division of Parbhani district on 1st May 1999. The district is an administrative district in the state of Maharashtra in India. The district is situated at the northern part of Marathwada in Maharashtra. The borders of Hingoli are surrounded by Akola and Yeotmal in northern side, Parbhani in western side and Nanded at south-eastern side.

The Hingoli will make its presence felt in the cutting edge of experimental Physics. It has been selected for the LIGO-India. LIGO-India is a planned advanced gravitational-wave observatory to be located in India as part of the worldwide network. The project recently received in-principle approval from the Indian government. LIGO-India is planned as a collaborative project between a consortium of Indian research institutions and the LIGO Laboratory in the United States, along with its international partners Australia, Germany and the UK. It is also named as IndIGO.

The twelve jyotirlingas are the most significant places of pilgrimage for Hindus in India, five of them happen to be in Maharashtra. The Aundha-Nagnath is one of them and is in Hingoli District.

1.2 Administrative Profile

The Hingoli district headquarter is located at city of Hingoli. Administratively, the district is grouped into two subdivisions which are divided into five talukas: Hingoli, Basmat, Kalamnuri, Aundha Nagnath and Sengaon.

1.3 Location and Geography

The Hingoli district situated at the northern part of Marathwada in Maharashtra and located at 19.05 to 20.05 North Latitude and 76.30 to 77.30 East longitudes. The district covers an area of 4526 sq. km.

The Hingoli district falls in the center part of state and lies in Godavari basin and falls under the Painganaga basin with Kayadhu-Purna sub-basin. The Malhiwara hill ranges separate the Kayadhu and Purna river basins. Kayadhu and Purna river drained through some part of district. The Painganga river makes a boundary within Hingoli-Washim & Yavatmal District which also denotes the boundary between Marathwada & Vidarbha Region. The entire District falls in Middle Godavari river basin.

The climate of the district is characterized by a hot summer and a general dryness throughout the year except during the southwest monsoon season, which is from June to September while October and November constitute the post monsoon season. The normal annual rainfall over the district varies from 500 mm to 800 mm.

Major three rivers flowing through the district,

- ▶ Kayadhu River is the main river of the district. It flows through Sengaon, Hingoli, Aundha and Kalamnuri talukas and meets to Painganga River in Nanded district.
- ▶ Painganga River flows in northern region of the district and passes through Sengaon and Kalamnuri talukas.
- ▶ Purna River flows from southern side of Sengaon and flows further south from Aundha and Basmat.

1.4 Demographic Profile

According to the 2011 census Hingoli district has a population of 1,177,345 of which male and female were 6,06,294 and 5,71,051 respectively. This gives it a ranking of 401st in India (out of a total of 640). In 2001 census, Hingoli had a population of 9,87,160 of which males were

5,05,373 and remaining 4,81,787 were females. Its population growth rate over the decade 2001-2011 was 19.43%. The district has a population density of 244 inhabitants per sq. km. Its population growth rate over the decade 2001-2011 was 19.43%. It has a sex ratio of 942 females for every 1000 males, and a literacy rate of 78.17%.

1.5 Logistic Infrastructure Profile

- ▶ JNPT (575 km., 11.50 hrs.) and Dighi (625 km., 13.51 hrs.) are the nearest seaport and dry port available for district.
- ▶ Jalna dry port (164 km., 03.00 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 Trust 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

The district of Hingoli is well served by a network of roads. Intra-city road transportation is good in Hingoli. There is a National Highway (NH-161) connecting Akola- Hyderabad passing through the district.

1.5.2 Rail Transport

The Hingoli railway station in Hingoli city lies on Purna–Khandwa section of South-Central Railway. It is well connected to cities like Hyderabad, Mumbai, Jaipur, Kota, Ajmer, Indore, New Delhi, Bhopal, Agra, Tirupati, Chandigarh, Amritsar and Sri Ganganagar.

The major railway stations near to Hingoli are Nanded railway station (84 km.), Parbhani railway station (75 km.) & Akola railway station (135 km.) which are connected to all major cities.

The 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 airport for the district is Shri Guru Gobind Singh Ji Airport at Nanded. The Airport is having the airport facilities including aircraft refueling, night Landing with navigational aids, aircraft Parking, CAT VI airport Fire Fighting & Rescue Service. A well-equipped terminal building with VIP Lounges, Departure and Arrival Lounges, Transit Suites & Snooze Cabins, Visitors Waiting Area, Cafeteria. It is served by daily flights to Hyderabad and Mumbai and on Saturday and Sunday, connecting flight to Amritsar. Due to current situation, this airport is not fully operationalized.

- ▶ The other nearest fully operational airport for the district is Chikalthana, Aurangabad Airport (IXU). The flights are available to Hyderabad, Delhi, Udaipur, Mumbai, Chennai, Bangalore, Ahmadabad, Jaipur and Nagpur. The international airlines have been available for Hajj since 2008. The airport facilities include aircraft fuelling, 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.

1.6 Agricultural Profile

The Hingoli district is predominantly an agricultural district and Jawar, Turmeric, Bajari (Millet), Maka (Maize), and Pulses like Tur, Bhumug, Til, Sunflower and cash crops like Cotton are produced in district. The Jawar is main crop in both kharif and rabbi seasons and Basmat taluka leads in its production.

The Cotton is another important cash crop in the district. The Sugarcane is gaining popularity in the district as more and more land is being brought under its cultivation. Kalamnuri and Basmat talukas being irrigated, sugarcane is grown in these talukas on a large scale. In addition, Horticulture fruits like Banana, Orange (Santra), Sweet Orange (Mosambi), Mango, Papaya, Anola and Horticulture crops-vegetables like Tomato, Brinjal, Okra (Bhendi), Chilli are also grown.

The Siddheshwar dam is used for irrigation purpose in the district. There are another two medium-sized dams on both East and West sides of the district; Isapur and Yeldari dam. The Isapur dam provides water to irrigation purpose whereas Yeldari dam caters to irrigation as well as production of hydroelectricity.

1.6.1 Major Agriculture and Horticulture Produce of District

Table 1.1 - Major Agriculture and Horticulture Produce of District

Sr No	Name of Product	Production in MT (2023-24)	Area under Production Hectare (2023-24)
1.	Turmeric	8,98,800	42,800
2.	Soyabean	3,62,397	2,78,991
3.	Gram	1,87,583	1,56,750
4.	Pulses	2,14,664	2,01,991
5.	Oil Seeds	3,77,464	2,91,583
6.	Banana	5,850	1,165
7.	Kinnow /Mandarin Orange	5,550	550

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

1.7 Industrial Profile

The Hingoli district is industrially backward district of Maharashtra and scheduled as “ No Industry District “ under Industrial policy due to low industrial growth in district. The contribution of industry in development of district is disappointingly small.

The Hingoli MIDC has developed the Hingoli Industrial Area, with the objective to attract industrialists and local entrepreneurs to set up industries and invest in the region and the industrial development will also attract foreign direct investments in the region. The MIDC has

provided the best possible infrastructure to facilitate industrial development and every assistance is provided for their growth. The Hingoli industrial area is situated on the Hingoli-Aundha-Parbhani State Highway which connects to all the major road networks of the state and is very close to the Hingoli city. The nearest railway station is at Hingoli which is about 8 km. from the industrial area.

► **Industries and Employment Generation in the District**

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

Table – Total Industries, Investment and Employment Generation

Sr. No.	Category	No. of Enterprises	Investment (INR crore)	Employment
1	Mega Unit			
2	Large Unit	05	828.71	2488
	Total	05	828.71	2488

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	2229	5044	7273	156.23	191.46	347.69	9650	12173	21823
2	Small	228	542	770	201.93	138.23	340.16	2966	3012	5978
3	Medium	13	8	21	110.87	32.85	143.72	243	66	309
	Total	2470	5594	8064	469.03	362.54	831.57	12859	15251	28110

Source: DIC Hingoli

► **Sugar factories in the district,**

- Bhaurao Chavan Sahakari Sakhar Karkhana Ltd. (Unit 2), Dongarkhada
- Purna Sahakari Sakhar Karkhana Ltd., Basmatnagar
- Kapeeshwar Sugars and Chemicals Ltd., Aundha Nagnath
- Tokai Sahakari Sakhar Karkhana Ltd., Kurunda
- Shiur Sakhar Karkhana Ltd., Wakodi

1.8 Service Sector Profile

The major services which are provided in the district are as mentioned below,

- Consultancy Services
- Banking & Financial Services
- Educational Services
- Architectural Services and related services
- Consultancy 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 1.3 - MIDC Areas in District

MIDC Name	Area in Hectare	Plots Developed
MIDC Hingoli	204.9	277
MIDC Basmat	15	40
MIDC Kalamnuri	9	33
Industrial Estate Hingoli	4.4	64

Source: DIC Hingoli

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

► Roads

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

► Electricity

A plot admeasuring 1.15 Hectares has been allotted for a 33 KV MSEB sub-station. MSEB has already started the sub-station in industrial area & electricity is supplied from this facility.

► Water

MIDC is providing water to the industrial area from MIDC bore-wells.

1.10 Industrial Associations of the District

The below mentioned table illustrates list of industrial associations,

Table 1.4 - List of Industrial Associations

Sr. No.	Name of Association
1.	Hingoli District Industries Association, Hingoli
2.	Marathwada Gin Press Karkhandar Sangh, Hingoli
3.	Co-Operative Industrial Estate, Hingoli

Source: DIC Hingoli

1.11 Banking Facilities

The 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 Hingoli District

- The district has emerged as a major Turmeric production hub of Maharashtra.
- The district has a large area under Turmeric cultivation, around 42,800 hectares.
- The district produces a substantial quantity of Soyabean, and Oilseeds.
- The district is coming up with state-of-the-art technology research laboratory set up by the Agri Biotech Department of Bhabha Atomic Research Center.
- The district has 300 primary turmeric processing units, 25 turmeric powder grinding units, and 5 sugar factories. By utilizing optimum infrastructure and production capacities of these industries, the allied industries segments can be developed to generate new employment opportunities and boost the economy of the district.

2 District Export Profile

2.1 Hingoli District Export Scenario

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

Table 2.1.1 - District Export Scenario in FY 2021-2022

State and District Export Contribution - April 2021 – March 2022		
	Total Exports (INR crore)	Percentage Contribution
Maharashtra	545083.85	17.33
Hingoli District	316.11	0.06

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

Table 2.1.2 - District Export Scenario in FY 2022-2023

State and District Export Contribution - April 2022 - March 2023		
	Total Exports (INR crore)	Percentage Contribution
Maharashtra	581439.42	16.05
Hingoli District	470	0.08

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

Table 2.1.3 - District Export Scenario in FY 2023-2024

State and District Export Contribution - April 2022 - March 2023		
	Total Exports (INR crore)	Percentage Contribution
Maharashtra	5,56,400.42	15.37
Hingoli District	142.21	0.02

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	Regional sugarcane research institute (Basmat)
2	Banana export facility centre (Basmat)
3	Fruit and vegetable modern facility centre (Kalamnuri)
4	7 Agricultural produce market committees
5	Turmeric cluster (Pankenergaon)
6	Vasumati textile cluster (Basmat)
7	Fabrication cluster (Hingoli)
Proposed Future Projects	
1	Multi lane road connectivity to Jalna Dry port
Proposed New Projects for Export Promotion	
1	Dry warehouse (Hingoli)
2	Cold storage (Hingoli)
3	R&D, and Testing Lab (Hingoli)
4	Packing house (Hingoli)

2.3 District ODOP Product Profile

The major product exported from the district is Turmeric.

Table 2.2 - ODOP Product Profile

Sr. No.	Product Name	GI No.	ODOP	HSN Code	Sector	Production Hub
1.	Turmeric	NA	Yes	09103020,09103030 09103090	Agriculture	Pankenergaon, Basmat
2.	Soya based products	NA	Yes	12081000, 12011000	Agriculture	Hingoli, Kalamnuri, Sengaon

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

* GI - Geographical Indicator, ODOP - One District One Product

2.3.1 Current Market for district's ODOP product

The main exporting countries for the district are Bangladesh, Morocco, UAE, Egypt, Tunisia, USA, Kuwait, Qatar, and Baharain. The below mentioned table illustrates current market for listed product,

Table 2.3 - Current Market for ODOP Product

Sr. No.	Product Name	HSN Code	Major Market for Products
1.	Turmeric	09103020,09103030 09103090	Bangladesh, Morocco, UAE, Egypt, Tunisia, China, Qatar, Malaysia, Saudi Arabia, Iraq
2.	Soya based products	12081000, 12011000	USA, UAE, Kuwait, Qatar, Baharain, Oman, Baharain, Angola, Reunion, Singapore

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

2.4 Top Exporting Products and Countries from District in FY 2023-24

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 the duration April 2021 to March 2022.

Table 2.4 - Top 10 Exporting Products from District

Sr. No.	HS Code	Product Description	Export Value (INR crore)	Top Exporting Countries
1.	9103020	Dry Turmeric & Spices	127.55	Bangladesh,

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Sr. No.	HS Code	Product Description	Export Value (INR crore)	Top Exporting Countries
				Morocco, UAE, Iran, Saudi Arab
2.	9103030	Powder	7.02	Singapore, Israel, South Africa
3.	52010015	Indian Cotton Of Staple Length 28.5Mm (1.4/32) And Above	2.06	Bangladesh, China,
4.	17011490	Other Cane Sugar Excl. Those Specified In Note 2	1.15	Kenya,
5.	7132090	Other Chana	1.12	Bangladesh
6.	10063090	Rice Excptg Parboiled (Excl Basmati Rice)	0.75	Madagascar
7.	17019100	Sugr Refind Contng Flvrng Or Clrng Matter	0.73	Malaysia Malaysia
8.	7132020	Bengal Gram (Desi Chana)	0.51	Qatar
9.	9103090	Other Turmeric	0.39	Morocco
10.	9042219	Crushed Or Ground; Other Fruits Of Genus Capsicum	0.29	Quatar

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 the duration April 2021 to March 2022.

Table 2.5 - Top 10 Exporting Countries from District

Sr. No.	Country	Export Value (INR crore)	Key Products Exporting to the Country
1.	Bangladesh	70.84	Dry Indian Cotton Of Staple Length 28.5Mm (1.4/32) And Above, Chana
2.	Morocco	18.93	Dry Other Turmeric
3.	UAE	13.03	Other Cane Sugar Excl. those specified in Note 2, Dried Turmeric (curcuma), Dried/unbleached Turmeric (curcuma)
4.	Saudi Arab	5.57	Other Cane Sugar Excl. Dry Turmeric
5.	Malaysia	3.77	Dried Turmeric (curcuma)

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Sr. No.	Country	Export Value (INR crore)	Key Products Exporting to the Country
6.	Iran	3.57	Other Cane Sugar Excl. those specified in Note 2, Dried Turmeric (curcuma)
7.	Israel	2.51	Indian Cotton-Staple Length 28.5 mm and above, Indian Cotton-Staple Length 28.5 mm and above, Dried Turmeric (curcuma)
8.	Vietnam Soc Rep	2.19	Dry Termeric
9.	South Africa	2.10	Powder
10.	Qatar	2.06	Dried Turmeric (curcuma), Dried/ Bleached Turmeric (curcuma), Begal gram

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

2.5 Export Potential Product Profile

As per discussion with General Manager, DIC and concern officials, considering agro based economy of the district, Curcumin, Soyabean, Soya cake, Jaggery, Banana are considered as key export products of the district. The export potential product profile of the district is as mentioned below,

Table 2.6 - Potential Export Product Profile

Sr. No.	Product Name	Sector
1.	Curcumin	Agriculture
2.	Banana	Agriculture
3.	Jaggery	Agriculture
4.	Cotton	Agriculture
5.	Pulses	Agriculture
6.	Soyabean	Agriculture
7.	Soya oil	Agriculture
8.	Soya cake	Agriculture
9.	Organic Foods	Food Processing
10.	Milk products	Food Processing
11.	Agri Implements	Engineering

2.6 Existing Export Units in district

The existing export units in district are as mentioned below,

Table 2.7 - Export Units in District

Sr. No.	Company Name	Sector	Product Name	Export Destination Country
1.	Surya Form & Producer Company	Agriculture	Raw Turmeric, Turmeric Powder	Bangladesh
2.	Annapurna Food Product	Agriculture	Raw Turmeric, Turmeric Powder	Morocco

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Sr. No.	Company Name	Sector	Product Name	Export Destination Country
3.	Santosh Trading Company	Agriculture	Raw Turmeric, Turmeric Powder	Bangladesh, Saudi Arabia, Bhutan

2.7 Major Clusters in District

The list of major clusters illustrated in below mentioned table,

Table 2.8 - Major Clusters

Sr. No.	Type of Cluster	Industry	Location	Cluster Units	Investment (INR crore)
1.	Turmeric Cluster	Agriculture	Pankenergaon	75	35.81
2.	Fabrication Cluster	Engineering	Hingoli	61	5.45
3.	Textile Cluster	Textile	Basmat	46	6.85

2.8 Major Industrial Units in District

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

Table 2.9 - Major Industrial Units

Sr. No.	Name of Enterprise	Address	Activity Type
1.	M/s Saraswati Oil Mill	Plot No.C-8/C-25, Co. Ind. Estate, Hingoli	Cotton, cotton seed cake & oil processing
2.	M/s Nirmal Shiv Industries	Plot No.C-15/C-19, Co. Ind. Estate, Hingoli	Cotton, cotton seed cake & oil processing
3.	M/s Kanta Industries	Plot No.A-10, MIDC, Hingoli	Channa dal & cattle feed processing
4.	M/s Krishna Gining & Oil Mill	Plot No.A-9, MIDC, Hingoli	Cotton, cotton seed cake & oil processing
5.	M/s Dattakrupa Industries	Plot No.A-8, MIDC, Hingoli	Pulses & cattle feed processing
6.	M/s Shiv Parvati Poultry Feed Pvt.Ltd.	Plot No.C-12, MIDC, Hingoli	Poultry feed processing
7.	M/s Soni Food Processing Industries	Plot No.B-11, MIDC, Hingoli	Soyabean seed Processing
8.	M/s Kirti Agrotech Ltd.	Plot No.C-17, MIDC, Hingoli	Soyabean oil & cake processing
9.	M/s Kailadevi Industries	Plot No.A-6/7, MIDC, Hingoli	Pulses processing
10.	M/s Annapurna Industries	Plot No.A-16/17, MIDC, Hingoli	Oil & cattle feed processing
11.	M/s Nirmal Food Products	Plot No.193, NTC, Hingoli	Bakery products

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Sr. No.	Name of Enterprise	Address	Activity Type
12.	M/s Gurukarpa Industries	MIDC, Hingoli	Channa & Toor Pulses processing
13.	M/s Om Industries	Plot No.B-48/49/50, MIDC, Hingoli	Channa & Toor Pulses processing
14.	M/s Nikunj Cold Storage	MIDC, Malvata, Basmat	Cold Storage
15.	M/s Sai Agro Industries	Gut No.178/2 Parbhani Road Basmat	Turmeric Powder processing
16.	M/s Anant Products	Plot No.A-27/28/29, MIDC, Malvata, Basmat	Pulses & cattle feed processing
17.	M/s Navin Haldi Polish Mill	Plot No.7, Co. Ind. Estate, Hingoli	Turmeric Powder processing
18.	M/s Balaji Industries	Plot No.A-15, MIDC, Malvata, Basmat	Turmeric Powder processing
19.	M/s Radha Gining & Pressing	Plot No.A-6 MIDC Hingoli	Cotton, cotton seed cake & oil processing
20.	M/s Soni Agro Industries	Plot No.B-5/2,6,7, MIDC, Hingoli	Soyabean seed processing
21.	M/s Mahadev Biocoal	Survey No.229, Malvata, Basmat	Biomass & Briquette
22.	M/s Agrawal Spices Industries	Plot.N.B-58,59, MIDC Malvata, Basmat	Turmeric Powder & spices processing
23.	M/s Gordhan Haldi Industries	Co. Ind. Estate, Hingoli	Turmeric Powder processing
24.	M/s Yeshshree Agro Industries	Plot No.B-107, MIDC, Hingoli	pulses & Besan
25.	M/s Kishor Dal Mill	Akola Road, Hingoli	Pulses & cattle feed processing
26.	M/s Bharat Gining & Oil Mill	Plot No.B-8/9, MIDC, Hingoli	Cotton, cotton seed cake & oil processing

2.9 Key Issues in Export

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

Table 2.10 - Key Issues in Export

Category	Issues	Relevant Government Authority
Regulatory	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
	Local custom clearance of Export goods.	
	Availability of ODOP facilitation center at district level.	State Government and District Authorities
Institutional Support	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 businessman / farmers/ industrialists.	District Authorities
	Interactions with ICD's and industries/ entrepreneurs.	
	Institutions of relevant export promotion education /training course.	
	Curriculum preparation for Export Promotion.	State Government Authorities
	Study tours should be organized in various countries to know the latest technical advancements in developed countries.	
	Information of organic and residue free farming and the related schemes should be made available.	EPC and State Government Authorities
Promotion and Awareness	Permanent Exhibition Centre at district should be established.	Central and State Government Authorities
	Promotion of Export promotion online portal, Information dissemination through Export Guidebook, ODOP booklet	District Authorities
	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.	
	Interactions with EPC's and entrepreneurs.	
	Organizing trade fairs, Buyer-Seller meets.	
	Farmer producing company formation	
	Organizing seminars, exhibitions/Haat, Buyer seller meet.	

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Category	Issues	Relevant Government Authority
	<p>Export awareness/sensitization for budding entrepreneurs and newly developed units.</p> <p>Long term policy for incentive schemes</p> <p>ODOP cluster development.</p> <p>Annual calendar for events like Buyer-Seller Meet, Trade Exhibition, Capacity building training, etc.</p> <p>Designing, Branding, marketing, and technical expertise for ODOP.</p> <p>ODOP promotion at Railway Station.</p> <p>ODOP Gift Hamper.</p> <p>Use of Social Media Platform for ODOP promotion.</p>	
Industrial Infra	<p>A substantial volume of district's export is carried out through indirect channels of export like CHA or export houses.</p> <p>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.</p> <p>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.</p> <p>Requirement of Design Centre/Common facility Centre.</p>	<p>Central, State Government and District authorities</p> <p>State Government Authorities</p>
Logistic Infra	<p>Adequate transportation facilities should be made available.</p> <p>Transportation/ Freight cost subsidy</p>	<p>Central and State Government Authorities</p>
Finance	<p>To boost export of the district, credit facilities with extremely competitive rates of interest should be given to exporters.</p> <p>For Import-Export business transactions through banks special permission needs to be availed from RBI.</p> <p>Foreign exchange facility should be available in the district.</p> <p>To promote export on agrobased products sector specific reduction/exemption in taxes should be given.</p>	<p>Central Government Authorities</p>
Agriculture Sector	<p>Information of organic farming scheme should be made available.</p> <p>More cold storage facilities are required in the district.</p>	<p>State Government Authorities</p>

Category	Issues	Relevant Government Authority
	Lack of dissemination of knowledge on development of new varieties, value added products as per requirement of the buyers' market is major challenge.	
	Lack of specialized knowledge considering agriculture product export business.	Central and State Government and District Authorities

2.10 Export Promotion Initiatives by District

2.10.1 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 program of district are as mentioned below,

Table 2.11 - DPEC Meetings and Outreach Program

Sr. No.	Date	DEPC meetings/Outreach Program Details
1.	05.11.2020	DEPC Meeting - Formation of DEPC and Task force committee
2.	02.09.2021	DEPC Meeting - District Export Action Plan discussion and approval
3.	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
4.	09.12.2021	DEPC Meeting - Discussion on export scenario of the district
5.	27.09.2022	Export Conclave – The event was organized for Investment Promotion, Ease of Doing Business (EODB), Export and One District One Product (ODOP).
6.	15.12.2022	DEPC Meeting - Discussion on Export & ODOP promotion initiatives and Export scenario of the district.
7.	28.02.2023	DEPC Meeting - Discussion on Export & ODOP promotion initiatives and Export scenario of the district.

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Sr. No.	Date	DEPC meetings/Outreach Program Details
8.	19-04-2023	DEPC Meeting - Discussion on Export & ODOP promotion initiatives and Export scenario of the district.
9.	19-05-2023	DEPC Meeting - Discussion on Export & ODOP promotion initiatives including institutional tie-up and other important export related points.

3 District Export Promotion Strategy

3.1 Diversification Opportunities for ODOP product

The key diversification markets for the export of the district are Dominic Republic, Iran, Estonia, Finland, Denmark, Cameroon. The below mentioned table illustrates diversification opportunities for ODOP product of district,

Table 3.1 - Diversification Opportunities

Sr. No.	Product Name	HSN	Sector	Diversification Opportunities
1.	Turmeric	09103020, 09103030 09103090	Agriculture	Libya, Israel, Yemen, Brazil, Turkey, Syria, Kuwait, Algeria, Jordan, Korea
2.	Soya based product	12011000, 12081000	Agriculture	Bangladesh, Canada, Mauritius, Thailand, Hong Kong, Netherland, Germany, Senegal, Norway, Australia

Source: DGCIS and WITS (Calendar year 2019 data considered as global data is available in same format at present)

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 - Export Promotion Strategy

Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
Regulatory	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.		

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		Availability of ODOP facilitation center	ODOP facilitation center should be made available	State Government and District Authorities
Institutional Support	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.	Central and State Government concern agencies should organize export awareness programs.	Central and State Government and District Authorities
		Interactions with ICD's and industries/ entrepreneurs.	Coordinate and promote exports in coordination with ICD's and industries/ entrepreneurs.	District Authorities
		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 and residue free farming and related schemes should be made available.	EPCs should organize sector specific knowledge sharing sessions.	EPC and State Government Authorities
		Promotion and Awareness	Short Term	Permanent Exhibition Centre at district should be established.
Organizing trade fairs, Buyer-Seller meets.				

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		Promotion of Export promotion online portal, Information dissemination through Export Guidebook, ODOP booklet	<p>Promotion of online portal at district level – Interactions with Industry associations.</p> <p>Information dissemination through Export guidebook and ODOP booklet.</p> <p>Publicity through news and social media about export potential of the district.</p>	District Authorities
		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.	
			Organizing Buyer seller meet for entrepreneurs - This activity would be an ongoing activity.	
		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.	
		ODOP cluster development.	Promotion of ODOP cluster development.	

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		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	Long term policy for incentive schemes	Long term export policy and incentive schemes.	Central, State Government and District authorities
Industrial Infra	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 adversely impacting the producers/ farmers and businessmen.	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	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"> ▶ Testing Facilities ▶ U.V. Testing 	State Government Authorities

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		exports and should be made available.	<ul style="list-style-type: none"> ▶ Packaging ▶ Certification Also, sector specific R&D facilities should be made available to boost export of the district.	
		Requirement of Common facility Centre.	Considering growing potential of export in the district, this activity should be expedited.	
	Medium Term	Reduction in electricity per unit rates - W.r.t. electricity, current per unit rate of electricity is high as 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 as compared to other states. The reduction in per unit rate will help in reduction in production cost.	State Government Authorities
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.). Jalna dry port road and rail connectivity.	Central and State Government Authorities
	Long Term	Transportation/ Freight cost subsidy	Provision of subsidy for transportation/ freight cost to help in exporting directly.	
Finance	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.			
	Medium Term	To promote export on agrobased products sector specific reduction/exemption	Considering agro processed export in the district it is required.	

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
		in taxes should be given.		
Agriculture Sector	Short Term	Information of organic and residue free farming and related schemes should be made available.	The EPC and Government Authorities should plan knowledge sessions to provide information on organic and residue free farming and available schemes.	State Government Authorities
		Lack of dissemination of knowledge on development of new varieties, value added products as per requirement of the buyers' market is major challenge.	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. 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.	Central and State Government Authorities
		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,	

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Category	Strategy Time Frame	District Requirement	Export Promotion Strategy	Relevant Govt. Authority
			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, the Authorities should plan to have more cold storage facilities in the district.	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
Phone: (022)-22028616
- ▶ **Joint Director of Industries, Aurangabad region**
Address: Vikas Bhavan, 2nd Floor, Adalat Road, Aurangabad-431001.
Email: diroaurangabad@maharashtra.gov.in
Phone: (0240)-2331105
- ▶ **Superintending Industries Officer, Nanded Subdivision,**
Address: Udyog Bhavan, Govt. Industrial Estate, Shivaji Nagar, Nanded-431602.
Email: dironanded@maharashtra.gov.in
Phone: (02462)-243393
- ▶ **General Manager, District Industries Centre, Hingoli**
Address: Central Administrative Building, IInd Floor, Collector Office, Hingoli 431513.
Email: didic.hingoli@maharashtra.gov.in
Phone: (02482)-220957
- ▶ **Industry Association Contact List**

Table 3.3 - Industry Association Contact List

Sr. No.	Name of Association	Contact Person	Contact No.
1.	Hingoli District Industries Association, Hingoli	Mr. Dnyaneshwar Mamde	99233-47899
2.	Marathwada Gin Press Karkhandar Sangh, Hingoli	Mr. Sunil Deora	94231-41122
3.	Co-Operative Industrial Estate, Hingoli	Mr. Shri Shyamsundar Mundada	94221-75282

