

Maharashtra Industrial Development Corporation
(A Government of Maharashtra Undertaking)



॥ उद्यमात् सकल समृद्धिः ॥

MIDC

**Request for Expression of Interest for Lease of plots in
Marine/Aquaculture Park Harne, Dapoli, Dist. Ratnagiri,
Maharashtra**



॥ उद्यमात् सकल समृद्धिः ॥

MIDC

Table of Contents

NOTICE	1
1. Abbreviation.....	2
2. Expression of Interest	3
3. Guidelines for EOI	5
4. Food Processing Industry.....	8
5. Project Information.....	12
7. Annexure-I: Application for Submission of EOI.....	15
8. Annex- II: Master Plan Layout along with Area Statement enclosed.....	16



॥ उद्यमात् सकल समृद्धिः ॥

CIDC

NOTICE

Inviting Expression of Interest for lease of plots for setting up sea food processing units at Marine/ Aquaculture Park, Harne, Dist. Ratnagiri, Maharashtra on 95 years of registered lease deed

Name of Project: Integrated Marine/ Aquaculture Park, Harne, Dist, Ratnagiri, Maharashtra

Location: Survey no. 235, Harne Industrial area, Tal. Dapoli, Dist. Ratnagiri

Area: 217 acres (Status - Planned)

Last date of receipt of EOI: 30.09.2023

MIDC - Integrated Marine/Aquaculture Park, located in Harne, Ratnagiri District, Maharashtra, is inviting expressions of interest for leasing plots to establish seafood processing units within the park. The lease period offered is 95 years, documented through a registered lease deed. Interested parties can submit their proposals to Circle and Division under Chief Engineer- Mumbai Zone Supertending Engineer, Konkan Circle, Panvel, Plot No. 57, Sector-17, Khanda Colony, New Panvel (W), 410206.

For further inquiries, please contact at at Office of Executive Engineer, MIDC, Ratnagiri, Phone No.: 02352 228630/9689216669

or via email at eeratnagiri@midcindia.org.

Application can be downloaded from website: www.midcindia.org

Applicants needs to pay the EOI document Fee of Rs.10000 by Demand Draft in favour Executive Engineer, MIDC, Ratnagiri and payable at Ratnagiri from any of the scheduled nationalized / commercial bank

1. Abbreviation

Applicants	Private Ltd. Firm or Public Ltd. Firm
MIDC	Maharashtra Industrial Development Corporation
EOI	Expression of Interest
R&D	Research and Development
REOI	Request for Expression of Interest
SHG	Self Help Group
FPO/C	Farmer Producer Organization/ Company
NGO	Non-Governmental Organization
PSU	Public Sector Undertakings
CPC	Core Processing Centre
PPC	Primary Processing Centre
DPR	Detailed Project Report
IQF	Individually Quick Frozen
MSME	Micro, Small and Medium Enterprises

2. Expression of Interest

2.1 Introduction of the Project

Fisheries play a crucial role in increasing food supply, generating job opportunities, improving nutrition, and earning foreign exchange. With India's abundant water resources and diverse aquatic fauna and flora, there is immense potential for domestic consumption and expanding the export market. The global demand for fish is rising due to its health benefits, necessitating good handling practices and modern preservation and packaging techniques to retain its value. To capitalize on Maharashtra's significant fish and marine production in the Konkan belt and tap into the growing market for fish and marine processed products, the Directorate of Industries, Government of Maharashtra plans to establish a Marine Park. This park aims to provide state-of-the-art infrastructure for marine processing, foster collaboration among fishermen, aggregators, processors, and retailers, and build a robust supply chain for value addition in the sector.

The Maharashtra Industrial Development Corporation (MIDC) has been appointed as the nodal Investment Promotion agency for this initiative. MIDC is dedicated to providing world-class industrial infrastructure and formulating policies for Maharashtra's balanced economic development. With over 200 acres of land available in different coastal locations, MIDC aims to promote sustainable industrial growth while preserving natural resources and ecosystem conservation.

The proposed Marine Park, located in Harne village, Taluka Dapoli, District Ratnagiri, approximately 233 kilometers from Mumbai, will contribute to reducing wastage, extending the shelf life of processed fish and marine products, adding value to the produce, diversifying and commercializing aquaculture, generating employment, increasing fishermen's income, and facilitating the export of aquaculture produce and processed products. It envisions active participation from private, public, and co-operative sectors to harness the benefits of economic liberalization.

The site's strategic location near Dapoli town and the Harnai fishing harbor, coupled with the allocated land area of 217 acres, makes it an ideal location for the proposed Marine Park. This initiative holds great potential for the development of a robust fish and marine processing sector in Maharashtra, benefiting the economy, livelihoods, and the environment.

2.2 Objectives of the Project:

- Enhance fishermen's income by better utilization and value addition of Marine/Aquaculture produce.
- Minimize wastage at all stages in the marine processing chain by the development of infrastructure for storage, transportation and processing of Marine/ Aquaculture produce.
- Introduce of modern technology into the Marine/Aquaculture processing industries from both domestic and external sources.
- Encourage R&D in Marine/Aquaculture processing for product and process development and improved packaging.
- Provide policy support, and support for creation of Infrastructure, capacity expansion/ Upgradation and other supportive measures form the growth of this sectors; and Promote export of processed fish and marine products.

2.3 Purpose of REOI:

MIDC is offering plots on a 95-year lease for the establishment of fishery, aquaculture, marine, and value addition processing units in Integrated Marine/ Aquaculture Park at Harne, Dapoli, Dist. Ratnagiri.

2.4 Interested Parties

MIDC invites Expression of Interest from various types **of business entities, including individuals, proprietorship firms, partnership firms, private limited companies, public limited companies, Corporations, Cooperatives, Self Help Groups (SHGs), Farmer Producer Organizations (FPOs), NGOs, Central/State PSUs, and other business concerns, for the establishment of processing units in the fields of fishery, aquaculture, marine, and value addition, etc.** Interested parties should submit their EOI in the prescribed format provided in Annexure-I of this Request for Expression of Interest (REOI). The EOI should be sent to the Office of Circle and Division under Chief Engineer-Mumbai Zone Supertending Engineer, Konkan Circle, Panvel, Plot No. 57, Sector-17, Khanda Colony, New Panvel (W), 410206, before the specified deadline mentioned in section 3.7 of the REOI. Please note that MIDC reserves the right to accept or reject any EOI at any stage without providing any reasons.

3. Guidelines for EOI

3.1 Introduction to EOI:

MIDC invites proposal from reputed organizations operating or start-ups in fishery, aquaculture, marine, and value addition, etc. in fishery/ aquaculture/ marine value chain, as Individual Applicant or as Consortium, to lease out plots in Integrated Marine/ Aquaculture Park at Harne, Dapoli, Dist. Ratnagiri on long term lease basis. MIDC will provide Core Processing Centre (CPC) along with basic enabling infrastructure and required utility services to an Agency or leased out plots on a rental basis. Proposed facilities are being developed, to act as common processing facilities to the processing Units in Integrated Marine/ Aquaculture Park.

3.2 Enquiries and Clarifications

Enquiries, if any, shall be addressed to:

Circle and Division under Chief Engineer- Mumbai Zone
Supertending Engineer,
Konkan Circle, Panvel, Plot No. 57, Sector-17, Khanda Colony,
New Panvel (W), 410206
Phone No.: 02352 228630/9689216669
Email: eeratnagiri@midcindia.org
Website: www.midcindia.org

3.3 How to Submit EOI

EOI shall be enclosed in a sealed envelope and shall be marked as “Expression of Interest for Lease of Plots at Integrated Marine/ Aquaculture Park at Harne, Dapoli, Dist. Ratnagiri, Maharashtra.

- (a) EOI should be submitted in the format given at Annexure-I.
- (b) The EOI should be accompanied with a statement of relevant financial information provided in the form of Audited Annual Financial Statements of the respondent for last three years, i.e., FY2021-22, FY2020-21 and FY2019-20.
- (c) Certificate of incorporation/ registration of the applicant firm, Memorandum and Articles of Association in case of Company/ Bye laws of the Society, Co-operative, Self Help Group/ Registered partnership deed, etc.
- (d) Detailed Project Report (DPR)

- Introduction
- Promoter's Profile
- Constitution of the Company/ Firm: Proprietary, Partnership Firm, Pvt. / Public Ltd. Co., Society etc. 4. Registration details – Registration of Company, Partnership firm, Society, Charitable Trust etc.
- Existing Business of the Promoters & the details thereof.
- Details of the products with capacities per day in Nos. /Metric tons/ Meters.
- Details of raw materials with required quantity.
- Project cost details with expenditure on land, land development, building, plant and machinery, electrification, technical know-how, utilities, other fixed assets, preliminary & pre-operations, contingencies etc.
- Implementation Schedule with time chart.
- Financial Analysis – Cash flow, fund flow, profitability, breakeven & Ratio analysis, debt servicing etc.
- Details about proposed technology
- Pollution control measures:
- Environment Management Plan

3.4 Fees

The applicants are required to submit Demand Draft ₹10,000 (Rupees Ten Thousand only) as nonrefundable cost of EOI document in favour of “Circle and Division under Chief Engineer- Mumbai Zone Supertending Engineer, Konkan Circle, Panvel, Plot No. 57, Sector-17, Khanda Colony, New Panvel (W), 410206.”

3.5 Allotment Price

The final Allotment Price@ will be arrived at by addition of Land cost, Infrastructure development cost and Administration/financing costs with frontage charges and other adjustments.

MIDC reserves the right to use information received in the EOIs for further development of the project. Mere fact of submitting an EOI, however, shall not confer any right on the parties to preferential treatment at the subsequent selection stage.

3.6 Amendments

At any time prior to the deadline for submission of EOI, MIDC may, for any reason, whether at its own initiative or in response to clarifications requested by any Interested Party, modify the REOI document by the issuance of addendum/ corrigendum. Any addendum / corrigendum thus issued shall be part of the REOI and shall be posted on the “tenders” section of MIDC website:

www.midcindia.org.

Participants desirous of getting notified of such corrigendum/ addendum through email may send a request through email to eeratnagiri@midcindia.org.

3.7 Important Timelines

S. No.	Milestones	Envisaged Schedule
1	Start date for downloading the REOI	28/06/2023
2	Pre- EOI Meeting	28/07/2023
3	Last date for receiving Queries/clarifications	12/08/2023
4	MIDC responses on queries	28/08/2023
5	Last Date for submission of EOI	30/09/2023

In order to enable MIDC meet the target dates, Interested Parties are requested to respond expeditiously to clarifications, if any, requested during the process. MIDC will adhere to the above schedule to the extent possible. MIDC, however, reserves the right to modify the same. Intimation to this effect will be posted on the Official Website: www.midcindia.org

3.8 Site Visit and Survey

Interested Parties may prior to submitting their EOI, visit at Integrated Marine/ Aquaculture Park at Harna, Dapoli, Dist. Ratnagiri and its surroundings at their own expense and obtain and ascertain for themselves, at their own responsibility, all technical data, market data and any other information necessary for preparing their EOIs, inter alia, the actual nature and conditions at the site, availability of materials, stores, labour, probable sites for labour camps, etc., after taking into account the local conditions, traffic restrictions, obstructions in work, if any, etc.

4. Food Processing Industry

4.1 Global and Indian Food Processing Industry

The fisheries and aquaculture industry has gained recognition for its crucial role in global food security and nutrition. In 2020, global fisheries and aquaculture production reached 178 million tons, with captured fisheries contributing 51% and aquaculture contributing 49%. 89% of this production was used for human consumption, while there has been a steady increase in non-food uses, particularly in the production of high-value fishmeal and fish oil for livestock food and other applications like cosmetics.

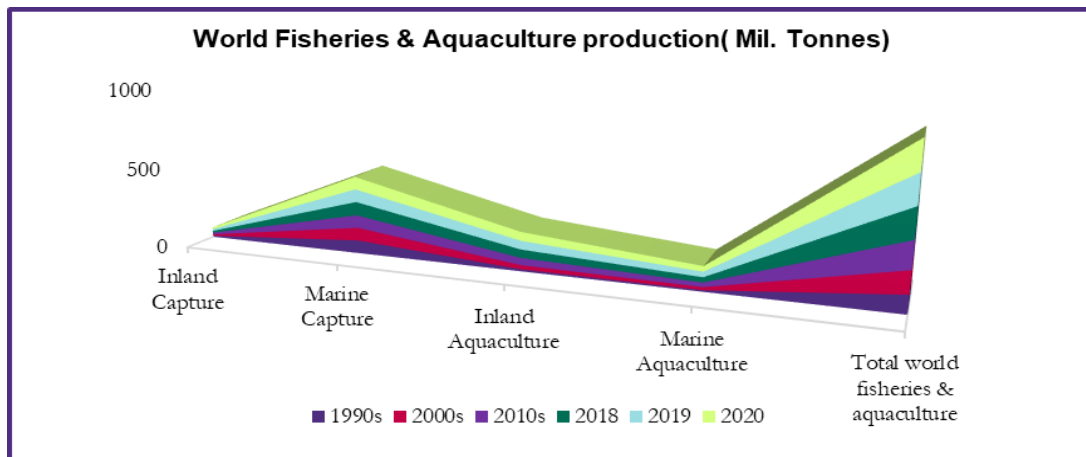


Fig. 1: World Fisheries production trend

The fisheries sector has undergone significant transformations, offering a wide range of products with diverse characteristics and flavors based on species, preservation methods, and product forms. Advancements in processing, refrigeration, freezing, and transportation have extended the shelf-life of fish products, enabling long-distance distribution and a growing variety of offerings. Approximately 20 million tons of fisheries production globally were used for non-food purposes, with 81% converted into fishmeal and fish oil, and the remainder utilized for purposes such as ornamental fish, aquaculture, bait, pharmaceuticals, pet food, and livestock and fur animal feed.

The global fisheries industry has witnessed a significant increase in export opportunities, with the export production quantity reaching 59.8 million tons in 2020, a 33.7% increase over the previous year.

The fisheries industry in India has experienced significant growth, becoming a vital socio-economic aspect for the nation, with fish being a widely consumed and affordable animal protein source. India ranks as the third-largest producer of fish and aquaculture globally, achieving a total marine and inland fish production of 162.46 lakh tonnes in 2021-22. The fisheries sector plays a crucial role in India's

economy, contributing Rs 2.33 lakh crore to the Gross Value Added (GVA) in 2020-21, representing 1.1% of the country's overall economy, and maintaining a steady 6-7% contribution to the agriculture sector's gross value added.

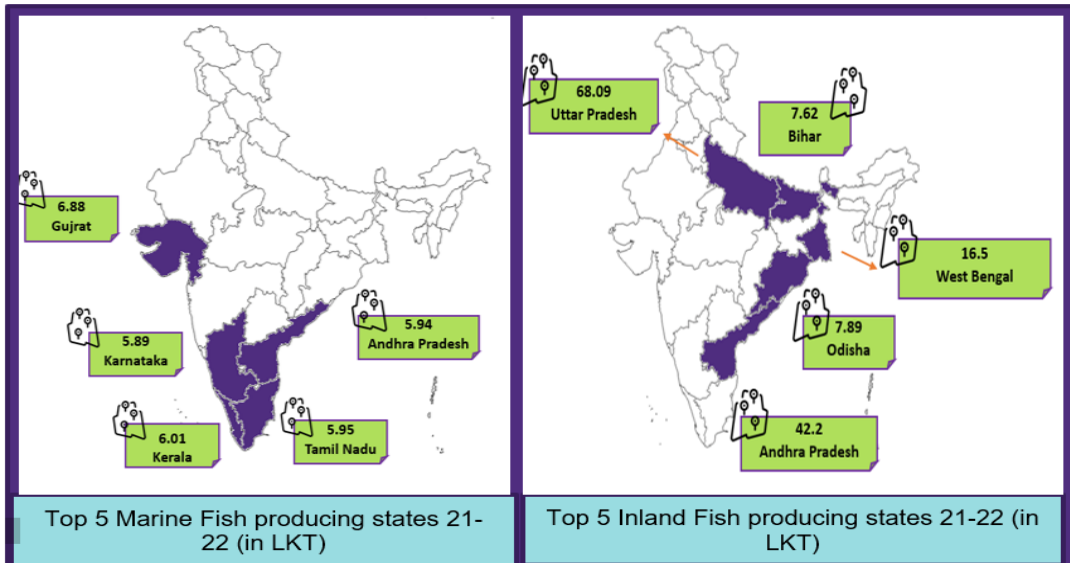


Fig. 2: Top producing states in Marine and Inland fish

Being the world topper in inland production and the third largest fish producing countries, India has a huge percentage in becoming a bigger superpower in fisheries and value addition activities.

India is a leading fish-producing nation and ranks among the top 5 fish exporting countries globally. The quantity and value of fish and fish products exported from India have seen exponential growth, reaching 1.37 million tons worth 7760 million USD in 2021-22. Fish and fish products account for approximately 17% of India's agricultural exports. The export sector has experienced significant growth, with the annual growth rate increasing from -6.30% in 2020-21 to 31.71% in 2021-22. Frozen shrimp is the largest exported marine product, comprising over 53% of the total quantity and about 75.11% of the total export value in US dollars. Other exports include frozen fish, cuttlefish, squids, dried items, live fish, and chilled items.

4.2 State Food Processing Industry

Maharashtra, with its 720 km long coastline, is a significant marine fish-producing state in India, spanning seven maritime districts. The state has 25 zones and 173 fish landing centers, with an estimated fish potential of 6.0 lakh tonnes and 49 varieties found in its seawater. In the financial year 2021-22, Maharashtra achieved a marine fish production of 4.33 lakh tonnes, accounting for 72.17% of its potential. At the all-India level, Maharashtra contributed 10.5% to marine fish

production, 1.3% to inland fish production, and 3.6% to total fish production, with growth rates of 21% and 19% respectively over the previous year.

The Marine sector is the dominant sector in the state with the 720 km long coastline divided into 25 zones. There are 173 landing centers in the state. The production of marine fish landings was estimated at 4,32,748 tons worth 6655 crores registering an increase of 8.59 % production over last year's harvest of 3,98,511 tons landed during 2020-21. Fish and aqua related life growing in any waters other than salty seas are grouped as inland fisheries. These sort of water bodies include the river systems, with other sources like irrigation canals, reservoirs, ponds, tanks, etc. There was a production of 156688 tons with 1915 worth crores value of inland fish production in 2021-22 which had a growth of 20% over previous 5 years period respectively. The Export of mostly Marine fish products is more pronounced in Maharashtra and got totalled at 1,86,247 tonnes during 2021-22 as compared to 1,10,653 tonnes during 2020-21, marginally incline of 68.32% over the previous year. The worth of the exported produce is around Rs 587837 lakhs during 2021-22 as compared to 368122 during 2020-21, showing a growth rate of 59.68% compared to previous year. Few of the important marine fish which are exported from this state are Pomfret, Prawn, Seer Fishes, Ribon Fishes, Bombay Ducks, Squids, etc.

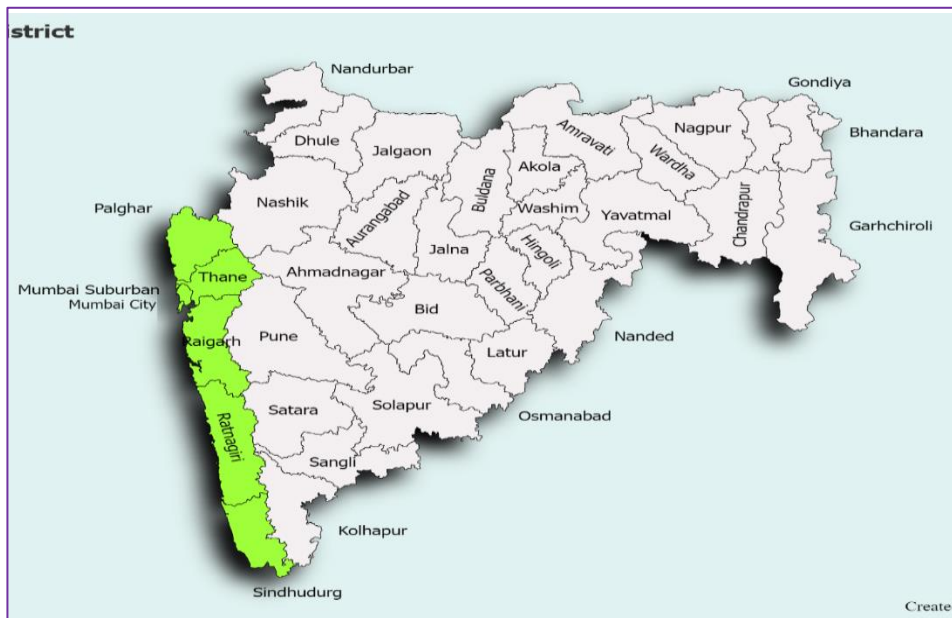


Fig 3: Coastal district mapping (2021-22)

4.3 Concept of Marines/ Aquaculture Park

The Marine Park shall be based on a 'Hub and Spoke' model which is a globally followed model for development of Food Parks/Industrial Parks. The model shall consist Primary processing centers (PPCs) present close to the coastal belt's fish

landings sites, harbors and inland farms to collect raw material from fishermen/FPOs/SHGs/aggregators right after catch and equipped with facilities of preliminary processing facilities like washing, sorting grading, cold storage, ice making plant etc. In addition, there shall be a Central Processing Centers (CPCs) spread over large area of more than 200 acres having a conglomeration of processors who shall collect their raw materials from the PPCs, process them at the Marine Park and sell their product to retail consumers. Here, the PPCs shall act as spokes for the CPC hub. The spokes (PPCs) may not require any investment and can be taken on a lease model also.

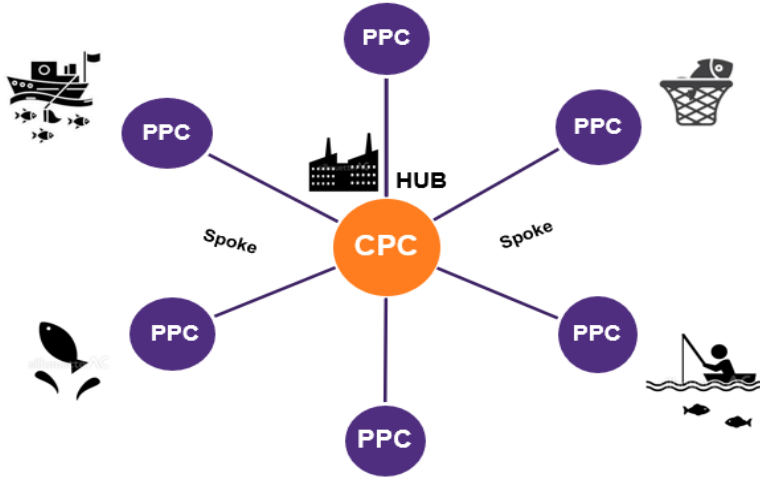


Fig. 4: Hub and Spokes Model

5. Project Information

5.1 Project location and Area details

The proposed land for Integrated Marine/Aquaculture Park has been identified at Harne village, Dapoli that is 233 kilometres away from Mumbai, the capital city of Maharashtra. The proposed Marine/Aquaculture Park site is near the town of Dapoli, which is located just 13 kilometers away. Additionally, the nearest fishing harbor, Harne, is situated 10 kilometers from the proposed location. The site area allocated for the proposed Marine/Aquaculture Park is **217 acres**.

Table 1: Connectivity to Site

Connectivity	Distance
Railway Station	40 Kilometers
Road	NH66 (Mumbai-Goa Highway)- 40 Kilometers (Harne-Dapoli- Khed) SH4 (Coastal Highway) – 4.2 Kilometers
Airport	Mumbai Airport – 252 Kilometers
Inland Container Depot	Mumbai- 243 km
Port	Mumbai - 204 Kms (Major Port) Harne Fishing Harbor/ Port- 10 Kilometer
State Highway	SH 4 – 4.2 Kilometers (Ratnagiri – Dapoli- Alibaug)

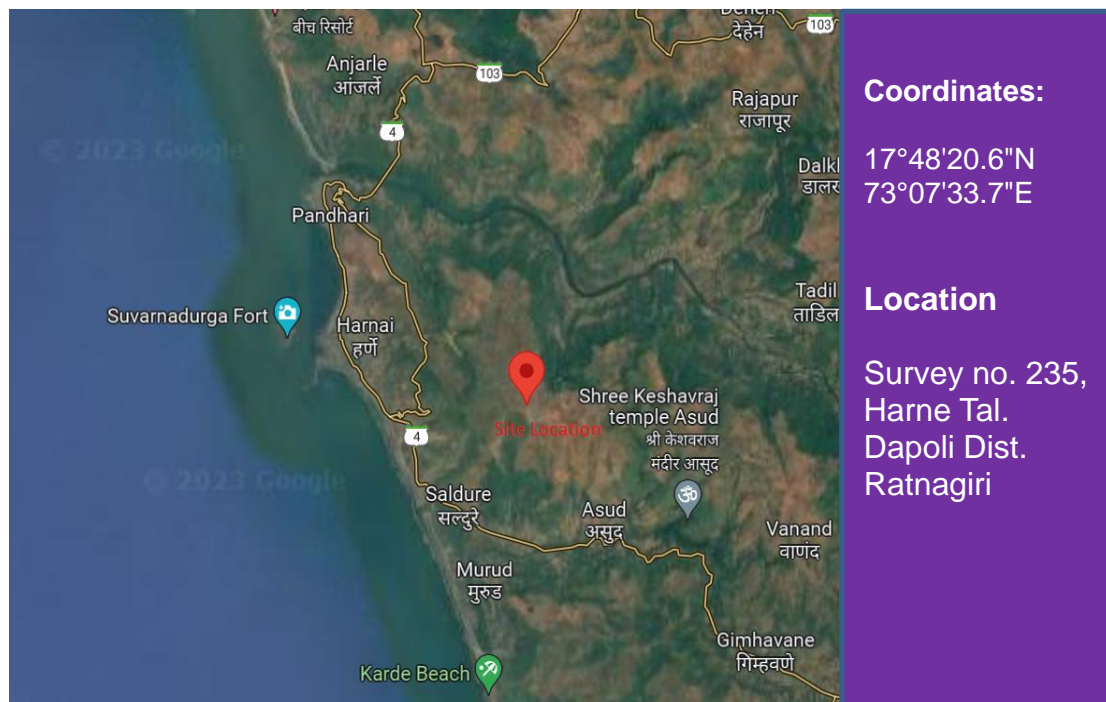


Fig. 5: Satellite image of site

5.2 Master Plan Layout along with Area Statement enclosed as Annex-II

5.3 Project Features Master plan:

Holistically planned ecosystem, to facilitate seamless integration between commercial and social elements of industrial clusters, complimentary with large open and green areas.

Enhanced competitiveness: Developed plots with quality infrastructure and access to common facilities, reducing the cost of operations, thereby enhancing competitiveness.

Exclusive Common Facility Centre: Common cold storage, Common Pre-processing center (CPC), block ice factory, Dormitory for working staff, Administrative building, Annex Building, Skill development and training center, convenient store, Polythene unit, Research & Development center

Quality infrastructure: Water supply at doorstep, Telecom & IT infrastructure, wide access roads for seamless movement inside the park, with quality environmental infrastructure (solid waste and effluent treatment facilities) meeting the statutory norms

Research & Development and Skill Development center: A research & development center along with skill development and training center to provide continuous and timely inputs for enhancing efficiency and ensuring continuous skill availability respectively.

5.4 Park Infrastructure:

S. No	Infrastructure	Facilities/ utilities
1.	Core Processing Infrastructure – Common Facilities	<ul style="list-style-type: none"> • Pre Processing facility • Freezing facility (Block and IQF) • Block Ice Plant • Cold Storage facility • Boiler • Refrigerated Vehicles • Testing Lab
2.	Enabling infrastructure	<ul style="list-style-type: none"> • Water Reservoir

		<ul style="list-style-type: none"> • Intake Water Treatment System (WTP); • Central Effluent Treatment Plant (ETP); • Aquaponics system for disposal of liquid waste; • Power distribution system; • Diesel Generator Sets for power backup; • Weighbridge; • Parking Area.
3.	Non-core infrastructure	<ul style="list-style-type: none"> • Admin Block, • Training Centers, • Security Block, • Central Canteen, • Bank, • Health Centre, • Park Sales Office, • Parking Sheds, • Toilet Blocks, • Fire Station, • Staff Quarters,
4.	MSME-Factory Buildings	MSME Sheds are formed in the CPC as Plug and play Infrastructure.

7. Annexure-I: Application for Submission of EOI

Name of the Firm (s)	
Address for Communication	
Contact Person (s)	
Email id	
EMD Details	
Company Registration Number (CIN) & Date of Registration	
Business Details (Please attach a write-up on core operation of your business along with information on production capacity, storage capacity, capacity utilization, as applicable)	
Financials of the Firm (Please attach the copies of the Audited Annual Financial Statements of the applicant for last three years)	
Land Required (Sq. meter)	
Electricity Required (KW)	
Water Required (KLPD)	
Utilization of Core Processing infrastructure (CPC) and Utilities on rental basis <ul style="list-style-type: none"> • Warehouse • Cold Storage • Sorting Grading Line • IQF • Testing Lab • Boiler • Refrigerated Truck • Other 	



॥ उद्यमते सत्यमेव जयते ॥

MINDC

8. Annex- II: Master Plan Layout along with Area Statement enclosed