

# BUSINESS PLAN

INCOME GENERATING ACTIVITY –Achar Chutney/Pickle Making

by

Shiva Ji - Self Help Group



|              |    |          |
|--------------|----|----------|
| SHG/CIG Name | :: | Shiva Ji |
| VFDS Name    | :: | Kopra    |
| Range        | :: | Nurpur   |
| Division     | :: | Nurpur   |

**Prepared Under–**



**Project for Improvement of Himachal Pradesh Forest Ecosystems  
Management & Livelihoods (JICA Assisted)**

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## 1. Introduction

Achar/Pickles are very important ingredient of dining table across the globe and more often used in the Asia Pacific region. A wide range of variety is used in achar/pickle and varies from region to region depending upon the locally available raw material, taste and food habit of the people.

The most lucrative aspect of the pickle making business is that it can be started as per the financial capacity of the group and later on at any given time when the financial portfolio of the SHG improves the business can be scaled up to any level. Once your product and Its taste is liked by the customers the business will flourish like anything. However, the SHG has considered different aspects very carefully before getting into this IGA (income generation activity). The SHG has therefore crafted a detailed business plan according to its investment capacity, marketing & promotional strategy and the detailed action plan will be discussed hereunder:

## 2. Description of SHG/CIG

|    |                             |    |   |
|----|-----------------------------|----|---|
| 1  | SHG/CIG Name                | :: | Shiva Ji                                    |
| 2  | VFDS                        | :: | Kopra                                       |
| 3  | Range                       | :: | Nurpur                                      |
| 4  | Division                    | :: | Nurpur                                      |
| 5  | Village                     | :: | Kopra                                       |
| 6  | Block                       | :: | Nurpur                                      |
| 7  | District                    | :: | Kangra                                      |
| 8  | Total No. of Members in SHG | :: | 25-Female                                   |
| 9  | Date of formation           | :: | 30-08-2022                                  |
| 10 | Bank a/c No.                | :: | 50074844640                                 |
| 11 | Bank Details                | :: | Kangra Central co-operative Bank<br>Chougan |
| 12 | SHG/CIG Monthly Saving      | :: | 200/-                                       |
| 13 | Total saving                | :: | 5000/-                                      |
| 14 | Total inter-loaning         | :: | /-  |
| 15 | Cash Credit Limit           | :: | /-  |
| 16 | Repayment Status            | :: | /-  |
| 17 | Interest rate               | :: | -   |

**3. Beneficiaries Detail:**

| Sr. No | Name (Smt.)     | Father / Husband Name (Sh.) | Age | Category | Income Source | Address                                  |
|--------|-----------------|-----------------------------|-----|----------|---------------|--|
| 1      | Smt. Ichya Devi | Sharvan Kumar               | 42  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 2      | Banita Devi     | Kuldeep Singh               | 37  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 3      | Nitu Devi       | Kewal Singh                 | 39  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 4      | Sonika Devi     | Rajiv Singh                 | 33  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 5      | Reeta Devi      | Jasbir Singh                | 41  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 6      | Ashu Kumari     | Neeraj Singh                | 31  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 7      | Romi Devi       | Shamsheer Singh             | 38  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 8      | Lovely Devi     | Tarsem Singh                | 30  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 9      | Sangyoita Devi  | Ashok Kumar                 | 31  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 10     | Veena Kumari    | Arun Kumar                  | 48  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 11     | Suman Rani      | Rajesh Kumar                | 55  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 12     | Bina Devi       | Davinder Singh              | 41  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 13     | Darshna Devi    | Ravinder Singh              | 54  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 14     | Nirmla Devi     | Somraj                      | 42  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 15     | Surekha Devi    | Sohan Singh                 | 42  | SC       | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 16     | Sandla Devi     | Tarsem Singh                | 53  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 17     | Deepika Devi    | Jasbir Singh                | 32  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 18     | Damini Sharma   | Mukesh Sharma               | 26  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 19     | Neena Devi      | Rakesh Kumar                | 34  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 20     | Indu Devi       | Anil Sharma                 | 40  | Gen      | Agriculture   | VPO Kopra Tehsil Nurpur Distt. Kangra HP |

|    |              |              |    |     |             |  |
|----|--------------|--------------|----|-----|-------------|--|
| 21 | Nikko Devi   | Chain Lal    | 37 | Gen | Agriculture | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 22 | Kanchna Devi | Prbhat Singh | 52 | Gen | Agriculture | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 23 | Sunita Devi  | Lekh Raj     | 44 | Gen | Agriculture | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 24 | Baby         | Arjun Singh  | 30 | Gen | Agriculture | VPO Kopra Tehsil Nurpur Distt. Kangra HP |
| 25 | Neelam Devi  | Tarsem Singh | 46 | Gen | Agriculture | VPO Kopra Tehsil Nurpur Distt. Kangra HP |

#### 4. **Geographical details of the Village**

|   |  |    |                               |
|---|--|----|-------------------------------|
| 1 | Distance from the District HQ                            | :: | 65Km                          |
| 2 | Distance from Main Road                                  | :: | 5Km                           |
| 3 | Name of local market & distance                          | :: | Nurpur 7Km                    |
| 4 | Name of main market & distance                           | :: | Nurpur 7Km                    |
| 5 | Name of main cities & distance                           | :: | Kangra 70Km & Pathankot 36 km |
| 6 | Name of main cities where product will be sold/ marketed | :: | Kangra 70Km & Pathankot 36 km |

#### 5. **Selection of raw material and market potential**

The members of SHG after detailed discussion and thoughtful process were of the consensus that this IGA of achar chutney/pickle making will be suitable for them. People consume different pickles with meal and it serve as taste enhancer. Pickles are also used as toppings for food such as sandwiches, hamburgers, hotdogs, parathas and pulav etc.

Mango and lemon pickles are the most popular variety across the globe. Here particularly in this SHG we will focus mainly on the locally and easily available raw materials such as garlic, ginger, Gal-Gal (hill lemon), lingad, mango, lemon, mushroom, green chillies, fish, chicken and mutton etc.

The pickle market is highly fragmented because of the presence of several large and small vendors and the competition is on the basis of factors such as price, quality, innovation, reputation, service, distribution and promotion to grab lion share in the market. Pickle making is an ideal business on the small scale and mainly for the housewives and other women workforce. In this case it was felt when the sellers of pickles from Kopra,

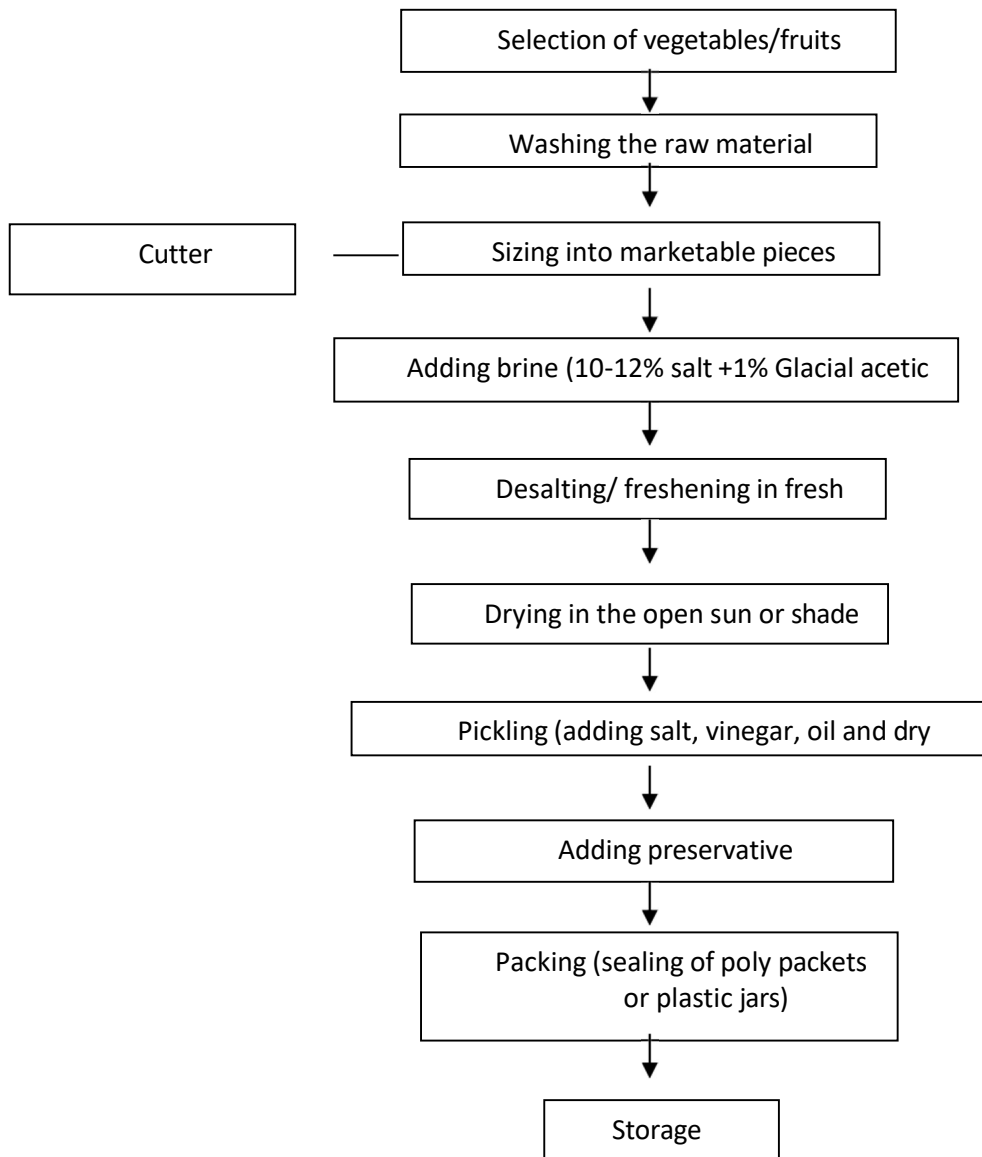
Nurpur and Kangra can sell their pickles in command area then this SHG can do it more vigorously and briskly and compete with such outsiders.

## **6. Achar chutney/ pickle making business plan**

Before starting any IGA (Income generation activity) it is very essential to craft a customized business plan with detailed and structured discussion. The business plan helps to get the clear conception of investment, operational activities, marketing and net income/return. The scope of scale up the business is also envisaged clearly and in addition it helps in arranging finance from the banks. It is advisable to have market survey prior to returning upon the business and plus point is that the group members of this SHG are well aware of the market study. Primarily the SHG studied the demand for the specific type of pickles in their area and mainly the local market was kept as target. The members of SHG has shortlisted the IGA a carefully by making the study of nearby markets and the taste of the people at large and have seen potential to venture upon this activity as IGA.

Most of the raw material is locally available and lingad is naturally growing fern spp. free of cost in the nearby moist areas and nullahas. People of the small townships around this group has inherent liking towards this lingad pickle which otherwise is not available in the open markets.

### Flow chart of the Achar chutney making process



#### 7. Achar chutney/pickle making business compliance

Pickle is a food item therefore different regulations of the state government need to be followed. Since the IGA is being taken up initially on small scale therefore these legal issues will be address locally by the SHG members by obtaining a food handling license from the local authorities. The business is being operated from home therefore the tax regulations for self employed groups will be taken care as per the rules.

## 8. Different types of Achar/pickles

As discussed in earlier chapter mostly the locally and easily available raw material for pickle making will be used. Pickles are of numerous taste and flavours whereas, the SHG will focus mainly on the traditional and more commonly used pickle in the area and market for which this SHG intends to cater for. Once the business of the SHG picks up the demand driven quality pickle will be prepared and customized as per the taste of the customers.

Some of the most popular and commonly used pickles are mango, bamboo shoot, mushroom, garlic, ginger, lingad, fish and chicken etc. Sometimes the mixed pickles such as garlic - arbi (Ghindyali) mango - green chillies, mix veg. etc. will also be prepared as per the taste and demand of the targeted customers.

## 9. SWOT Analysis

### ❖ Strength–

- Activity is being already done by some SHG members
- Raw material easily available
- Manufacturing process is simple
- Proper packing and easy to transport
- Product shelf life is long
- Homemade, lower cost

### ❖ Weakness–

- Effect of temperature, humidity, moisture on manufacturing process/product.
- Highly labour-intensive work.
- Compete with other old and well-known products

### ❖ Opportunity–

- There are good opportunities of profits as product cost is lower than other same categories products
- High demand in → Shops → Fast food stalls → Retailers → Wholesalers → Canteen → Restaurants → Chefs and cooks → Housewives
- There are opportunities of expansion with production at a larger scale.
- Daily/weekly consumption and consume by all buyers in all seasons

### ❖ Threats/Risks–

- Effect of temperature, moisture at time of manufacturing and packaging particularly in winter and rainy season.
- Suddenly increase in price of raw material
- Competitive market



## 10. Achar chutney/ Pickle making equipments

The requirement of equipment or machinery basically depends upon our mode of operation and size of the plan. In this case the SHG will start initially on small and manageable scale. Therefore, the appliances and accessories used in kitchen are enough to meet the demand apart from this some of the machinery will have to be purchased to make the plan viable and therefore some of the basic equipments will also be included for procurement which will help the SHG to scale of its activities at larger level. The following equipments will be procured initially to start the plan:

| A. CAPITAL COST |  |                    |
|-----------------|--|--------------------|
| Sr. No.         | Equipment  | Approximately cost |
| 1.              | Grinder machine  | 25000              |
| 2.              | Vegetable dehydrator                                       | 45000              |
| 3.              | Cooking arrangement (commercial Gas cylinder with chullah) | 18000              |
| 4.              | Pickle mixer   | 15000              |
| 5.              | Weighing scale (2 no.'s)                                   | 12000              |
| 6.              | Packaging/ sealing unit                                    | 22000              |
| 7.              | Labelling machine  | 15600              |
|                 | <b>Total</b>   | <b>152600</b>      |

| Sr. No. | Utensils                  | Quantity | Unit price | Total amount  |
|---------|---------------------------|----------|------------|---------------|
| 1.      | Pattila                   | 4        | 7000       | 28000         |
| 2.      | Card board                | 18       | 300        | 5400          |
| 3.      | Cutter with stand         | 15       | 1000       | 15000         |
| 4.      | Knife                     | 16       | 350        | 5600          |
|         | <b>Total</b>              |          |            | <b>54000</b>  |
|         | <b>Total capital cost</b> |          |            | <b>206600</b> |

## 11. Achar chutney pickle making raw material

The detail of raw material will depend upon the essential availability of different fruits, vegetables and non veg. articles. However, the main raw material will remain mango, ginger, garlic, chilli, lingad, fish, mutton, mushroom, gal-gal, lemon, pear, apricot etc. In addition to these different spices, salt, cooking oil, vinegar etc. will be procured. Apart from this packaging material such as plastic jars, pouches, labels and cartons will be procured. As per the market demand the packaging will be done in 500 g, 1 kg and 2 kg containers/pouches.

In addition to this SHG will hire a spacious room which will be use for operational activities, temporary storage and the command area being in village. The rent per month is presumed to be Rs. 3000 per month. Electricity and water charges have been estimated Rs. 1000 per month. The cost of fruits and vegetables on an average have been estimated at the Rs. 50 per kg and keeping in view the manpower available at our disposal at least 200 kg of achar will be produced in one week and it amounts to be 800 kg in one month. Accordingly, therefore recurring cost for 800kg of achar is calculated as under:

| <b>B. RECURRING COST</b>    |   |             |                 |                 |                     |
|-----------------------------|---|-------------|-----------------|-----------------|---------------------|
| <b>Sr. No.</b>              | <b>Particulars</b>                          | <b>Unit</b> | <b>Quantity</b> | <b>Unitcost</b> | <b>Total amount</b> |
| 1.                          | Room rent                                   | Per month   | 1               | 4000            | 4000                |
| 2.                          | Water & electricity charges                 | Per month   | 1               | 1500            | 1500                |
| 3.                          | Raw material                                | kg          | 1200            | 200             | 240000              |
| 4.                          | Spices etc.                                 | kg          | 200             | 350             | 70000               |
| 5.                          | Sarson (mustard) oil                        | kg          | 120             | 250             | 30000               |
| 6.                          | Packaging material                          | kg          | 25              | 350             | 8750                |
| 7.                          | Transportation charges                      | month       | L/S             | 8000            | 8000                |
| 8.                          | Clinical gloves, head cover and aprons etc. | month       | L/S             | 6000            | 6000                |
| <b>Total recurring cost</b> |   |             |                 |                 | <b>368250</b>       |

*Note: The group members will do the work themselves and therefore labour cost has not been included and the members will manage between them the working schedule to be followed.*

## 12. Cost of production (monthly)

| <b>Sr.No.</b> | <b>Particulars</b>                                | <b>Amount</b> |
|---------------|---|---------------|
| 1.            | Total recurring cost                              | 368250        |
| 2.            | 10% depreciation monthly on capital cost (206600) | 1720          |
|               | <b>Total</b>                                      | <b>369970</b> |

## Average income monthly by way of sale of achar/pickle

| <b>Sr. No.</b> | <b>Particulars</b> | <b>Quantity</b> | <b>Cost</b> | <b>Amount</b> |
|----------------|--------------------|-----------------|-------------|---------------|
| 1.             | Sale of pickles    | 1200 kg         | 450/Kg      | 540000        |

### 13. Cost benefit analysis (monthly)

| Sr. No. | Particulars                | Amount   |
|---------|----------------------------|--|
| 1.      | Total recurring cost       | 369970   |
| 2.      | Total sale amount          | 540000   |
| 3.      | Net profit                 | 170030   |
| 4.      | Distribution of net profit | 1. Out of total sale of Rs. 540000 in 1 <sup>st</sup> month four lakh rupees will be kept for further investment in IGA<br>2. Rs. 140000 the remaining out of total sale will be kept as emergency fund in the SHG account for the 1 <sup>st</sup> month |

### 14. Fund flow arrangement in the SHG

| Sr. No.      | Particulars                                    | Total amount  | Project contribution | SHG contribution |
|--------------|--|---------------|----------------------|------------------|
| 1.           | Total capital cost                             | 206600        | 103300               | 103300           |
| 2.           | Total recurring cost                           | 369970        | 0                    | 369970           |
| 3.           | Training/ capacity building, skill upgradation | 60000         | 60000                | 0                |
| <b>Total</b> |  | <b>636570</b> | <b>163300</b>        | <b>473270</b>    |

Note: i) Capital cost- 50% capital cost will be borne by the project and 50% by the SHG

ii) Recurring cost- to be borne by the SHG

iii) Training and capacity building/ skill upgradation to be borne by the project

### 15. Training capacity building skill upgradation

The cost of training/ capacity building and skill up-gradation will entirely borne by the project. These are some of the areas which are proposed to be taken care of under this component:

- i) Cost effective procurement of raw material
- ii) Quality control
- iii) Packaging and marketing practices
- iv) Financial management and resource mobilization

## 16. Other sources of income

Other sources of income can also be explored by the SHG such as grinding mango, amla, pulses, wheat, maize, etc. of the villagers and the local people in the vicinity. It will be additionality in the IGA and later on the same can be scaled up.

## 17. Monitoring method

- Social Audit Committee of the VFDS will monitor the progress and performance of the IGA and suggest corrective action if needed to ensure operation of the unit as per projection.
- SHG should also review the progress and performance of the IGA of each member and suggest corrective action if needed to ensure operation of the unit as per projection.

Some key indicators for the monitoring are as:

- Size of the group
- Fund management
- Investment
- Income generation
- Quality of product

Group members Photos-

" शिवा जी समूह "

कोपडा

ट्रेनिंग अचार

|   |   |   |  |   |   |
|---|---|---|--|---|---|
|    |    |    |    |    |   |
| 1 इच्छया देवी<br>प्रधान   | 2 कंचना कुमारी<br>रायचिन  | 3 नीतू देवी<br>कौषाण्यात  | 4 वीणा कुमारी<br>रादल्य  | 5 निशा देवी<br>सदल्य  |   |
|   |   |  |  |   |   |
| 6 सोनिका देवी<br>सदल्य  | 7 आशु कुमारी<br>सदल्य   | 8 इन्दु देवी<br>सदल्य   | 9 सुमन रानी<br>सदल्य   | 10 रीता देवी<br>सदल्य   |   |
|  |  |  |  |  |  |
| 11 कंचना देवी<br>सदल्य  | 12 ज्योती देवी<br>सदल्य   | 13 संध्या देवी<br>सदल्य   | 14 दर्शना देवी<br>सदल्य  | 15 हिममती देवी<br>सदल्य   | 16 स्मिता देवी<br>सदल्य   |
|  |  |  |  |  |  |
| 17 सुरक्षा देवी<br>सदल्य  | 18 दामिनी शर्मा<br>सदल्य  | 19 लवली देवी<br>(सदल्य)   | 20 दीपिका देवी<br>सदल्य  | 21 वानि देवी<br>सदल्य   | रुमा देवी<br>सदल्य  |





जैमी देवी  
(सदस्य)



(२३) वैवी  
(सदस्य)



(२५) सुनी देवी  
(सदस्य)



(२५) नीलमा देवी  
(सदस्य)

## Resolution cum Group Consensus Form

It is decided in the general house meeting of the group Shiva Ji held on 07-09-2022 at Kopra that our group will undertake the Pickle Making as livelihood income generation activity Under the project for implementation of Himachal Pradesh forest ecosystem Management and livelihood (JICA assisted).

प्रधान Rumi Devi  
शिवा जी JICA स्वयं सहायता समूह  
गार्ड नं-5 कोपडा  
Signature of Group President

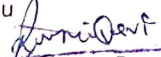
सचिव Veena Dali  
शिवा जी JICA स्वयं सहायता समूह  
गार्ड नं-5 कोपडा  
Signature of Group Secretary

## Business Plan Approval by VFDS & DMU

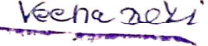
Shiva Ji Group will undertake the Pickle Making as livelihood Income Generation Activity under the project for implementation of Himachal Pradesh forest ecosystem Management and livelihood (JICA assisted). In this regard business plan of amount Rs. 636570 has been submitted by group on 7/09/2022 and the business plan has been approved by the VFDS Kopra

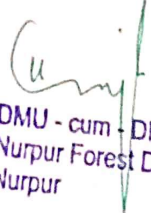
Business plan is submitted through FTU for further action please.

Thank you

  
Signature of Anand  
शिव जी JICA सहित सहायता समूह  
वार्ड न.-5 कोपडा

Signature of President VFDS  
President / Secretary  
VFDS Kopra

  
सचिव Veena Devi  
शिव जी JICA सहित सहायता समूह  
वार्ड न.-5 कोपडा

  
DMU - cum - DFO  
Nurpur Forest Division  
Nurpur  
Approved

DMU cum Nurpur