Chapter-5

Standard Bio-Resource Center (Prakritik Krishi Kendra)

1. Purpose and Scope

This document proposes a standardized, scalable, and farmer-centric Bio-Resource Centre (BRC), or Prakritik Krishi Kendra (PKK), envisioned as a one-stop local service, resource, and agricultural extension centre for promoting and supporting Climate-Resilient Agriculture (CRA) based on the principles of natural farming and sustainable agriculture.

The PKSK is envisaged not merely as a centre for the production and sale of bio-inputs, but as a local institution for enabling farmers to adopt, access, afford, and sustain climate-resilient and ecologically sound farming practices. It will bring together essential bio-resources, technical knowledge, farm advisory services, demonstrations, training, and locally relevant solutions under one accessible platform.

The model is particularly designed to address the needs of small and marginal farmers, who often face constraints related to the availability, affordability, quality, and timely access to agricultural inputs and extension services. By strengthening local resource systems and farmer-level capacities, the PKK will facilitate a transition towards low-cost, resource-efficient, climate-resilient, and sustainable agricultural production systems.

Key Functions of the BRC or PKK

The **Bio-resource Center (BRC) or Prakratik Krashi Kendra (PKK)** will integrate the following key functions:



2. **Rationale for the PKK Model**

The proposed PKK model is based on the principle that availability of appropriate inputs and services at the local level is essential for the large-scale adoption and continuation of CRA. Although many farm inputs can be prepared by farmers themselves, individual preparation is not always practical. Farmers may face difficulties in accessing cow urine, adequate quantities of cow dung, botanical materials, labour, preparation space, storage facilities, and technical knowledge. In addition, some inputs are required only in small quantities by individual farmers, making decentralized preparation at every farm less economical.

A community-level PKK can overcome these constraints through collective procurement of raw materials, bulk preparation, basic quality management, appropriate storage, and timely distribution. This creates economies of scale while retaining the local and low-cost character.

The PKK should therefore be viewed as a facilitating institution rather than simply a bio-input shop. Its primary purpose is to reduce the practical barriers faced by farmers and create a local ecosystem in which farmers can access raw materials, ready-to-use bio-inputs and bio-pesticides, seeds, Nursery, Agri-tools, technical knowledge, training, and advisory services from a single trusted centre.

3. Principles of Design of the PKK

The design of the Prakritik Krishi Kendra (PKK) will be guided by the following core principles:



4. Catchment and Scale Norms

Parameter	Recommended standard
Catchment area	8–15 villages or one Gram Panchayat/cluster, adjusted to geography
Farmer coverage	300–500 active users; scale toward ~1,000 farmers over 3 years
Indicative service area	1,000–2,000 acres equivalent, depending on crop intensity and local demand
Site of PKSK	Road-accessible village/cluster point, preferably near farmer institutions and livestock/biomass sources
Minimum open working area	The supplied BRC manual indicates about 5% of open space for preliminary preparation; a larger integrated PKK is preferable.
Built-up space	Indicative 1,500–2,500 sq ft for integrated model, excluding optional nursery/large tool shed
Operating period	Year-round service desk; production and inventory planned around crop seasons
Nurturing period	Minimum 3 years of technical, market and institutional handholding

5. Governance and Institutional Structure

Role	Key responsibilities
Owner/Institution – SHG/FPO/ Producer Group/Entrepreneur	Asset ownership, working capital, staffing, pricing, accounts and compliance.
BRC Manager/Entrepreneur	Daily operations, procurement, production planning, sales, cash management and reporting.
SRIJAN Technical Staff	PoP, natural farming protocols, product selection, quality checks, troubleshooting and training.
Seed Bank Committee	Seed selection, accession register, regeneration planning, seed-lending rules and annual stock audit.
Tool Bank Operator	Booking, issue/return, inspection, cleaning, maintenance and utilisation reporting.
SRIJAN Field Staff	Demand mobilisation, farmer feedback, field demonstrations and follow-up.
FPO/SHG/Panchayat	Demand aggregation, space/land support, marketing, institutional linkages.
KVK/Agriculture Department/technical agency	Training, technical validation, diagnostics and scheme convergence.

6. Entrepreneur Selection Criteria

- The entrepreneur/organization selected to establish and operate the **Prakritik Krishi Kendra (PKK)/Bio-Resource Centre (BRC)** should preferably meet the following criteria:
- **Educational and Professional Qualification**
  - Minimum 8th standard pass prefers higher educated who are agriculture practicer person at least 5 years.
  - Preference should be given to candidates having minimum 1 years of practical experience in natural and/or organic farming.
  - Should be willing to given time voluntary to farmer training, organized field day, and awareness programmes.
  - Should be capable to communicate properly to the farmers on the preparation, dosage, application, timing, and storage of natural farming inputs.

- Should have basic business management and entrepreneurial skills.
- Should be capable of managing procurement, production, inventory, sales, accounts, customer relations, and day-to-day operations.
- Should be willing to develop linkages with farmers, FPOs, SHGs, livestock owners, input suppliers, markets, and relevant government/technical institutions.
- Should demonstrate and scaling up natural and organic farming on their farm.

- **Resources available**
- Land and Water
  - Preferably owns or operates minimum 2–3 acres of agricultural land.
  - Should be an active farmer with practical experience in farming.
  - Availability of land for establishing a demonstration plot will be an added advantage.
  - Having available water for operation throughout the year and having water storage facility near to PKSK
- Livestock and Raw Material Availability
  - Preferably has 5–6 cattle/animals (at least 2 cow) or reliable access to cattle-based raw materials.
  - Should be able to arrange other locally available raw materials such as neem, botanical materials, jaggery, pulse flour, etc.
- Dedicated Human Resources
  - At least two persons requires to PKSK/BRSC activities therefore his/her family willingness to be checked before finalize the person.
- Production Site and Storage Facilities
  - Availability of adequate space at least 1500-2500 Sq ft
  - The premises should be approachable, clean, safe and suitable for maintaining basic quality standards.
- Financial Capacity
  - Willingness to contribute a portion of the initial investment, wherever applicable.
  - Should have sufficient working capital for procurement of raw materials, labour, packaging, transportation, and routine operations.
  - Should have the capacity and willingness to operate the PKK as a financially sustainable, service-oriented enterprise.
- **Social Engagement and Recognition**
  - Should be a progressive, reliable, and trustworthy farmer with good acceptance in the local community.
  - Should have good communication and coordination with local farmers.
  - Should maintain transparent and farmer-friendly pricing.
  - Prices of raw materials, prepared bio-inputs, bio-pesticides, tools, and other services should be clearly communicated to farmers.
  - Should be committed to providing affordable Quality and timely services to small and marginal farmers.
  - Should understand that the PKSK is not merely a bio-input production or retail centre, but a local service and extension institution.

7. Infrastructure Layout

Zone	Suggested facilities
Zone 1 – Farmers Advisory	Display boards, PoP/resource material, digital records.
Zone 2 – Bio-input preparation	Washing, chopping, grinding, mixing/fermentation area; clean water Tank; drains; washable floor.
Zone 3 – Bio-input storage	Racks, labelled containers, batch-wise storage, FIFO/FEFO system.
Zone 4 – Seed bank	Dry, cool, rodent/insect-proof room; shelves; airtight containers; moisture-control arrangement.
Zone 5 – Tool ban	Locked rack/shed, tool tags, issue-return counter, repair corner, open space
Zone 6 – Packaging/sales	Sealer, weighing Machine, labels, invoice/receipt system.
Zone 7 – Training/demo	Small seating area plus demonstration plot, white Board
Zone 8 – Nursery (optional)	Shade-net, trays, propagation media and seasonal planting material.
Utilities	*Electricity, potable/clean water, hand-washing, first-aid and waste-management arrangement.*

- **Social Engagement and Recognition**
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8. Product Portfolio – Start Small, Expand by Demand

S. No.	Category	Phase 1: Locally Made / Available	Phase 2: Market-Dependent / Specialized	Indicative Introduction Timeline
1	**Soil & Nutrient Support**	Ghana Jeevamrit, Jeevamrit, compost, vermicompost, Saral Compost, Shivansh Compost, crop-residue compost, green-manuring inputs, Vermiwash	Mycorrhiza, PSB, KSB, ZnSB, NPK consortia and other crop/soil-specific microbial inputs	**M1–3:** Local products; **M4–6:** selected microbial inputs; **M7–12:** expand based on demand
2	**Bio-pesticides & NPM Inputs**	Beejamrit, Neem-based preparations, Dashparni, Chilli-Garlic extract, locally validated botanicals, Copper-treated buttermilk	Sticky traps, pheromone traps/lures, light traps, Trichogramma, *Beauveria bassiana*, *Pseudomonas* and other validated NPM products	**M1–3:** Botanicals; **M4–6:** traps/biologicals; **M7–12:** expand crop-specific portfolio
3	**Seed**	Local open-pollinated varieties/landraces, green-manure seed, trap-crop, border-crop and intercrop seed	Quality/certified seed, organized seed multiplication and seed production	**M1–3:** Seed bank; **M4–6:** multiplication; **M7–12:** organized production
4	**Seedlings & Planting Material**	Seasonal vegetable seedlings and locally suitable planting material	Commercial nursery, horticultural seedlings and high-demand planting material	**M4–6:** Pilot 2–3 crops; **M7–12:** scale according to demand
5	**Training & Advisory Services**	On-farm input preparation, natural farming advisory, farmer training, demonstrations, demo visits and field days	Paid crop-specific advisory, specialized training, exposure visits, technical consultancy and customized advisory packages	**M1–3:** Basic services; **M4–6:** structured services; **M7–12:** paid/specialized services

8. Product Portfolio – Start Small, Expand by Demand

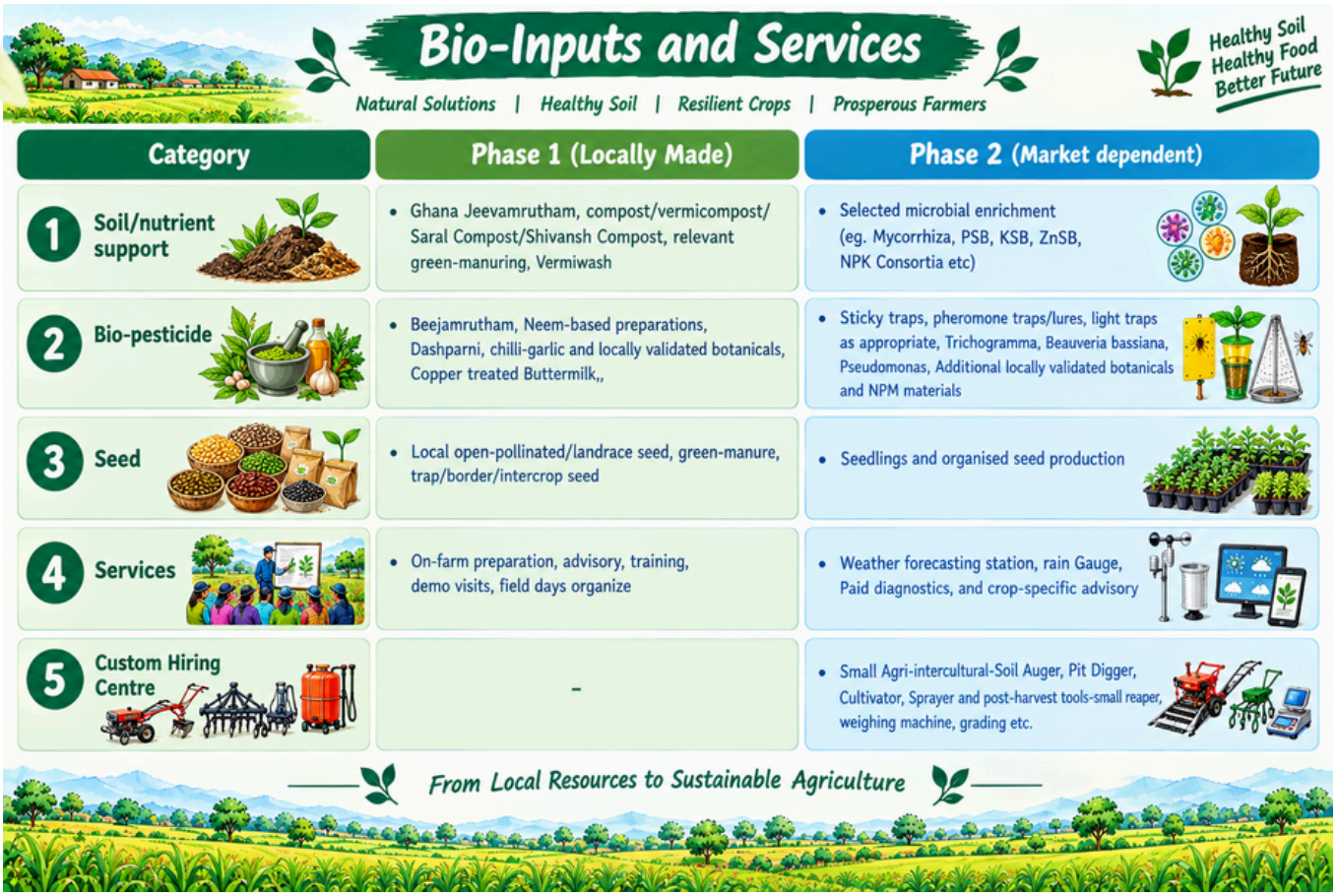
S. No.	Category	Phase 1: Locally Made / Available	Phase 2: Market-Dependent / Specialized	Indicative Introduction Timeline
6	**Diagnostics & Weather Services**	Basic crop observation, pest/disease identification and seasonal advisory	Rain gauge/weather station, weather-based advisory, soil/water testing linkage, paid diagnostics and crop-specific recommendations	**M4–6:** Establish linkages; **M7–12:** introduce paid services
7	**Custom Hiring – Farm Tools**	Soil auger, pit digger, small cultivator, sprayer, weed-management and other frequently required small implements	Crop-specific machinery and additional farm implements based on utilization	**M1–3:** Demand assessment; **M4–6:** procure priority tools; **M7–12:** expand
8	**Post-Harvest Tools & Equipment**	Weighing machine, crates, basic harvesting/handling tools	Small reaper, sorting/grading table, moisture meter and other crop-specific post-harvest equipment	**M4–6:** Priority equipment; **M7–12:** expand based on utilization
9	**Knowledge & Demonstration Materials**	Crop calendars, PoPs, preparation protocols, input-use guidelines and demonstration materials	Digital advisory, crop-specific information packages and specialized technical resources	**M1–3:** Develop basic materials; **M4–12:** progressively digitize and specialize

9. Standard Equipment – Integrated BRC



10. Consolidated Phase-Wise Portfolio

Phase	Period	Primary Focus	Expected Portfolio
Phase 1 – Start Small	Month 1–3	Establish local production, farmer trust and basic services	5–7 locally prepared inputs + local seed + basic training/advisory + 2–3 priority farm tools
Phase 2 – Demand Expansion	Month 4–6	Introduce products that cannot be locally produced and respond to demonstrated demand	Microbial inputs + NPM products + traps + seedlings + additional tools + basic diagnostic linkages
Phase 3 – Consolidation	Month 7–9	Strengthen commercially viable products and services	Seed multiplication + specialized bio-inputs + weather/diagnostic services + post-harvest equipment
Phase 4 – Scale by Demand	Month 10–12	Expand only proven products/services	15–20 active products/services, selected based on demand, technical suitability, repeat purchase and profitability



11. Standard Operating Procedure

SOP-01: Bio-input/Bio-formulation Production

1. Prepare an annual demand projection of Bio-input based on crop nutrient requirement and crop pest interaction season.
2. Estimated raw materials procure from reliable sources with basic information quantity, date, cost and mentioning for which batch Number.
3. Clean the premises (Zone-2) and equipment (Zone-5) before producing bio-inputs.
4. Measure all ingredients in appropriate standard unit weights/volumes/Number basis; never use tentative quantity of ingredients.
5. Assign a unique batch number before production.
6. Record and label start date, ingredients, method, fermentation/processing period, expected shelf life and producer name.
7. Use separate clean containers to store finished products; avoid pesticide containers.
8. Conduct the prescribed physical/visual checks. For microbial products, use only validated quality parameters and authorised laboratory testing where applicable.
9. Maintain a complaint/feedback register and quarantine any doubtful batch until reviewed.

Control point	Minimum requirement	Record
Raw material	Source, date, quantity, condition	Raw Material Register
Batch production	Batch number and recipe sheet	Production Sheet
Appearance/odour	Product-specific acceptance criteria	QC Checklist
Shelf life	Set conservatively from technical evidence; avoid unsupported claims	Shelf-life Register
Microbial inputs	Source/strain/formulation traceability; periodic laboratory testing as required	Culture/Batch Register
Packaging	Leak-proof, clean, labelled	Packaging Checklist
Customer feedback	Complaint and field response within defined period	Complaint Register
Annual external check	Independent laboratory/technical review where relevant	Annual QC Report

**Chapter-5: Bio-input and Bio-formulation*

SOP-02: Community Seed Bank

The seed bank should be a living community seed system, not merely a storage room. ICAR examples emphasise scientific collection, drying, grading and storage, as well as regeneration and community seed exchange.

10. Form a Seed Bank Committee with at least 5 members, with strong participation of women seed custodians.
11. Conduct a baseline study on locally available varieties, farmer custodians, preference of farmers and Seed availability and source.
12. Prioritize locally adapted, self-pollinated and indigenous varieties where farmer-led seed selection and multiplication are feasible. Document the source, local name, key characteristics, and history of use of each variety to support its identification, conservation, and future multiplication.

13. Assign each accession a unique Seed ID.
14. Record Seed Inventory variety/landrace, source farmer, village, year, seed quantity.
15. Clean, grade and dry seed before storage. Store only visibly healthy seed.
16. Use moisture-safe, pest-proof containers and clearly labelled lots.
17. Regenerate seed periodically through designated farmer seed producers;
18. Use a seed-lending/return model. A practical community rule can be return of the borrowed quantity plus an agreed multiplication contribution Ratio; the exact ratio should be approved by the Seed Bank Committee.
19. Test the germination and check the physical impurity before serve the farmers.
20. Conduct annual physical stock reconciliation and remove/rejuvenate deteriorated lots.
21. Where appropriate, connect significant farmer varieties with KVK/ICAR/NBPGR and PPV&FRA-related institutions for technical guidance and conservation/recognition.

Seed Bank Records

Register	**Key fields**
Seed Accession Register	Seed ID, crop, variety, source farmer, village, year, characteristics
Seed Stock Register	Opening, receipts, issue, return, balance, deteriorate quantity lot/batch
Seed Lending Register	Farmer, date, quantity, purpose, expected return, actual return
Regeneration Register	Variety, farmer, area, isolation/quality observations, harvest quantity
Viability Register	Test date, method, result, action
Seed Custodian Register	Custodian name, variety responsibility, contact
Annual Seed Audit	Physical vs book stock, losses, germination status

**Chapter-4: Seed Promotion and Seed Replacement Strategy*

SOP-03: Tool Bank / Custom Hiring Centre

Indian agriculture is gradually shifting towards mechanization, but access to farm machinery remains limited for small and marginal farmers due to high investment costs, limited credit access, and the seasonal use of equipment. Custom Hiring Centres (CHCs) or Tool Banks can bridge this gap by providing agricultural tools and equipment on an affordable rental basis.

The Tool Bank should primarily provide small, frequently required tools for intercultural, harvesting and post-harvest operations, along with basic servicing, sharpening and minor repairs. This enables farmers to access appropriate equipment when needed without the burden of individual ownership, thereby improving timeliness, efficiency and affordability of farm operations.

22. The CHC shall have to be located in a place where by and mostly small land holdings are located within a radius of 5 to 7 kms. This will reduce the transport cost and time of transport of agricultural machinery. One CHC is expected to cater to 4/5 villages and therefore a common place equidistant from the villages catered is advisable.
23. Map the Crop cultivation practices and service & repairing tools: land preparation, sowing/planting, weeding, spraying, harvesting, pruning and post-harvest operations.
24. Select only tools/implements with demonstrable local demand and sufficient seasonal utilisation.
25. Tag every tool with Tool ID, purchase date, cost, condition and replacement value.
26. Set rental rates using ownership cost + maintenance + operator cost (if any) + reasonable margin, divided by expected utilisation.
27. Maintain booking priority rules and prefer do digitally using whatsapp group; avoid informal allocation.
28. Collect a refundable security deposit for high-value tools where appropriate.
29. Inspect tools at issue and return; record damage and cleaning status.
30. Maintain preventive maintenance schedule and a repair fund.
31. Review utilisation monthly; dispose/replace tools that remain persistently underutilised

Suggested Tool Bank Starter Kit

Tool group	Examples	Priority
Manual tools	Secateurs, pruning saws, sickles, weeders, hoes, spades,	High
Orchard tools	Pruning equipment, pit digger, grafting knives, pole pruners, harvesting bags	High in horticulture clusters
Spraying/NPM	Knapsack sprayers, battery sprayers, traps/installation tools	High
Small mechanization	Power weeder, mini tiller, seed drill/planter as locally suitable	Demand-based
Post-harvest	Small cleaners/grader, tarpaulins, crates, weighing scale	Demand-based
Nursery	Seedling trays, dibblers, small irrigation equipment	High for horticulture
Service and Repairing tools	Tools Box-Chain Link, Pipe Cutter, Drill Machine, Pipe Wrench, Plier etc.	High

SOP-04: Farmer Advisory and Training

- Maintain crop-wise CRA PoPs relevant to the service area.
- Every input sale should include a simple use instruction; the farmer should know crop, stage, dose/dilution, frequency and precautions.
- Conduct monthly farmer clinics/farmer field day during the crop season.
- Maintain at least one demonstration plot per major crop/season among 20-25 farmers.
- Record farmer feedback after input use and use it to refine the product portfolio and filed day observation.
- Conduct paid training only after free/basic orientation is established and local demand exists.
- Link farmers to KVK/Agriculture Department for pest diagnosis, nutrient diagnosis and technical issues beyond the BRC's competence.

Standard Registers and Digital Records

Standard Registers and Digital Records	Frequency
Farmer/customer register	Continuous
Demand forecast/order register	Weekly/monthly
Raw material register	Every purchase
Production/batch register	Every batch
Quality Check register	Every batch/defined schedule
Finished goods stock	Daily/weekly
Seed accession & seed stock	Every transaction
Tool booking & issue-return	Every transaction
Maintenance register	Every service
Sales & cash register	Daily
Expense register	Daily
Monthly P&L	Monthly
Farmer feedback/complaint register	Continuous
Training/demo register	Every event
Asset register	Quarterly verification

*Chapter-3: Design & Development of CRA Farm

12. Business Model for Sustainability

This manual presents low-investment/low-income and high-investment/high-income models. It recommends product selection based on demand, generally 40–50% margin for products in its example, a three-year business plan, marketing/sales systems, temporary buyback support and periodic quality testing.

Indicative Fixed Capital Investment – Integrated PKK

Investment head	**Indicative range (₹ lakh)**	**Notes**
Civil works/renovation	3.0–5.0	Can reduce substantially if existing shed is available
Bio-input equipment	1.5–2.5	Drums, grinders, vessels, sealer, racks, water system
Seed bank setup	0.75–1.50	Storage, containers, moisture/germination equipment
Tool bank starter inventory	2.5–5.0	Demand-based; avoid over-purchasing
Nursery/demo setup	0.50–1.00	Optional/seasonal
Initial branding/IT/records	0.25–0.50	Signage, printer, weighing, digital records
Initial working capital	2.0–3.0	Raw materials, packaging, seed multiplication, operating expenses
Total indicative investment	**10.5–18.5**	**Final DPR after local quotations**

Pricing Method

Use a transparent cost-plus system rather than copying market prices.

Cost element	Formula/approach
Product cost	Raw materials + direct labour + packaging + utilities + wastage allowance
Overhead allocation	Monthly fixed operating cost ÷ expected monthly saleable units
Margin	Add approved gross margin by product/service category
Seasonality	Do not underprice products during peak demand if working capital and production risk increase
Farmer discount	Only through a documented institutional/farmer-group policy
Tool rental	Depreciation/replacement cost + maintenance + operator cost + booking/administration + margin
Seed lending	Prefer a seed return/multiplication contribution model rather than treating all seed as a conventional retail sale

Indicative Revenue – Year wise

Product/Service	Unit	Annual Sales Target	Selling Price	Direct Cost	Indicative Margin Basis
Jeevamrit	10 litres	Demand-based	Local market	Production cost	25–35%
Ghanjeevamrit	50 kg	Demand-based	Local market	Production cost	25–35%

Product/Service	Unit	Annual Sales Target	Selling Price	Direct Cost	Indicative Margin Basis
Beejamrit	10 litres	Demand-based	Local market	Production cost	25–35%
Botanical extract	1 litre	Demand-based	Local market	Production cost	35–55%
Nursery sapling	Plant	Seasonal target	Local market	Production cost	25–45%
Vegetable seedling	Seedling	Seasonal target	Local market	Production cost	25–45%
Tool rental	Day	Utilisation-based	Local rental rate	Variable operating cost	50–70% contribution
Seed	kg	Demand-based	Local market	Procurement/production	15–30%
Farmer training/ service	Batch	10–20 batches/year*	Batch fee	Delivery cost	50–80%
Biofertilizer	kg/litre/pack	Demand-based	Market-linked	Procurement + handling	10–25%

Product/Service	Unit	Annual Sales Target	Selling Price	Direct Cost	Indicative Margin Basis
Trichoderma/ biopesticide	Pack	Demand-based	Market-linked	Procurement + handling	10–25%
Traps	Piece	Demand-based	Market-linked	Procurement + handling	10–25%

Profit and Loss

Particular	Year 1 – Establishment	Year 2 – Expansion	Year 3 – Commercial Scale
Revenue Generate annually	**₹5.00 lakh**	**₹9.50 lakh**	**₹14.50 lakh**
Direct/Variable Cost	~₹3.00 lakh	~₹4.75 lakh	~₹7.00 lakh
Fixed/Operating Cost*	~₹1.00 lakh	~₹0.75 lakh	~₹1.00 lakh
Profit/Loss (R-VC-FC)	**₹1.00 lakh**	**₹4.00 lakh**	**₹6.50 lakh**

*Actual fixed costs should include applicable staff/entrepreneur remuneration, utilities, maintenance, depreciation and other operating expenses. The figures should be validated through a location-specific DPR.

- **Financing Strategy**
- Owner contribution: ideally 10–20% of total investment, to establish ownership and discipline.
- Grant/convergence: preferably restricted to one-time productive assets, training and initial incubation rather than permanent operating costs.
- Loan/working-capital facility: use for inventory and seasonal cash needs only after a realistic cash-flow plan.
- FPO credit/advance: bulk purchase agreements and institutional orders can reduce working-capital pressure.
- Customer pre-booking: seed and tool reservations can improve seasonal cash flow.
- Reinvestment rule: a fixed share of annual surplus should be retained for equipment replacement, seed regeneration and tool maintenance.

Illustrative 3-Year Financial Plan

The projections use the following assumptions:

- Revenue grows as farmer adoption increases.
- Variable/direct costs reduce moderately with scale and better procurement.
- Figures are rounded with assuming (+/-) 10% variance.
- No grant/subsidy income is assumed as recurring revenue.
- Market-linked aggregation income is kept limited.

Three-Year Business Roadmap

Period	Operational focus	Business target
0–3 months	Institution selection, demand survey, site, entrepreneur, design, procurement, SOP training	No unnecessary inventory; secure first 100–200 users/orders
4–12 months	Launch bio-inputs, seed bank and starter tool bank; demo plots; farmer clinics	Build repeat customers; monthly positive contribution
Year 2	Expand products according to demand; strengthen seed multiplication; improve tool utilization; paid services	Break-even + reserve fund; 500+ active farmers
Year 3	Professionalize management, digital booking/records, larger farmer base, selective market linkage	Centre operates without routine project subsidy

Marketing and Sales Strategy

- Map 8–15 service villages and identify 20–30 farmer champions/seed custodians.
- Use demonstration plots as the primary marketing tool.
- Create crop-wise seasonal input kits rather than promoting dozens of individual products.
- Use FPO/SHG/CRP/Krishi Sakhi networks as sales and mobilisation channels with transparent commissions where applicable.
- Display price list and basic usage instructions publicly.
- Introduce WhatsApp/phone ordering and scheduled delivery once customer volume is sufficient.
- Collect testimonials/field evidence only with farmer consent and without unsupported efficacy claims.
- Use a 6–9-month launch-period buyback/stock support arrangement only if a donor/project partner can finance it; the NCNF–WASSAN manual explicitly recommends temporary buyback support while demand patterns establish.

13. Key KPIs

Dimension	Year-1 indicative KPI
Farmers served	300+
Repeat customers	≥50% of active customers
Monthly sales	Growing trend after month 4
Product gross margin	≥35% blended target
Tool utilization	≥50% during peak season
Seed varieties conserved	20–30 priority local varieties, where available
Seed regeneration	100% of priority varieties scheduled annually/biannually as crop biology requires
Complaints	<3% of transactions; all resolved/documented
Inventory loss/expiry	<5%
Operating subsidy dependence	Declining quarterly; zero routine operating subsidy by Year 3
Record compliance	100% of production batches and tool/seed transactions recorded

14. Risk Management

Risk	Control
Low demand	Start with demand survey; small product range; pre-booking
Poor product quality	Batch records, standard recipes, quarantine and periodic testing
Raw-material shortage	Seasonal procurement and local biomass agreements
Seed deterioration	Drying, moisture control, germination tests, periodic regeneration
Tool damage/theft	Tool IDs, deposits, issue-return inspection and maintenance reserve
Cash-flow shortage	Working-capital limit, advance orders, FPO bulk orders
Overdependence on grant	Business KPIs and monthly P&L from month 1
Technical misuse of products	Mandatory label/instruction sheet and advisory support
Regulatory non-compliance	State Agriculture Department/competent authority review before commercial sale of regulated inputs/seeds

15. Implementation Checklist

- Demand and catchment survey completed.
- Entrepreneur/institution selected and MoU executed.
- Site ownership/lease documented.
- Layout approved and hygiene/safety arrangements completed.
- Equipment procured and asset-tagged.
- Product list approved by technical team.

- Raw-material suppliers mapped.
- Seed custodians and varieties mapped.
- Seed bank committee formed.
- Tool bank list finalised using crop-operation demand.
- Price list and accounting system established.
- Registers printed/digitalised.
- Demonstration plot established.
- Three-year business plan approved.
- Monthly review mechanism established.
- External technical support/KVK link established.
- Quality and regulatory review completed before commercial launch.

References

Source	What it contributes to this SOP
NCNF–WASSAN, Bio-Input Resource Centres (BRCs) – supplied PDF	BRC concept, entrepreneur criteria, equipment, infrastructure, product categories, stakeholder roles and need for at least three years of nurturing.
NCNF–WASSAN, Bio-input Resource Center: Natural Farming Technical Process Manual, Version 1.0, Sept. 2022 – supplied PDF	Detailed BRC enterprise model, product preparation/storage, setup sequence, business models, quality assurance, records and marketing.
National Mission on Natural Farming (NMNF), Government of India	Policy context: need-based BRCs and local availability of natural farming bio-inputs.
ICAR–CCARI, 2025 – Community Seed Banks	Scientific seed collection, drying, grading, storage and community seed conservation.
ICAR, Chizami Community Seed Bank, 2026	Community ownership, seed multiplication, seed-lending/repayment, documentation and women-led management.
SMAM/Department of Agriculture – Custom Hiring Centre guidance	Local machinery selection, seasonal utilisation, maintenance/upgradation and business-model approach for custom hiring.