

REPLIES TO QUERIES OF PRE-BID CONFERENCE HELD ON 7th NOVEMBER 2016, FOR LEASING OF 28 SHOPS

IN PHASE 1 of TRADE FACILITATION CENTRE & CRAFTS MUSEUM, VARANASI

Sl. No	Provisions as per Notice Inviting Tender (NIT)	Queries/Suggestions raised by participants	Replies to pre-bid queries
	Rajiv Agrawal Name of Firm: - Fabrication		
1.	(Section 1) Project Overview	<p>What are the various tenant spaces planned for the project?</p> <p>Kindly provide below details of marts</p> <ul style="list-style-type: none"> - What would be the total units planned? - What is the basic difference between shops and marts? - What products can be put in marts? - Who should ideally apply for space in marts? Can we define this category wise? 	<p>Project over view is attached as Annexure-1 at end of these replies to queries.</p> <p>Present NIT is only for leasing of 28 shops.</p> <p>In 28 shops presently offered for leasing, only Handicraft/ Handloom/ Handwoven Rugs & Carpets and Durries will be permitted.</p>
2.	(Section 1, Point 6) PRE QUALIFICATION CRITERIA The applicants shall meet the following requirements through supporting documentation: a. Applicants who have existing establishments in Varanasi district or adjoining districts shall be only eligible to take part in the tender process. b. The applicant should have a minimum average annual turnover of INR 50,00,000 (Fifty lakh only) during last three financial years (2013-14 to 2015-16) in specified business/trade of Varanasi region products. c. The applicant should be in specified business/trade of Varanasi region products for the last 3 (three) years from the tender due date.	Can Textile and Garments sector also be eligible?	<p>No change in PQ criteria</p> <p>Refer section 2 of NIT, for eligible Varanasi region products.</p> <p>In the 28 shops presently offered for leasing only Handicraft/ Handloom/ Handwoven Rugs & Carpets and Durries will be permitted.</p>
	Mr. Saiyad Hasan Ansari Name of Firm: Haji Mohd. Farooque & Co		
3.	(Section 1, Point 6) Pre-Qualification Criteria b. The applicant should have a minimum average annual turnover of INR 50,00,000 (Fifty lakh only) during last three financial years (2013-14 to 2015-16) in specified business/trade of Varanasi region products.	The minimum average annual turnover should be reduced to Rs. 25,00,000 especially for Handloom and Handicraft sector.	<p>Turnover related Pre-Qualification criteria is amended as mentioned below:</p> <p>b. The applicant should have a minimum average annual turnover of INR 40,00,000/- (Rupees Forty Lakh only) during last three financial years (2013-14 to 2015-16) in specified business/trade of Varanasi region products.</p>

	Shri. Rajiv Agrawal Name of Firm: - Fabrication																														
4.	(Section 1: Point 12) Applicants submission for Eligibility a) A brief description of the organization supported by a certified copy of registration of the Firm and details of contact person in Form 1.		What are the Registration Certificates required for Sole Proprietorship firms? Can we submit SSI, Sales tax, VAT or registration certificate with Govt. of India	Any 2 of the below mentioned documents in the name of bidder, can be submitted in support of pre-qualification criteria A and C <ul style="list-style-type: none"> • SSI Registration • Valid Business License or Certificate of Registration issued by State/Central Government authority • Registration certificate/license issued by Municipal authorities such as Shop & Establishment Certificate/Trade License • CST/VAT/Service Tax Certificate or Letter of Registration for CST/VAT/Service Tax • Complete Income Tax return (ITR 4) duly acknowledged by Income Tax authorities. The name of the firm would appear on 2nd page of ITR 4 • Import - Export certificate (IEC Code) issued by the Director General of Foreign Trade. 																											
5.	(Term Sheet, Point No. 15) Minimum Reserved Price for Lease Rental <table border="1" data-bbox="247 857 781 974"> <tr> <td data-bbox="247 857 298 974">15</td> <td data-bbox="298 857 464 974">Minimum Reserved Price for Lease Rental</td> <td data-bbox="464 857 781 974">Rs. 25 per square feet of shop carpet area per month</td> </tr> </table>		15	Minimum Reserved Price for Lease Rental	Rs. 25 per square feet of shop carpet area per month	I would like to give below the Costing of Shop operations to justify reduction in Rent Rate and Maintenance: <table border="1" data-bbox="810 828 1453 1359"> <thead> <tr> <th data-bbox="810 828 869 889">Sl. No.</th> <th data-bbox="869 828 1352 889">Item of Expense</th> <th data-bbox="1352 828 1453 889">Rs.</th> </tr> </thead> <tbody> <tr> <td data-bbox="810 889 869 1016">1.</td> <td data-bbox="869 889 1352 1016">Rent per month @ Rs. 30/- per Sq.ft (since Rs., 25/- is the Floor price) Floor Price should not be more than Rs. 10/- Sq. ft.</td> <td data-bbox="1352 889 1453 1016">9,600</td> </tr> <tr> <td data-bbox="810 1016 869 1078">2.</td> <td data-bbox="869 1016 1352 1078">CAM charges @ Rs. 5/- Sq.ft (it should not be more than Rs. 500/- per month)</td> <td data-bbox="1352 1016 1453 1078">1,600</td> </tr> <tr> <td data-bbox="810 1078 869 1205">3.</td> <td data-bbox="869 1078 1352 1205">Salary of Sales Man (Minimum Rate is Rs. 15,000/- for a regular one and Rs. 25,000/- for the one who can speak in English also) Average: Approx. Rs. 20,000/-</td> <td data-bbox="1352 1078 1453 1205">20,000</td> </tr> <tr> <td data-bbox="810 1205 869 1234">4.</td> <td data-bbox="869 1205 1352 1234">Minimum One Helper</td> <td data-bbox="1352 1205 1453 1234">8,000</td> </tr> <tr> <td data-bbox="810 1234 869 1295">5.</td> <td data-bbox="869 1234 1352 1295">Travel Allowance to Workers (since it is situated far from the city) @ Rs. 200/- per Day</td> <td data-bbox="1352 1234 1453 1295">6,000</td> </tr> <tr> <td data-bbox="810 1295 869 1359">6.</td> <td data-bbox="869 1295 1352 1359">Electricity Charges (Many Focus Lights are required)</td> <td data-bbox="1352 1295 1453 1359">5,000</td> </tr> </tbody> </table>	Sl. No.	Item of Expense	Rs.	1.	Rent per month @ Rs. 30/- per Sq.ft (since Rs., 25/- is the Floor price) Floor Price should not be more than Rs. 10/- Sq. ft.	9,600	2.	CAM charges @ Rs. 5/- Sq.ft (it should not be more than Rs. 500/- per month)	1,600	3.	Salary of Sales Man (Minimum Rate is Rs. 15,000/- for a regular one and Rs. 25,000/- for the one who can speak in English also) Average: Approx. Rs. 20,000/-	20,000	4.	Minimum One Helper	8,000	5.	Travel Allowance to Workers (since it is situated far from the city) @ Rs. 200/- per Day	6,000	6.	Electricity Charges (Many Focus Lights are required)	5,000	Point no. 15 of term sheet stands amended as below <table border="1" data-bbox="1482 857 1936 1003"> <tr> <td data-bbox="1482 857 1533 1003">15</td> <td data-bbox="1533 857 1667 1003">Minimum Reserved Price for Lease Rental</td> <td data-bbox="1667 857 1936 1003">Rs. 15 per square feet of shop carpet area per month</td> </tr> </table>	15	Minimum Reserved Price for Lease Rental	Rs. 15 per square feet of shop carpet area per month
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6.	<p>(Term Sheet, Point No. 16) Electricity and CAM charges</p> <p>Electricity and Common Area Maintenance (CAM) charges shall be as per actual and shall be charged over and above the lease rent.</p>	<p>As this is a new Project, there should be an indication of the Common Area Maintenance charges subject to an Upper Limit per Sq. Ft. The Govt. should bear the additional charges if it exceeds the Upper Limit in order to promote this project</p> <p>CAM charges (not more than Rs. 500/- per month) be minimum</p> <p>It is requested that air conditioning for the shops be provided from the common area and the cost should not be charged from the tenant.</p> <p>Tenants should be provided with individual electricity sub-meters and no minimum charges should be applicable.</p>	No change with respect to NIT terms												
7.	<p>(Term Sheet, Point No. 18) Payment Terms</p> <p>The cumulative rent for the complete year shall be paid annually in advance.</p>	<p>Lease Rental should be paid in Advance for every Calendar Quarter – 15 Days before the beginning of that Quarter</p> <p>For the Initial period, it should be paid on Pro-rata terms for the remaining Days of that Calendar Quarter from the commencement of the lease Rent may also be allowed to be paid by all accepted Banking modes such as NEFT, etc as well as with Bank Draft / Pay Order.</p>	<p>No change with respect to NIT terms</p> <p>The lease Rent is allowed to be paid by online transfer through NEFT/RTGS or Demand Draft.</p>												

8.	<p>(Term Sheet, Point No. 20) Performance Guarantee (PG)</p> <p>Rs 1,00,000 (One Lakh Rupees only) in the form of Demand Draft to be submitted by the bidder within 7 days of issuance of LOI.</p>	It should be Maximum Rs. 50,000/-	No change with respect to NIT terms
	<p>(NIT, Clause 9) PERFORMANCE GUARANTEE</p> <p>The successful bidder shall have to deposit Interest Free Security Deposit/ Performance Guarantee to the Authority, for an amount of Rs. 1,00,000/- (Rs. One Lakh only) in the form of a Demand Draft or Fixed Deposit Receipt in favor of the National Handloom Development Corporation Ltd, issued by one of the nationalized/ Scheduled Banks of India, payable at Lucknow. The refundable Interest Free Security Deposit shall be returned only on completion of full tenure of 9 years or as provided above in case licensee opts to exit before the full term from the contract. Exiting from lease agreement after payment of performance guarantee even without taking possession of built-up shop shall lead to forfeiture of performance guarantee and all other payments made. In case the lessee causes any physical damages to the property of the Authority or has any undue payments, the Authority shall have discretionary rights to execute the repair of damages and recover the amount from the lessee or adjust the equivalent amount from the submitted security deposit.</p>	<p>Please explain this point in detail on why this is being termed as performance guarantee. As per suggestion it should be termed as security money.</p>	<p>The term Performance Guarantee is used since it relates to fulfilment of conditions by Lessee, defined in Clause 9 of Section 1 of NIT and which stands amended as mentioned below:</p> <p>PERFORMANCE GUARANTEE</p> <p>The successful bidder shall have to deposit Interest Free Performance Guarantee to the Authority, for an amount of Rs. 1,00,000/- (Rs. One Lakh only) in the form of a Demand Draft in favor of the National Handloom Development Corporation Ltd, issued by one of the nationalized/ Scheduled Banks of India, payable at Lucknow. The refundable Interest Free Performance Guarantee shall be returned only on completion of full tenure of 9 years or as provided above in case Lessee opts to exit before the full term from the contract.</p> <p>Forfeiture of performance guarantee and all other payments made by lessee shall be under below conditions, detailed out in the Draft Lease Agreement:</p> <ol style="list-style-type: none"> 1. In case the leased space is kept non-operational or non-functional for more than 30 days. 2. Exiting from lease agreement after payment of performance guarantee even without taking possession of built-up shop. 3. In case the lessee causes any physical damages to the property of the Authority or has any undue payments, the Authority shall have discretionary rights to execute the repair of damages and recover the amount

			from the lessee or adjust the equivalent amount from the submitted performance guarantee.
		The refundable Interest Free Security Deposit shall be returned only on completion of full one year if the lessee wants to Quit giving a 60 days' prior notice.	Lessee will have option to exit from the lease agreement at the end of each completed year of the lease, in such case the Interest free performance guarantee will be refundable, subject to 60 day prior notice by lessee and as per agreement conditions.
9.	<p>(Term Sheet, Point No. 21) Commencement of Lease Agreement For the first term of 3 (three) years, the commencement date shall start post completion of 30 calendar days from the date of handing over/possession of premises or date mentioned in letter or notice for taking over possession of leased shop, whichever is earlier. For subsequent lease term extensions, the commencement date shall start from the date of completion of previous lease term.</p> <p>(Term Sheet, Point No. 17) Duration of lease Initial lease period shall be for 3 (three) years from the commencement date or 30 days from date of procession or date mentioned in letter. This term shall be extendable for further two consecutive lease periods of three years each.</p>	<p>For the first term of 3 (three) years, the commencement date shall start after 30 Days from Date of Completion Certificate handed over to the Trade Facilitation Centre (TFC) or start of full operation and reasonable foot fall has started in the Shop (Mart area) – whichever is latter</p> <p>For the 2nd and 3rd term, it will be after the expiry of each term</p> <p>Duration of lease: Initial lease period shall be for 3 (three) years from the Date of Completion Certificate handed over to the Trade Facilitation Centre (TFC) from relevant authorities or start of full operation and reasonable foot fall has started in the Shop (Mart area) – whichever is latter</p> <p>A bidder may be allowed to withdraw (without having to pay any penalty and PG not being forfeited) after expiry of completion of each compete year of lease instead of each term</p>	<p>For commencement date, please refer point 21 of Term Sheet in NIT</p> <p>Lessee will have option to exit from the lease agreement at the end of each completed year of the lease, in such case the Interest free performance guarantee will be refundable, subject to 60 day prior notice by lessee and as per agreement conditions.</p>
10.	<p>(Term Sheet, Point No. 23) Commencement of Lease rent</p> <p>After 30 days from the date of issue of Lol of leased shop/ space. The lessee shall be allowed 30 days of rent free period for completion of fit-out works.</p>	<p>Commencement of Lease rent After 30 Days from Date of Completion Certificate handed over to the Trade Facilitation Centre (TFC) or start of full operation and reasonable foot fall has started in the Shop (Mart area) – whichever is latter</p> <p>The lessee shall be allowed 60 days of rent free period for completion of fit-out works.</p>	<p>Point No. 23 of Term Sheet stands amended as below</p> <p>Commencement of Lease rent</p> <p>Date of commencement of lease rent shall be same as date of commencement of lease agreement as defined in point no. 21 of Term Sheet in NIT.</p>
11.	<p>(Term Sheet, Point No. 25) Commencement of Operations</p>	<p>The lessee shall commence operation of the leased shop within 60 days from handing over of the shop the completed shop and the adjoining area being ready (whichever is later)</p>	<p>Point no. 25 of term sheet stands amended as below:</p>

	The lessee shall commence operation of the leased shop within 60 days from the issuance of Lol, failing which the Authority shall have discretion to cancel the signed lease agreement.		The lessee shall commence operation of the leased shop within 30 days from the date of handing over/possession of premises or date mentioned in letter or notice for taking over possession of leased shop, whichever is earlier, failing which the Authority shall have discretion to cancel the signed lease agreement.
12.	(Term Sheet, Point No. 26) Contract Period The lease period shall be initially for three years' term and post completion of which, bidders shall have an option to extend the lease period for another 2 consecutive terms of 3 years each. The same shall be extended with escalation of 15% on last paid annual lease rent. The cumulative rent for the complete year shall be paid annually in advance within first week of commencement of extended lease term.	Although the Contract period will be for 3 Years for each term, but the Lessee will have the right to leave after completion of 12 months giving 60 Days prior notice without his Performance Guarantee (PG) being forfeited Also for the 2nd term and 3rd term, there should be an increase of 10% on the rent being paid for the last term	Lessee will have option to exit from the lease agreement at the end of each completed year of the lease, in such case the Interest free performance guarantee will be refundable, subject to 60 day prior notice by lessee and as per agreement conditions. No change with respect to NIT terms
13.	(Annexure 1, Note 5) Parking- The parking facilities provided as part of the overall parking for TFC&CM project may be used.	The parking facilities provided as part of the overall parking for TFC & CM project may be used – Free of Cost Each tenant should be provided with demarcated space for 2 cars and 2 bikes	No change with respect to NIT terms
14.	Annexure 7: Power of Attorney	What would be submitted in case of proprietorship?	In case of proprietorship the bidder can submit duly self-attested copy of supporting document specifying name of sole proprietor who shall be signing the bid document. In order to authorize person other than sole proprietor for signing of bid documents, power of attorney in given format has to be provided in original.
	Shri. Mukesh Agrawal Name of Firm: - FABCO		
15.	Annexure 4: Term Revenue is used	What should we submit Annual Turnover or Revenue?	Annual Revenues shall be read as Annual Turnover
16.	--	Privileges during Special events, Exhibitions, Seminars All lessee should be given privilege during Special events, Exhibitions, Seminars and all other events including space in temporary shops.	Will be considered as per applicable guidelines.
17.	---	1. A massive Advertisement campaign for promotion of the TFC should be done at government level which may include a) In any way if we can include this in "Incredible India" electronic & Print media campaign	A comprehensive marketing strategy is in the process of finalization to ensure success of the project.

		<ul style="list-style-type: none"> b) Hoardings & Slides at the Baggage Belts in IGI Airports Domestic /International Arrival & Departure. c) Advertisements on the Baggage Trolley at IGI Airport at the Arrival & Departure –Domestic/international d) Hoarding & Slides at the Baggage Belts at Varanasi Airports /Stations e) Hoarding at Prominent Points in Varanasi f) Flyers of TFC at all major Hotels of Varanasi g) Printed Colored Glass films showing TFC should be stick on all major trains plying on Varanasi route h) Flap of TFC can be attached on the back side of Flight seats i) Advertisements on the Flight Magazines 	
18.	---	<p>2. TFC should be made place for Business B2B apart from B2C</p> <ul style="list-style-type: none"> a) Buying Offices are the bulk buyers but they do not visit Varanasi & buy from Varanasi & do all the sourcing from Delhi NCR /Gurgaon, if these Buying Offices are given 5% to 10% of their total buying as obligatory responsibility to buy from Varanasi then not only individual exporters can be benefitted but down the line the whole Textile Industry can be benefitted. b) Promotion of TFC among these buying Houses of India to visit the Mart holders of TFC who will be the seasonal manufacturer/exporters of Varanasi . 	A comprehensive marketing strategy is in the process of finalization to ensure success of the project.
19.	---	<p>3. How to make TFC & Happening Area</p> <ul style="list-style-type: none"> a. Light & Sound Show b. Entertainment & Lounges in the Top Floor – If we receive attractive proposal from the Government we are interested in leasing out 10000sq. ft. area on the Top Floor strictly dedicated to Entertainment with Branded Food counters. <p>Being manufacturers/exporters of Textiles /Garments & Accessories we are interested in Mart Area for display of our products.</p>	<p>A comprehensive marketing strategy is in the process of finalization to ensure success of the project.</p> <p>Present NIT is only for leasing of 28 shops</p>

ATTACHMENT-1

TRADE FACILITATION CENTER & CRAFT MUSEUM

BADA LALPUR, VARANASI

Varanasi has important place in preserving India's culture & heritage. Banaras Silks & handloom are world famous - & are the livelihood of 37000 handloom & 95000 weavers in Varanasi. To develop & promote the handloom, handicraft & silk product of Varanasi, & to provide necessary help to weavers, artisans and entrepreneurs of Varanasi for boosting their marketing activities in domestic as well as International markets and carry forward the rich tradition of handlooms at Varanasi. Hon'ble Prime Minister of India laid foundation stone of Trade Facilitation Centre and a Crafts Museum on 7th November 2014 at BadaLalpur, Varanasi.

The Ministry of Textiles, Govt. of India envisages to build the Trade Facilitation center and Craft Museum at Varanasi as centre of excellence which is comparable with the current benchmarks set by the institutions and business centres in the country and abroad. The project is conceived with the intention to promote & support the Handloom sector in the country by providing a state of art crafts bazaar facility. The Project, in order to provide & support the facilities for the handloom sector, will have commercially run crafts bazaar with the following primary objectives:-

- Cultivation and enhancement of the rich tradition of crafts of the ancient city of Varanasi.
- Provision of enabling environment and platform for showcasing Brand India handlooms and handicrafts
- Trade facilitation and provision of supply chain linkages to foreign buyers
- Development of tourism - both domestic and international

National Handloom Development Corporation Limited (NHDC) was set up as a Public Sector Undertaking in pursuance of the imperative need for a National Level Agency to assist the speedy development of the Handloom Sector and augmenting the marketing efforts of state upgrading the technology in the Handloom Sector & improving productivity. NHDC has been appointed as 'Implementing Agency' for the project. Hindustan Steelworks Construction Limited (a Government of India Undertaking) has been engaged as 'Project Management Service Provider agency. Sikka Associates Architects are the architects appointed for this project. For setting up of TFC & Crafts Museum a contiguous land measuring 7.931 acres was provided by the CPWD at Bada Lalpur, Varanasi. The TFC & Crafts Museum is proposed to be set up with an outlay of Rs.300 crore and is expected to be completed by December 2016.

PROPOSED FACILITIES

- CRAFTS BAZAAR for buying & selling, Convention Centre, Exhibition halls and Meeting rooms.
- Trade facilitation advisory services especially export procedures, legal and regulatory requirement, handloom mark etc.
- Video conferencing & audio visual including touch screen.
- Kiosks for buyers, weavers and artisans.
- Skilling center
- Live demonstration of handloom waving & handicraft techniques.
- Display galleries.

- Cultural/musical performances on Varanasi tradition for tourist interest.
- Food court specializing in Varanasi specialties chaat, sweets paan etc.
- Crafts Museum

PROPOSED ACTIVITIES:-

- Training & Capacity Building Workshops, Knowledge Management
- International Handicraft, Exhibitions, Artisan meetings with foreign buyers, Buyer Seller meets
- Live demonstration of craft Development, Exhibition of literature, music, Dance, folkcrafts, handloom & rich-cultural heritage of Banaras
- Buyers seller Meets, Supplier and Exporter Meets, Interfaces with technology, Providers, machinery providers, art agents etc.
- Craft Tours, Local Cuisine, Exhibition, Cultural Programmes, Local Haats, Tourism Guidance & information provision.
- Cross Country Cultural Programmes

DESIGN CONCEPT

- To establish a vibrant cultural center that is a new destination in Varanasi for the people of the city the artisans & the visitors alike
- To draw inspiration from the unique geography & Ghats of Varanasi city & the rich cultural heritage
- To keep the entire Campus user friendly, barrier free & eco-friendly.
- To conform to the requirements of build byelaws, the design brief & to achieve efficient economy.

THE BUILDINGS

The activities and functions involved in the proposed complex are of varied nature and require intricate space planning & style. Therefore subject is subdivided in five specific categories functioning from individual buildings:

- 1) Trade promotional offices
- 2) Exhibition and convention Halls
- 3) Food courts and Artisans dormitories
- 4) Crafts Bazaar and Amphitheatre
- 5) Art and crafts Museum

Each building has a specific characteristic and varies in its structure & configuration of spaces but integrated in harmony with the entire complex.

Area Details

1) Plot Area	-	7.93 Acres
2) Office Block (4 storeyed)	-	3845 Sq m (approx.)
3) Exhibition and Convention Halls (3 storeyed)	-	9140 Sq m (approx.)
4) Food Court and Crafts Bazaar (4 storeyed)	-	6955 Sq m (approx.)
5) Museum (3 storeyed)	-	4300 Sq m (approx.)
6) Basements (2 Basement)	-	19210 Sq m (approx.)
7) Proposed Parking	-	483 ecs

