QUESTIONNAIRE-I

QUESTIONNAIRE FOR THE ENTREPRENEURS OF INDUSTRIAL ESTATES

Please tick ( _/ ) at the appropriate place.

PART - A

1. Name of the estate: ________________________

2. District: _______________________

3. Name of Unit: _______________________

4. Form of organisation:
   i) Proprietary ( )
   ii) Partnership ( )
   iii) Co-operative ( )
   iv) Company (Pvt/Public) ( )

5. Month and year of establishment of unit___________

6. What was your age when you started this unit? ________________Years.

7. Kindly mention the place to which you belong.
   i) Local ( )
   ii) Within state ( )
   iii) Out side the state ( )

8. What is your education level?
   i) Under Matric ( )
   ii) Matriculate ( )
   iii) Graduate/Post Graduate ( )
   iv) Professional or technical degree.

9. What was your major occupation before starting this unit?
i) Student

ii) Service

iii) Agriculture

iv) Profession

v) Manufacturing

vi) Trading

vii) Any other (Specify) _____________________

10. What had been the major occupation of your father? (or other elderly family persons)

i) Agriculture

ii) Money lending

iii) Trading

iv) Manufacturing

v) Profession

vi) Service

vii) Any other (specify) _____________________

11. Is your unit registered? Yes/No

12. Did the unit take plot or built shed in the estate?

i) Plot

ii) Built Shed

13. Which factor influenced you the most to start the present unit?

i) Professional/Technical skill

ii) Other family members were in the same line: ( )
iii) Funds were available with you ( )
iv) Industrial estates provide more facilities ( )
v) High profits ( )
vi) Government assistance ( )
vii) HSIDC advertisement for plot/shed ( )
viii) Any other (specify) ______________

14. What was the intensity of major problems faced by you at the time of starting your unit? Please give weights as below:
   No Problem _______0
   Few Problems_______1
   Much Problems_______2

   i) Availability of capital ______
   ii) Allotment of plot/shed ______
   iii) Electricity connection ______
   iv) Registration of unit ______
   v) Availability of labour ______
   vi) Availability of machinery ______
   vii) Availability of raw material ______
   viii) Govt. procedures ______
   ix) Any other (specify)__________

PART-B

1. What is the total capital employed in your unit?
   Rs.___________
2. What is the composition of funds?
   i) Own capital Rs.___________
   ii) Loan capital Rs.___________

3. What are the main sources of loan finance?
   i) Friends and Relatives ( )
   ii) Banks ( )
   iii) Govt. subsidy ( )
   iv) HSIDC ( )
   v) Other financial institution ( )
   vi) Any other, please specify __________

4. What is your investment in fixed assets?
   i) Land and Building Rs.___________
   ii) Plant and Machinery Rs.___________
   iii) Furniture & Fixture Rs.___________
   iv) Any, other (specify)___________ Rs.___________

5. What are your working capital requirements for the following:

<table>
<thead>
<tr>
<th>No.of days</th>
<th>Total Amt.(Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Raw material</td>
<td>_________</td>
</tr>
<tr>
<td>ii) Wages</td>
<td>_________</td>
</tr>
<tr>
<td>iii) Water, Electricity etc.</td>
<td>_________</td>
</tr>
<tr>
<td>iv) Oil, Lubricants etc.</td>
<td>_________</td>
</tr>
<tr>
<td>v) Financial costs</td>
<td>_________</td>
</tr>
<tr>
<td>(interest on loan)</td>
<td></td>
</tr>
</tbody>
</table>
6. What is your normal operating cycle for working capital? ___________ days

7. a) What is the composition of sources for working capital financing? (Give approximate percentage)
   i) Own
   ii) Loan

   b) What are the sources of loan for working capital?

<table>
<thead>
<tr>
<th>Source</th>
<th>Rate of Interest</th>
<th>Period</th>
</tr>
</thead>
<tbody>
<tr>
<td>i) Banks</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ii) Friends &amp; Relatives</td>
<td></td>
<td></td>
</tr>
<tr>
<td>iii) Financial Inst.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>iv) Any other(Specify)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

8. a) Do you face any problem in arranging for working capital? Yes/No
   b) If yes, Please specify the nature of problems:

9. How much time did your unit take to yield profits?
   i) Less than one year (  )
   ii) One to two years (  )
   iii) Two to three years (  )
   iv) More than three years (  )
   v) Not so far (  )
10. Did your unit yield profit last year? Yes/No

If yes, Please state the amount of net profit

Rs. _______________

11. i) Give details regarding output of various items manufactured/processed during last year

<table>
<thead>
<tr>
<th>Name of products</th>
<th>Qty.</th>
<th>Value (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Products</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

ii) What is the annual capacity of various items manufactured/processed.

<table>
<thead>
<tr>
<th>Name of Products</th>
<th>Annual capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Qty.</td>
</tr>
<tr>
<td>Main Products</td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
</tr>
</tbody>
</table>
12. a) Did you face problems in achieving full utilisation of installed capacity? 
   Yes/No

b) If yes, kindly identify the reasons by indicating their intensity as per weights 
given below:
   No Problem ______ 0
   Few Problems_______1
   Much Problems _____2
   i) Availability of power ______
   ii) Finance ______
   iii) Availability of raw material ______
   iv) Labour ______
   v) Demand for the product ______
   vi) Any other (specify)___________

13. How do you recruit the workers?
   (Please fix priority as 1,2,3,........)
   i) At the factory gate ______
   ii) Through contractors ______
   iii) Direct recruitment from ______
       local area
   iv) Employment exchange ______
   v) Through advertisement ______
   vi) Any other (Specify)_________
14. Do you get employees of your own choice in:
   i) Managerial Yes/No/With difficulty/Not required cadre
   ii) Skilled cadre Yes/No/With difficulty/Not required cadre
   iii) Semi skilled Yes/No/With difficulty/Not required cadre
   iv) Unskilled Yes/No/With difficulty/Not required cadre

15. Please give the employment details:

<table>
<thead>
<tr>
<th>Category of Employees</th>
<th>No. of employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Managerial</td>
<td></td>
</tr>
<tr>
<td>Skilled</td>
<td></td>
</tr>
<tr>
<td>Semi skilled</td>
<td></td>
</tr>
<tr>
<td>Unskilled</td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
</tr>
</tbody>
</table>

b) Total Monthly salary bill (Rs.)

c) Highest salary per person (Rs.)

d) Lowest salary per worker (Rs.)

16. a) Do you provide any training before placing workers on job immediately after selection? Yes/No
   b) If yes, what type of training do you provide?
      i) Initial
      ii) Apprenticeship
      iii) Continuing
      iv) Others (Specify)
17. a) Do you face any problem of labour? Yes/No
b) If yes,
i) Indicate the extent of labour problems
   Few Problems
   Much problems
ii) Please also indicate the nature of problems with reasons.
   a) High turnover
   b) High rate of absenteeism
   c) Strikes
   d) Any other (specify)

18. Where do you sell your products? (Give percentage)
   i) Local market
   ii) District
   iii) Within state
   iv) Outside state
   v) Export

19. What is your channel of distribution (Give percentage)
   i) Wholesalers
   ii) Retailers
   iii) Agents
   iv) Distributors
   v) Others (Specify)

20. Please indicate the extent of competition you face.
   i) Little
   ii) Average
   iii) Much
21. a) Do you face any marketing problems? Yes/No
   b) If yes, please indicate their nature:

   _______________________________________________________________________

   PART-C

1. a) Are you satisfied with the present administration of the estate? Yes/No
   b) If no, why?
       _______________________________________________________________________

2. a) Do sheds/plots meet your requirements? Yes/No
   b) If no, what do you suggest in this regard?
       _______________________________________________________________________

3. Are you satisfied with the basic utilities in estates?
   i) Availability of power Yes/No
   ii) Water supply Yes/No
   iii) Roads Yes/No
   iv) Street lighting Yes/No
   v) Drainage & Sewerage Yes/No

4. Are you satisfied with common services?
   i) Raw material depots Yes/No
   ii) Post Office Yes/No
   iii) Banks Yes/No
   iv) Dispensary/First Aid Yes/No
5. a) Do you discuss your common problems with the administration of the estate? 
   Yes/No

b) If yes, what is their attitude?
   i) Indifferent ( )
   ii) Co-operative ( )

c) If no, why?

6. What problems are you facing at present?
   i) Availability of power Yes/No
   ii) Availability of raw materials Yes/No
   iii) Availability of labour Yes/No
   iv) Adequate finance Yes/No
   v) Demand for the product Yes/No
   vi) Transportation Yes/No
   vii) Banking facilities Yes/No
   viii) Co-operation from estate authorities Yes/No
   ix) Availability of technical facilities Yes/No
   x) Any other (specify) __________

7. Please explain the main benefits you enjoy in the estate:
   ____________________________________________
8. Please explain the main failures/draw backs of this industrial estate:

9. Please give your suggestions that how HSIDC can make this industrial estate more useful to you.