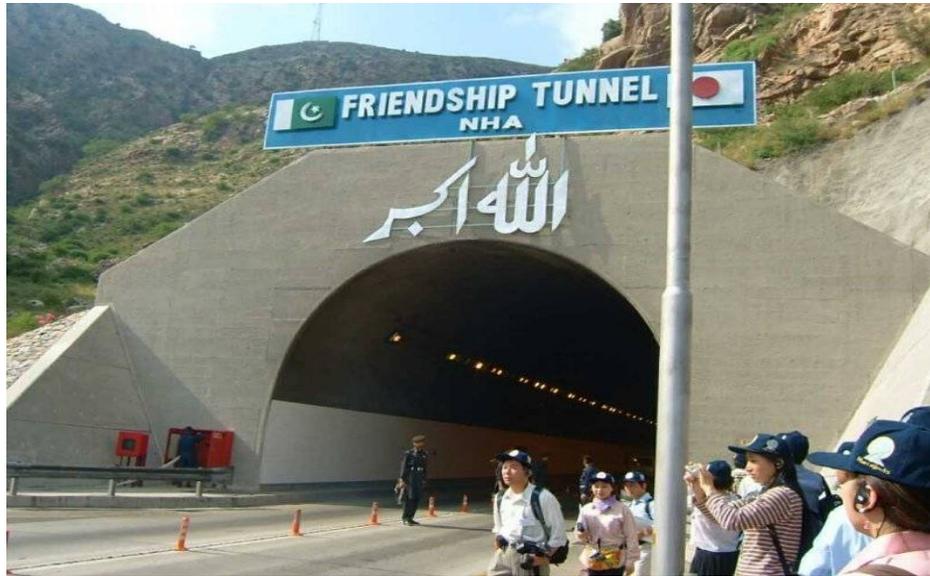


District Profile

KOHAT



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Ministry of Industries and Production
Government of Pakistan

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1. Introduction

Kohat is surrounded by a chain of mountains, holding a beautiful cantonment. It is one of the oldest cantonments of Pakistan and also the old district of Sub-continent. Kohat is described in the old history of Buddhism. This district has boundaries with Aurakazai Agency, district Hangu, district Kurak, district Nowshera and Punjab.



The town centers around a British-era fort, various bazaars, and a military cantonment. Kohat is also known for its Sufi Saints. There are a number of tombs of famous Sufi Saints in the area, like Haji Bahadar Ali Abdullah Shah alias Haji Bahadar Sahib, Shrine of Saint Bona Baba, Janan Baba shrine, Shrine of Peer Ghamkole Sharif and Shrine of Hazrat Banoor Baba.

The District of Kohat has an area of 2973 sq. m. It consists chiefly of a bare and intricate mountain region east of the Indus, deeply scored with river valleys and ravines, but enclosing a few scattered patches of cultivated lowland. Important historical places include Darra, Khushal Garh, Kohat town, Lachi, Shakardarra, Gumbat and Tanda Dam.

Kohat is blessed with many natural resources. The orchards of Kohat Guava are popular in the whole country as it is the major fruit of the area and Kohat is famous for its quality and taste. This fruit gives very high returns to the farmers. Other fruits are apricot, mulberry, citrus etc. Other resources included honey, gypsum, arms and ammunition, kohati chappal and Mazari products.

Cadet College Kohat, a boarding military college is also located in the outskirts of Kohat spread over an area of about 144 acres.

According to data from Pakistan's last census in 1998, the district's population stands around 562,640 with an annual growth rate of 3.25%. The predominant language is Pushto, which is spoken by 77.54 percent of the total population, while Hindku is mostly spoken and understood in Kohat city and adjacent areas.

2. History

The early history of the district is limited to the vaguest traditions. It is said that in Buddhist times two Rajas named Adh and Kohat settled along the northern border of the district. Raja Kohat gave his name to the town of Kohat and Raja Adh to the ruins of an old fort on the hill side north of Muhammadzai, a village four miles to the west of Kohat. The remains of this fort, which is known as Adh-i-Samut, consist of the ruins here and there of the old ramparts. The only other remnant of the Buddhist days is a road cut out of the mountain side, near the Kohat Kotal, leading by a very even gradient towards the crest of the hill.

Another version about this name is that it is a combination of two words, "Koh and Hat" meaning mountain range.

Five natural springs of water known as Panj Peer are located in between Kohat city and Jungle Khel area of Kohat, where Founder of Sikh religion Baba Guru Nanak used to do meditation, Once Baba Guru Nanak was doing meditation while sitting at the bank of spring of water in Kohat a needle from his hand was fallen into transparent water of spring, when he concentrated, he had found the needle visible in water, suddenly Baba Guru Nanak had ordered his followers to pack up and leave Kohat, when his followers asked him, he had replied, Kohat is transparent city, even a needle can not be lost in its water how the hidden sins of the human being will remain hidden from the people of this city.

The first historical mention of Kohat is to be found in the memoirs of Emperor Babar who visited Kohat in 1505 AD. Babar in his memoirs calls the inhabitants of the area as Afghans. From 16th to 18th centuries, Kohat remained as a part of Afghanistan Kingdom, administered by the Chiefs of two tribes i.e. Khattak and Bangash. In the beginning of 19th century Kohat came under the control of Sikhs who ultimately withdrew leaving the administrative control of Khan of Teri in 1836 AD. Kohat was finally annexed to the British dominion on 28th March 1849 with the rest of Punjab and an Assistant Commissioner was posted here to run the administration and to look after the British interests.

3. Economic Scenario of the District:

Kohat is famous for agri products and hand made kohati chappal. Agricultural products of the area include wheat, maize, barley, guava and citrus fruit. Poultry and local breeds of cattle are also good source of income for the people of Kohat.

Different regions of Kohat are characterized by the production of different items e.g. Billitang is famous for the production of mazri products. These products are being sold in Kohat, Peshawar and Islamabad markets, while some organizations have started exporting them to UK and Holland as well.

Darra Adam khel is famous for the production of arms and ammunition throughout the country. The technical skill attained by these gunsmiths is acknowledged even in foreign countries. It has also become a major source of livelihood for the people of this area.

Shakar Darra is famous for Bee keeping and Honey processing. About 150 bee keeping farms are currently present in Kohat district making it a good source of income for the habitants of this area

Tanda Dam was built in 1960s near Kohat city towards the Hangu district. It is the main source of irrigation to adjoining areas. It has lovely surroundings, which attract a large number of people especially on weekends. The peaceful recreation provided by its natural beauty is unsurpassed.

Main bazaars of the area are Kohat, Gumbat, Lachi and Bilitang. Lachi is the main vegetable market and also Sub Tehsil of District Kohat. Gumbat is alos Sub Tehsil of Kohat and is main market located on Pindi Kohat Road.

4. Economic Potential

4.1 Agriculture/Horticulture:

The major crops grown in the district are wheat, barley, onion, garlic (Rabi), maize, rice, bajra, ground nut, chari, and sugarcane (Kharif).

Guava is the major fruit of area and Kohat is famous for its quality and taste. This fruit gives very high return to the farmers. Others fruits are apricot, mulberry, citrus, etc. Garlic and ladyfinger are the leading vegetables which give maximum income to the farmer. Other vegetables grown in the district are onion, potato, bringel, turnip, carrot, tomato and chilies among others.

Provision of adequate and dependable source of irrigation water is essential for the economic and social uplift of the area. In Kohat district only 25 percent of the total cultivated area is irrigated. The main source of irrigation is Tanda Dam. Furthermore, there are a number of tube wells and civil channels which supply water for irrigation purposes.

4.2 Forestry:

At present about 2.5 percent of the total land is under forest. Mostly forests are sub-tropical scrub forest with major species like acacia, oleo cuspidate etc.

4.3 Livestock, Fisheries and Dairy development:

The local cattle breeds available in Kohat are Lohani, Dani and mix breeds which are non-productive and are being changed by artificial insemination with Frezien breed to improve milk/meat production. Similarly the local goats are being crossed with Beetal goats to increase their milk/mutton production.

Under rural improvement of poultry program, the local poultry is being protected against various diseases through preventive inoculation and the poultry is crossed with Foamy breeds to improve the eggs production.

4.4 Industry:

As far as industrial development is concerned Kohat is lagging behind as compare to other big cities of the country. Forward efforts are needed to uplift the pace of industrial development in this region. However three big units established in Kohat including Kohat Cement, Babri Cotton and Saif Cotton Mills and the Janana the maloocho Textile Mill are the major contributors to the economy of not only Kohat region but for the national economy as well.

Detail of industrial units is given in the following table:

TABLE: INDUSTRIAL UNITS, KOHAT DISTRICT

S No	Particulars	Number
1	Textile Units	3
2	Cement	1
3	Ghee units	1(Closed)
4	Arms	3
5	Flour Mills	6
6	Cement Based Industry	3
7	Carpet	1
8	Dall Factory	2
9	Mineral Based industry	1
10	Ice Factory	10
Small Industrial Estate Kohat		
11	Ice Factory	1
12	Wood	2
13	Paper & paper board	1
14	Dall Factory	1

A small industrial estate also exists at Dhoda road Kohat. However the pace of industrialization is very slow due to location disadvantage and lack of entrepreneurial skills in the area.

PROFILE

SMALL INDUSTRIAL ESTATE KOHAT

S.I.E, Dhoda Road, Kohat

Phone#0922-516730

1. Name : S.I.E., Kohat.
2. Total Area : 50.33 Acres
3. Total No. of Plots : 164
4. Size of Plots : A/12000, B/6000, C/3000 Sq: Ft.
5. Total No. of Plots allotted : 154
6. Infrastructure Facilities : Available

Besides the industrial units established at Kohat, some potential clusters are also exist which can be further developed which will play their role in District Economy.

(a) Honey bee keeping and Honey Processing

Shakar Darra is famous for Bee keeping and Honey processing. About 150 bee keeping farms are currently present in Kohat district making it a good source of income for the habitants of this area. The distribution channel for extracted honey is very simple. After the extraction of honey from farm it is stored in large canes. Mostly honey is sold in the open market on per kilogram basis in Canes. Tarnab Farm Peshawar being the largest honey producing area is considered to be the hub for honey trading. Most of the beekeepers access Tarnab Farm and adjoining market to sell their products to wholesalers and retailer.

(b) Mineral:

No comprehensive geological mapping of the district has been carried out till date. However, available information indicates that the northern hills of the district are of limestone while the southern hills consist of limestone and hard rocks of gypsum series. The bulk of strata, however, consist of sandstone. Some of the other minerals found in Kohat are coal, iron ore and shale clay. However, Gypsum is the major item of all the minerals available in Kohat.

(c) Leather Products:

Kohati Chappal is one of the specialties of Kohat. People from different regions of the country prefer it because of their quality & design. The livelihood of quite a large number of people is associated with this product. But production is being made on limited scale; it only satisfies the local market need. If produced on large scale it can generate huge revenues and can stimulate the local economy.

(d) Mazri Products:

Mazri products are being produced in Kohat district on large scale. Products line includes mats, baskets, purses, decoration items etc. Raw material for making these products is available in Tal area of the district. Mostly females are involved in manufacturing of these products at homes whereas supply of raw material and marketing of finished products is being done by males. Currently these products are being sold in Kohat, Peshawar and Islamabad markets. Some organizations are working on development of these products and are also exporting them to UK and Holland.

4.5 Trade and trade centers:

Following are the trade centers in Kohat district from where the inhabitants of vicinity meet their day to day requirements. The items like fruit, maize, textile, yarn and mineral bases etc. are also exported to other parts of the country.

a) Kohat:

Kohat is the district headquarters and the biggest market of the district for items like fruits, textile, yarn and daily use commodities for the local as well as inhabitants of whole of the district.

The Bannu Road is the main Business Hub for all the business activities; this road starts from Shah Faisal Gate to Tehsil Gate. On this road all the major bazaars are located which are Bannu Bazaar, King Gate Bazaar, Zargarano Bazaar. Other trade markets are Cantt Bazaar, Tirah Bazaar and Baizadi Chakar Kot Bazaar.

b) Gumbat:

Gumbat is the second largest trade market of District Kohat situated in a valley on either side of the Kohat-Rawalpindi Road and is 25km from district capital - Kohat. There are four major areas of Gumbat called "Mohallah": which are Bazaar, Dartapi, Awan, and Khader Khel. The mountains of this area are full of natural resources. Gypsum stone is supplied widely to the sounding cement factories and agricultural purpose all over the country. Gurguray a black sweet wild fruit and Pawanay a famous herb is also found in this mountain abundantly.

c) Billitang:

Billitang is known as the center of Mazri products. Mazri products from all over district are supplied here. These are then distributed to other parts of the country like Peshawar, Islamabad etc for selling purpose.

d) Lachi:

Lachi is known for agricultural outputs. A considerable quantity of vegetables is produced and sold here and also supplied to other markets of the area as well.

5. Small Investment Projects for the District:

- Guava Processing Plant
- Honey Processing Unit
- Leather Bullet cases Manufacturing Unit
- Leather Sandals & Chappal
- Modern Poultry Farm
- Stitching Unit

5.1 Guava Processing Plant

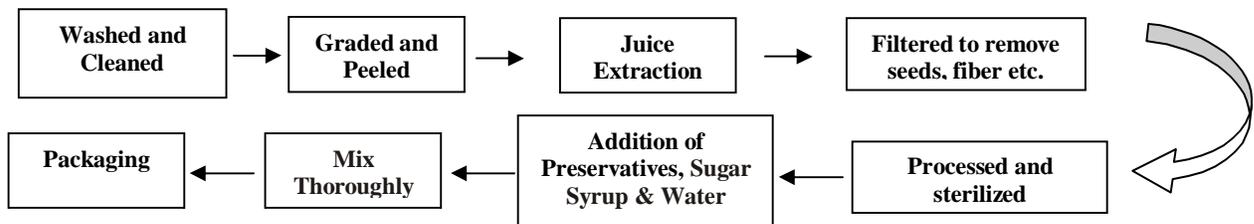
Introduction

Pakistani Guava have huge demand in the international market due to its rich flavor, aroma, and health value, i.e., nutrients and minerals contents. It has been observed that in order to enter into the international markets with longer shelf life, good quality Guava will require physical infrastructure facilities like modern processing and logistics.



There are many methods like dehydration, preparation of pulp or quash or syrup etc. This note considers manufacturing of guava syrup from pulp. The project involves processing of guava to syrup.

Processing Process:



Weight and process loss is on an average 35% to 40%.

Capital Inputs

Land and Building

A plot of land of around 200 sq.mtrs. with built-up area of 100 sq.mtrs. would be sufficient. Land may cost Rs. 75,000/- whereas cost of construction could be Rs. 2.50 lakh.

Manpower Requirements

Particulars	Nos.	Monthly Salary (Rs.)	Total Monthly Salary (Rs.)
Machine Operator	1	12,000	144,000
Semi-skilled Workers	2	6,000	144,000
Helpers	4	4,000	192,000
Total	7	22,000	480,000

Machinery & Equipments:

Guava will be available only for around 6 months and hence the factory is expected to run for around 150 days. It is, therefore, suggested to install processing capacity of **15 tones** per month which would need the following equipments:

Item	Qty.	Price (Rs.)
Fruit Washing Tanks	1	10,000
Juice Extractors	2	130,000
Steam-jacketed Kettle	1	50,000
Stirrer	1	30,000

Boiler	1	80,000
Bottle Washing, Filling and Capping Machine	1	130,000
Testing Equipments, Weighing scales etc.	--	70,000
Total	7	500,000

Cost of Project: Per annum

No.	Particulars	Price
1.	Land	135,000
2.	Building Construction	500,000
3.	Machinery	500,000
4.	Furniture and Fixture	100,000
5.	HR	480,000
6.	Utilities	100,000
	Total	1,815,000

5.2 Honey Bee Keeping

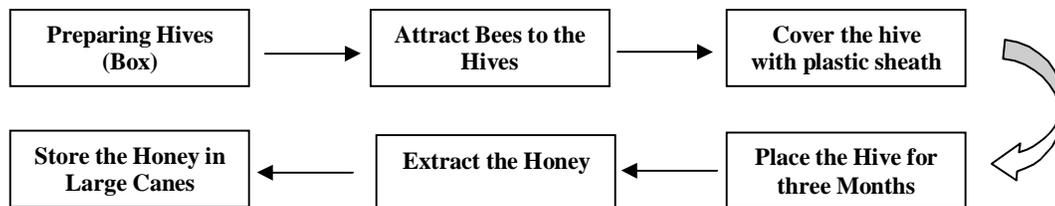
Introduction

Honey is a sweet substance produced by honey bees from the nectar of blossoms. Honey consists essentially of different sugars, predominantly glucose and fructose etc. Honey, a pure, natural sweetener prepared by bees from nectar collected from wild and cultivated flowers, was the first sweetener known to man.



Honey Cluster of NWFP is spread over in different districts of the province. The belts of Swat, Naran, Kaghan, central districts like Peshawar, Mardan, and also Karak, Kohat, Haripur, FATA and other adjoining areas have tremendous potential for fostering the honey-industry. The total numbers of the bee keepers entrepreneurs (farm) in NWFP is about 3500 and the direct employment in these farms are 17500 people.

Business Process Flow:



Tools & Machinery

No.	Equipment	Quantity	Price
1.	Honey Extractor Machine	1	3,500
2.	Monkey Cap	3	450
3.	Smoker	1	150
4.	Queen catcher	2	160
5.	Swarming catch basket	2	300
6.	Spray Bottle Plastic	3	210
7.	Gloves	3	210
8.	Fork	4	320
	Total	19	5,300

Cost of Project: per annum

No.	Particulars	Price
7.	Colonies of bees @ Rs.5000 - 10 frames	250,000
8.	Wooden Box with frame @ Rs.550 each	27,500
9.	Human Resource (3 personnel)	240,000
10.	Foundation sheet @ Rs.25 each	12,500
11.	Tools & Machinery (as per list above)	5,300
12.	Feeding of Bees	60,000
13.	Transportation Cost	10,000
14.	Total Investment	605,300
15.	Return on capital Employed (after 1 st year)	445,100
16.	Profit	135,100
17.	Rate of Return	23%

5.3 Leather Cases and Covers of All Types

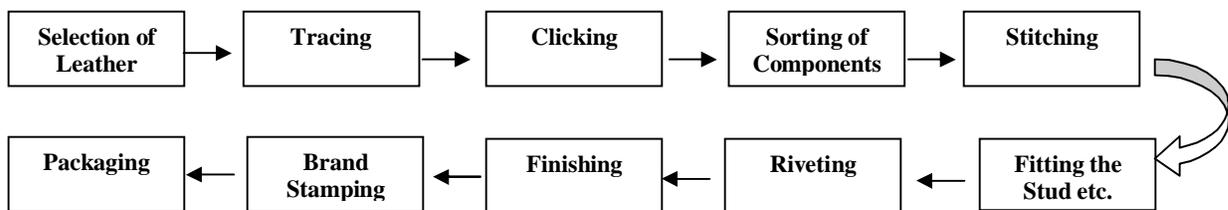
Introduction

It is well known fact that leather has been serving a multitude of human needs, and the modern man uses it for various purposes, personnel, industrial and defiance etc. In almost all electronic Industries leather plays a very important role. With the rapid development of mobile phones and other devices, the demands for such covers is also increasing day by day and have occupied fairly good position in market.



Manufacturing Process

It is generally manufactured by hand process with the help of knives, punches and other hand tools etc. sewing is also done by hand. The sequence of operations is as follows;



Plants & Machinery:

S. No	Name of Machinery/Plant	Qty. No.
1	Ball press No. 10 with accessories	1
2	Sole splitting m/c hand/power operated working width 23 cm	1
3	Strap cutting m/c hand operated	1
4	Trade Mark Embossing m/c	1
5	Weighing scale 50 kegs capacity	1
6	Other office equipment	1

Cost Analysis:

Basis: 30,000 pcs of leather cases/Annum

1	Covered Area Required	200 sq. m
2	No. of Employees	14
3	Land & Building	Rs. 115,000
4	Plants & Machinery	Rs.25,000
5	Fixed Capital	Rs.140,000
6	Working Capital for one month	Rs. 46,000
7	Working Capital for 3 months	Rs. 138,000
8	Total Investment	Rs. 278,000
9	Cost of Production Per Annum	Rs. 601,200
10	Receipt per Annum	Rs. 690,000
11	Profit Per Annum	Rs. 88,800
12	Rate of Return	31.90%

5.4 Leather Sandals & Chappals

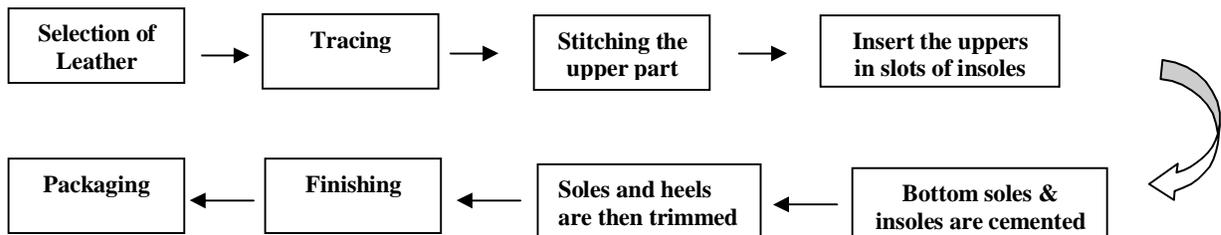
Introduction:

In addition to the functional utility of protecting foot, this essential product of mass consumption has become fashion of the day as a part of the dress material. To meet the versatile needs of all sections of society, these are made by different process using a number of raw materials.



Manufacturing Process:

This is a labor-intensive industry employing manual process mostly. The sequence of operations is as follows;



Machinery:

For a plant capacity of making one hundred pairs of various sizes and designs of sandals and chappals following is the list of major machines required:

1. Hand operated leather-cutting machine.
2. Electric sewing machine.
3. Buffing skiving machine.
4. Miscellaneous like measuring tools, embossing machine and scissors etc.

Cost Analysis:

Basis: Producing 100 Per Day of chappals & sandals

1.	Covered Area Required	100 sq.m
2.	No. Of Employees	6
3.	Land & Building	Rs.60, 000
4.	Plants & Machinery	Rs.35, 000
5.	Fixed Capital	Rs.95, 000
6.	Working Capital for one month	Rs.36, 000
7.	Working Capital for 3 months	Rs.1,08,000
8.	Total Investment	Rs.2, 03,000
9.	Cost of Production Per Annum	Rs.4, 69,000
10.	Receipt per Annum	Rs.6, 00,000
11.	Profit Per Annum	Rs.1, 31,000
12.	Rate of Return	64.5%

5.5 Poultry Farm

Introduction:

The broiler farm is a project of livestock sector, in which, the day old chicks (DOCs) are raised on high protein feed for a period of six weeks. This business can be started both in rural and semi-urban areas in sheds. The broiler birds are sold to traders and in the wholesale markets in the urban areas. Some times birds can also be sold directly to the shopkeepers in the urban markets.



Farm Equipment

List of farm equipment, which will be needed, are as under:

S. No	Farm Equipment	No.	Rs/unit.	Rs.
1.	Brooder	8	500	4000
2.	Drum Heater	2	1000	2000
3.	Small Drinkers	40	75	3000
4.	Large Drinkers	80	200	16000
5.	Small Feeder	55	95	5225
6.	Large Feeder	90	135	12150
7.	Shifting Boxes	5	1900	9500
	Total	280		51,875

Project Cost (Cost for One Flock, Total 4 flocks in a year)

Project Economics (Broiler population = 4,500 birds)

Account Head	Total Cost (Rs)
Machinery & Equipment	51,875
Total Fixed Cost	51,875
Feed, Electricity & Medicines (Rs.80 per 1.5 kg chick)	360,000
Upfront Building Rent for two Months	20,000
Chicken price (Day old) of 4,500 @ Rs. 20 each	90,000
HR (2 persons) for two Months	20,000
Total Working Capital	490,000
Total Project Cost	541,875
Revenues (selling price per chicken Rs. 150 per 1.5 kg)	641,250
Profit	99,375
Rate of Return	19%

5.6 Stitching Unit

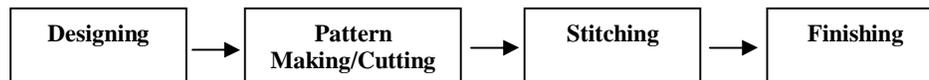
Clothing is the visual demonstration of social needs of people wearing it. As an enterprise it has huge potential on small and medium levels. It is a desirable business needed in rural as well as in urban areas. It is a feasible low investment opportunity with better returns.



Production Capacity

Daily 8 suits will be stitched, but the production will be increased with the passage of time, annual production will be of 2496 suits.

Production Process:



Furniture & Machinery:

S. No	Name of Item	Qty. No.	Price per unit	Cost in Rs.
1	Single Needle Stitching Machine	3	5,000	15,000
2	Over lock Machine	1	7,000	7,000
3	Accessories (Scissors, iron, measuring tap etc.)			10,000
4	Fixture and furniture			10,000
	Total			42,000

Manpower Requirement:

Title	Salary per year in Rs.
Master tailor @Rs. 4000 per month	36,000
Tailors @Rs. 4000x2 per month	72,000
Helper @Rs. 2500 per month	30,000
Total	138,000

Cost Analysis: Basis: 2496 suits per annum:

S. No	Description	Amount in Rs.
1	Rental Building @ Rs. 2000 per month	24,000
2	Salaries (shown from above graph)	138,000
3	Machinery and equipment	32,000
4	Fixture and furniture	10,000
5	Raw Material (Tags, buttons, thread, plastic bags etc.)@ Rs. 40 per suit	99,840
6	Utilities expense @ 1500 per month	18,000
7	Working capital	279,840
8	Total Investment	321,840
9	Revenues @ Rs.150 x 2496	374,400
10	Profit Per Annum	52,560
11	Rate of Return	14%

