

Synchronizing Standards of FPOs - Convergence with Banks, Corporates, State  
and SFAC

2 Day - Round Table Meet

15<sup>th</sup> and 16<sup>th</sup> September 2017



FPO Cell CAS: NIRD&PR [www.nird.org//fpocell](http://www.nird.org//fpocell)

**FPO Cell**

Centre for Agrarian Studies  
**NATIONAL INSTITUTE OF RURAL DEVELOPMENT**  
(Ministry of Rural Development, Govt. of India)  
*Rajendrangar, Hyderabad - 500 030*

**NIRDPR**

**CAS – FPO Cell**

## **Synchronizing Standards of FPOs - Convergence with Banks, Corporates, State and SFAC**

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### **Context**

The agribusiness horizon of our country is going to be dotted with FPOs in a wide range in the days to come. Around 4000 plus FPOs are registered in the country and majority of the FPOs require strategic direction and capacities to realize the objectives on which they are founded. At the same time, some of the FPOs have evolved into centres of excellence and show case models for the rest of the upcoming and promising FPOs to emulate.

### **Need for Synchronizing Standards of FPOs - Convergence with Banks, Corporates, State and SFAC**

FPOs need to synchronize their performance in terms of outreach, operational and financial indicators to leverage products and services provided by wide range of stake holders like Banks, NABARD, SFAC, Corporates and State Sponsored Schemes. The two - day meet is expected to deliberate and come out with strategies to bench mark market centric performance of FPOs making them competent to leverage wide range of resources provided by divergent stake holders.

### **Objectives of the Meet**

1. To galvanize the support of different stake holders in building robust models of FPO Convergence with State and Markets
2. To evolve standard performance indicators for FPOs in terms of their outreach, operations and finance
3. To help promising FPOs bring their best efforts to market place and be rewarded for it.
4. To evolve strategies to leverage compelling synergies with ongoing national schemes like NRLM that have built robust social capital
5. To evolve strategies for deep and continuing engagement with stake holders and FPOs to reap compelling synergies of the agri-business ecosystem of the country

### **Process of 2 Day Round Table meet**

We are inviting the sector gear heads who have worked extensively on Farmer engagement with markets and state. SFAC, NABARD, Banks, MFIs and State functionaries are expected to give their perspectives on the issues concerning growth of FPOs. The two day proceedings will come out with actionable points for the next 12 months in a strategic time frame.

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**Program Schedule**

<b>Day One: September 15<sup>th</sup>, 2017</b>		
Registration 9.00 AM		
<i>Inaugural Session Between 9.30 AM to 10.15 AM</i>		
9.30 AM – 10.00 AM	Welcome, Participants Introduction and About FPO Cell	Dr.Ch. Radhika Rani
10.00 AM – 10.15 AM	Inaugural Address	DR. W.R. Reddy, IAS DG, NIRDPR
<b>Technical Session I – Perspectives of Major Promoters of FPO's</b>		
10.15 AM – 10.45 AM	<i>SFAC – Need for synchronizing standards by FPOs,</i>	<i>Shri. Sumant Chowdhury, IAS, MD of SFAC, New Delhi</i>
10.45 AM – 11.15 AM	<i>NABARD – Produce Fund – its perspectives</i>	<i>DR. Ghole /CGM, FDSS Dr.A.R. Khan DGM, FDSS, NABARD, HO</i>
11.15 AM - 11.30 AM Tea/ Coffee Break		
11.30 AM – 12.30 PM	<i>Initiatives about Government sponsored schemes and State Policy for FPOs</i>	<i>DR. Parthasarathy IAS Principal Secretary, GoT Shri. Chiranjeevy Chowdhury IFS Commissioner of Horticulture, GOAP</i>
<b>Technical Session II - Practitioners Perspectives</b>		
12.30 PM – 1.30 PM	<i>Experience sharing of POPIs and TSAs of FPOs</i>	<i>ADS, ICRISAT, Orego, Vruthi, BASIX</i>
1.30 PM - 2.30 PM - Lunch Break		
<b>Technical Session III - Best Practices session for FPOs</b>		
2.30 PM – 3.30 PM	<i>Leveraging SFAC Products and services</i>	<i>SFAC Technical Team, New Delhi</i>
3.30 PM – 3.45 PM Tea Break		
3.45 PM – 5.00 PM	<i>What works for FPOs to reach next stage of agri-business – perspectives of NABARD</i>	<i>NABARD Team of TS and AP</i>
5.00 PM -6.00 PM - Open House Discussion and Conclusion		
<b>Day Two: September 16<sup>th</sup>, 2017</b>		
<b>Technical Session IV: Corporate Convergence</b>		
9.00 AM – 10.30 AM	<i>Show case models of corporate convergence of FPOs with agri-business initiatives</i>	<i>NCDEX, ITC, OREGA, Suguna Feeds, Reliance Fresh</i>
10.30 AM – 12.30 PM	<i>Recommendations of the participants on setting standards for FPOs to leverage sector specific resources and schemes</i>	<i>Presentations by selected stake holders (ALC, Vruthi, ADS, ICRISAT)</i>
12.30 PM – 1.00 PM	<i>Action Plan – for next 12 months –strategies for deeper and continual engagement</i>	<i>Facilitated by DR. Radhika Rani, Head, FPO Cell, CAS, NIRD&amp;PR;</i>
<b>1.00 PM – 1.30 PM</b>		
Valedictory Session: Consolidation and Way Forward Chair: DR. W.R.Reddy IAS		
Vote of Thanks: DR. Ch. Radhika Rani, Programme Coordinator		

## **Expected Key outcomes of the Round Table**

- ✓ POPIs will be able to provide strategic direction to already formed as well as upcoming FPOs in terms of their financial goals and convergence with state, banks and markets
- ✓ The promising FPOs are set to develop their business plans and guide in strategic linkages with Banks, SFAC and Agri Business companies
- ✓ Divergent stake holders are brought to one platform to deliberate upon future course of action for win-win business partnership
- ✓ Clear actionable points emerge for the next 12 months for the organizations that would be committed to operationally and financially sustain the FPOs on long run

## **About NIRD&PR**

The National Institute of Rural Development (NIRD) is an apex organization for training, research, action research and consultancy assignments in all aspects of rural development in India. NIRD&PR is also a premier Institution in the Asian and Pacific region having close linkages with regional and international organizations. The institute functions as an autonomous organization supported by the Ministry of Rural Development, Government of India. It is located in the serene rural surroundings of Rajendra Nagar about 15 km away from the historic city of Hyderabad. The institute's services are available to different ministries / departments of the central and state governments, banking institutions, public and private sector undertakings, voluntary and non-governmental bodies and international organizations / agencies concerned with rural development.

## **About FPO Cell**

FPO Cell is established within "Centre for Agrarian Studies" to provide comprehensive mentoring services for the FPOs in the Country. It will be functioning as knowledge partner on wide ranging thematic areas of FPOs that have long term impact on the sustainability of FPOs. It is technically supported by Project Consultants who have hands on experience in managing the FPOs. FPO Cell also provides strategic direction to SIRDPRs and the Network Organizations in building capacities of FPOs.

## **Secretariat**

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