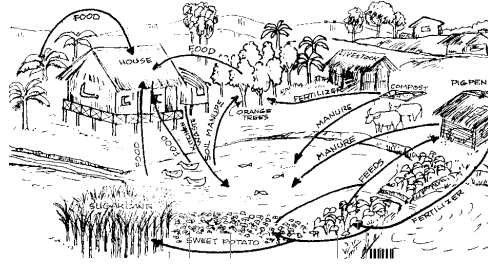


ToT Programme on
'CAPACITY BUILDING FOR PROMOTION OF FPOs IN INDIA'
(August 26 – 28, 2021)



Last Date for Registration: **August 24, 2021**

Venue: Online / Virtual Mode



Centre for Wage Employment and Livelihoods
NATIONAL INSTITUTE OF RURAL DEVELOPMENT & PANCHAYATI RAJ
Rajendranagar, Hyderabad - 500 030

NEED

The Indian economy is predominantly rural and agricultural. Agriculture and technology are part of the Tools used to accomplish this transformation and achieve many of the man's goals. The declining trend in size of land holding poses a serious challenge to the sustainability and profitability of farming.

Agriculture provides livelihoods to millions of small landholders in India. A few government initiatives to support farmers — such as increased MSP, interest subsidies, free electricity, and loan waivers — reach a limited percentage of farmers and, hence, have a limited impact. A long-term solution to address farmers' distress is the need of the hour. Organising the farmers into farmer producer organisations (FPOs) could be one viable option.

Well-organised FPOs engage in providing a range of assistance to farmers like imparting better farm practices, collectivisation of input purchases, transportation, linkage with markets, and better price realisation as they do away with the intermediaries. A few States have formulated specific policy to promote FPOs in a significant manner. However, there are a few areas that require attention to make FPOs operationally successful.

Government of India has been promoting the Farmer Producer Organizations (FPOs) to enable them to organize the smallholder farmers to bring efficiency in production, integrate farming with modern technologies and realize better price for their products in the market through economy of scale.

Currently, there are nearly 10,000 plus FPOs registered in the country in different forms covering over 50 lakh farmers. The government intends to create another 10,000 FPOs over the next couple of years. The task is easy to understand and difficult to accomplish but not impossible and the government is determined.

The recent market reforms Acts, commonly known as New Farm Bills 2020 liberates the farmers to sell their produce anywhere and to anyone and also enter into contract with private industry. However, keeping in view the prevalence of small holders in India, the full benefits of such reforms can only be exploited, if the farmers operate collectively.

The FPOs / FPCs can also take advantage of rapidly growing variety of agri – tech Startups which has integrated solutions embedded in Innovative Technologies like Artificial Intelligence (AI), Machine Learning (ML), Internet of Things (IoT) or Drone and Sensors, etc which are helpful in precision farming, resource saving, creating market linkages and many other benefits.

In that context, developing a good business plan and understanding different facets of business are essential to transform smallholders farming from peasant to commercial entity. FPCs are formed exclusively by primary producers without much linkages or knowledge about the market. FPCs dealing with agricultural commodities have to essentially focus on productivity and quality enhancement for creating market surplus for the large market demand. There is also need to increase the market orientation as well as market participation among the farmer-members. Apart from this, the immediate need for these FPCs is to understand the budgetary need and find out suitable funding agency at right time.

A few professional institutions are engaged in capacity building of various aspects of FPOs. However, a focus on management capabilities in the supply chain operations, nuances of market dynamics and linkages, business planning according to market intelligence and market development is clearly missing in majority of the training programmes.

These require long term capacity investments, providing hands-on experience in business planning, execution, negotiation skills, monitoring, statutory compliance, etc., inter-spaced with simulation, field demonstrations, internships and institutional attachments.

It is time that a new cadre of grassroots level institutional leadership and professionals are nurtured with these kinds of course inputs. This training programme aims to build an integrated view and enhance the knowledge base to cater to the challenges faced by the FPOs/FPCs. On completion of the training programme, the participants would gain the skills to understand the market for their produce, develop business plan, estimate the budgetary need and techniques to optimize various resources. The programme also deals with the institutional innovations and entrepreneurship development.

OBJECTIVES

- (i). to present an overview on the process of FPO / FPC formation and statutory compliances required for the FPCs
- (ii). to help in better understanding of the concepts of business plan and preparing a business plan for FPOs / FPCs,
- (iii). to create awareness on Govt. policy on FPOs,
- (iii). to share with the trainees, the FPO Formation and Business Planning Essentials,
- (iv). to help in understanding of Application of business management principles for accelerating the existing small business by the farmers' groups, and
- (v). to develop human resource capabilities of research and extension personnel on promotion of FPO

COURSE CONTENT

The course would broadly cover the following topics:

- (i). Formation of FPOs and FPCs – Mobilizing farmers, Preparing MoA and AoA
- (ii). Understanding elements of business plan
- (iii). Market Demand using Market Research
- (iv). Quantitative Methods for Analysing the Financial Ability
- (v). Supply Chain and Value Chain of FPOs.
- (vi). Market Linkages and Market Channels for FPOs
- (vii). Risk Management in Small Business
- (viii). Funding Sources for Scale Up
- (ix). Leadership and governance issues with FPOs

TRAINING METHODOLOGY

Programme would be on virtual / online mode using webex platform. It could comprise of Powerpoint presentations, Video films, lecture cum discussion sessions on best practices. Based on the attendance and on assessment of the understanding of the contents by the participants, E – certificates would be issued at the end of the programme.

PARTICIPANTS

The State, District and Block level officers of Government Departments of Agriculture, Horticulture, Soil Conservation, Forestry, Animal Husbandry and Fisheries, Scientists of KVKs and SAUs, and Voluntary agencies engaged in extension, teaching, research and consultancy in agriculture. Officials of SIRDs, RIRDS (ETCs), SRLMs, SMMUs, DMMUs.

DURATION

The programme is scheduled from **August 26 – 28, 2021 on virtual mode**. The link would be shared with the participants on their Email / mobile through WhatsApp, well in advance so as to ensure their participation from the beginning.

PROGRAMME FEE

There is no fee. The last date for registration is **August 25, 2021**

Click the following link to register for the programme

<https://forms.gle/eBVSyWFvNEaoVQM8>

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