

**Report on Capacity Building Training Programme on “Management of FPOs”
conducted by the Agricultural College and Research Institute, Vazhavachanur From
13.9.2022 to 15.9.2022**

The Agricultural College and Research Institute, Vazhavachanur, Tiruvannamalai District has organized a three days training Programme on “Management of FPOs” to 40 members of Farmer Producer Organization in Tiruvannamalai District From 13.9.2022 to 15.9.2022. The Department of Agricultural Marketing and Agri Business, Chennai funded the project on the “Capacity Building Trainings to members of 318 Farmer Producer Organizations at a cost of Rs.2.00 Cr to transform them as Agri Entrepreneurs” operating at Directorate of Agribusiness Development (DABD), Tamil Nadu Agricultural University, Coimbatore.

The training was aimed to train the farmer members of Farmer Producer Organization on various aspects of Management of Farmer Producer Company. The inaugural ceremony of the training was held on 13.09.2022 at the Agricultural College and Research Institute, Vazhavachanur, Tiruvannamalai District.

Dr. R. Sasmitha, Teaching Assistant (Agrl. Extension), AC&RI, Vazhavachanur, delivered the welcome address to the gathering. Mr. C. Harakumar, Deputy Director of Agriculture (Agri Business) highlighted the importance of the training program for the FPOs to implement various business related activities.

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered the Presidential Address to the participants. He emphasized the role of FPOs in development of the agricultural sector and the opportunities for the FPOs to improve the standard of living of farmers. Mrs. A. Bala, Joint Director of Agriculture, Tiruvannamalai District delivered the inaugural address in which she narrated the status of FPOs in Tamil Nadu and various achievements made in the FPOs. Dr. S. Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered the Vote of Thanks.



Day 1

Date: 13.09.2022

Time: 10.46 AM – 11.45 AM

Session:1

Title :Overview of FPC's in Tamil Nadu & India

Dr. N. Muthukrishanan, Dean, AC&RI, Vazhavachanur handled a hands-on training session on the Overview of FPC's in Tamil Nadu & India by emphasizing the initiatives to be made to faster the growth of the FPOs and to coordinate the FPO members to the BODs and CEOs of Farmer Producer Company in Tiruvannamalai District



Session:2

Date: 13.09.2022

Time: 11.46 AM – 1.00 PM

Title :Creation of Awareness on Government Schemes on FPO's

Mr. C. Harakumar, Deputy Director of Agricultural (Agri Business) handled a training session on the creation of awareness about Government Schemes for FPOs covering State & Central Schemes & Policies to the participants



Session:3

Date: 13.09.2022

Time: 2.01 PM - 5.00 PM

Title :Concept of FPC's under Companies Act

Dr. S. Angles, Associate Professor (Agrl. Economics)AC&RI, Vazhavachanur handled a session on the Concept of FPC's under companies Act by covering stages of formation, detailed provisions of companies act, difference between co-operative, private, public and societies act to the participants of this training program..



Day 2

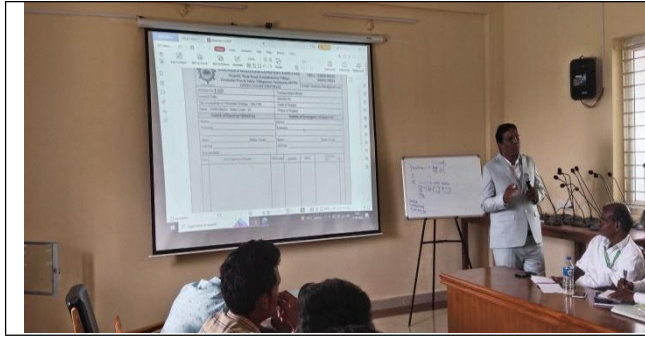
Session :1

Date: 14.09.2022

Time: 10.00 AM - 11.30 AM

Title :Book Keeping&RecordMaintenance(AoA)

CA.Ilayaraja. K, Chartered Accountant, RITS & Associates, Tiruvannamalai handled a session on the Book Keeping & Record Maintenance by covering Statutory Registers, Cash Book and Account Maintenance to the participants of this training program.



Session :2

Date: 14.09.2022

Time: 11.30 AM – 1.00 PM

Title: Statutory Compliances of FPC

CA.Ilayaraja. K, Chartered Accountant, RITS & Associates, Tiruvannamalai handled a session on the Statutory Compliances of FPC by covering annual roc filing, share allotment, penalty clause, debentures, audit statement and balance sheet to the participants of this training program.



Session :3

Date: 14.09.2022

Time: 2.00 PM – 3.30 PM

Title: Team Building & Collective Decision Making

Dr. N. Muthukrishnan, Dean, AC&RI, Vazhavachanur handled a session on the Team Building & Collective Decision Making to the participants of this training program.



Session :4

Date: 14.09.2022

Time: 3.31 PM – 5.00 PM

Title: Content of Memorandum of Association (MoA) & Articles of Association (AoA).

CA.Ilayaraja. K, Chartered Accountant, RITS & Associates, Tiruvannamalai handled a session on the Content of Memorandum of Association (MoA) & Articles of Association (AoA) by covering Share Capital, Shares allotment, Meetings – BOD's, Annual General body (AGM) and Resolution & Quorum to the participants of this training program.



Day 3

Session :1

Date: 15.09.2022

Time: 10.00 AM – 11.30 AM

Title :Governance of FPC 's

Dr. S. Angles, Associate Professor (Agri. Economics), AC&RI, Vazhavachanur delivered a lecture on Role of BOD's, Responsibilities of CEO's, Services of FPC's and Role of Committeesto the participants. .



Session :2

Date: 15.09.2022

Time: 11.46 AM – 1.00 PM

Title: Leadership Skill Development

Dr. R. Sasmitha, Teaching Assistant (Agrl. Extension), AC&RI, Vazhavachanur handled a hands-on training session on the importance of leadership, leadership skill development and activity based learning to the members of Farmer Producer Company in Tiruvannamalai District.



Session :3

Date: 15.09.2022

Time: 2.01 PM – 3.30 PM

Title: Experience Sharing by Successful FPC's and Value Chain Development for sustainability of FPC's

Dr. S. Angles, Associate Professor (Agrl. Economics) AC&RI, Vazhavachanur delivered a lecture on Need for Value Chain Development for sustainability of FPC's to the participants. The members of Farmer Producer Company in Tiruvannamalai District had Experience Sharing by Successful FPC's



Session :4

Date: 07.07.2022

Time: 3.31 PM – 5.00 PM

Title: Opportunities and challenges in promotion of FPO's

Dr.N.Muthukrishnan, Dean, AC&RI, Vazhavachanur delivered a lecture on the opportunities and challenges in promotion of Farmer Producer Organizations to the participants. He also explained various strategies available for promoting business.



Report on Capacity Building Training on “Entrepreneurship Development Programme for FPOs” Organized by the Agricultural College and Research Institute, Vazhavachanur From 26.9.2022 to 28.9.2022

The Agricultural College and Research Institute, Vazhavachanur Tiruvannamalai District has organized a three days training on “Entrepreneurship Development Programme for FPOs” to 40 members of Farmer Producer Organization in Tiruvannamalai District From 26.9.2022 to 28.9.2022. The Department of Agricultural Marketing and Agri Business, Chennai funded the project on the “Capacity Building Training to members of 318 Farmer Producer Organizations at a cost of Rs.2.00 Cr to transform them as Agri Entrepreneurs” operating at Directorate of Agribusiness Development (DABD), Tamil Nadu Agricultural University, Coimbatore.

The training was aimed to train the farmer members of Farmer Producer Organization in various aspects of Entrepreneurship Development in Farmer Producer Company. The inaugural ceremony of the training was held on 26.9.2022 at Agricultural College and Research Institute, Vazhavachanur.

Dr. R. Sasmitha, Teaching Assistant (Agrl. Extension), AC&RI, Vazhavachanur, delivered the welcome address to the gathering. Mr. C. Harakumar, Deputy Director of Agricultural (Agri Business) highlighted the importance of the training program for the FPOs to implement various business related activities. He also highlighted some of the Government promote schemes which encouraging entrepreneurship in FPOs.

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered the inaugural speech to the participants. He emphasized the importance of entrepreneurship and related activities available for farmers and farmer producer companies in the agricultural and allied sectors. Mr. A. Silambarasan, Lead District Manager, Indian Bank, Tiruvannamalai District delivered the inaugural address in which he narrated the financial provisions that can be availed by FPOs for the development of FPOs. Dr. S. Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered the Vote of Thanks.



Day 1

Date: 26.09.2022

Time: 10.46 AM – 11.45 AM

Session:1

Title :Business opportunities and Bankable Business Plan for FPC's

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur, handled a training session on the Business opportunities and Bankable Business Plan for FPC's to the various business related activities of the FPOs. He covered various aspects viz., Demand and Supply gap, Input supply and Trading and export of agri commodities to the training participants.



Session:2

Date: 26.09.2022

Time: 11.46 AM – 1.00 PM

Title :Financial Management for FPC's

Mr. A. Silambarasan, Lead District Manager, Indian Bank, Tiruvannamalai handled a session on financial management for FPCs with specific to handling loans and grants in FPO. He covered various facilities available for obtaining loans from various funding sources. He also emphasized about PMFME scheme and obtaining loans with government subsidy. He highlighted sum of the loan and grant management strategies to the participants of this training program.



Session:3

Date: 26.09.2022

Time: 2.01 PM - 3.15 PM

Title :Concept note on Entrepreneurship

Dr. R. Sasmitha, Teaching Assistant (Agrl. Extension), AC&RI, Vazhavachanur, delivered a lecture on Concept note on Entrepreneurship covering development of entrepreneurship and benefits for entrepreneurs through various schemes.



Session:4

Date: 26.09.2022

Time: 3.30 PM - 5.00 PM

Title :Business plan preparation

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, delivered a lecture and hands on training on business plan preparation covering the topics on financial plan, sensitivity analysis, assessment of working capital and means of finance to the training participants.



Day 2

Date: 27.09.2022

Time: 10.00AM-11.30 AM

Session :1

Title :Case Study on Successful Business Plan of FPC's

Dr.S.Angles, Associate Professor (Agrl. Economics), AC&RI, Vazhavachanur, handled a session on Case Study on Successful Business Plan of FPC's. He highlighted the importance of having the digital platforms like website, blog, social media utility, brand etc., for promoting the marketing of FPO products. He also emphasized some of the aspects like how to identify the relation for setting up their retail shops for the FPOs.



Session :2

Date: 27.09.2022

Time: 11.45 PM-1.00 PM

Title: Marketing strategies for promoting products of FPO and Visit to model units.

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur handled a hands-on training session on marketing strategies for promoting products of FPO by covering various components and visited and explained various components available in AC&RI, Vazhavachanur viz., Biofertilizer Production Unit, Mushroom Production Unit and Vermicompost Production Unit.



Session :3

Date: 27.09.2022

Time: 2.01 PM – 3.15 PM

Title: Case Studies on Market Linkage of FPC's

Dr. N. Muthukrishnan, Dean, AC&RI, Vazhavachanur, handled a session on Case Study on Successful Business Plan of FPC's. He highlighted the importance of having the digital platforms like website, blog, social media utility, brand etc., for promoting the marketing of FPO products. He also emphasized some of the aspects like how to identify the relation for setting up their retail shops for the FPOs.



Session :4

Date: 27.09.2022

Time: 3.31 PM – 4.30 PM

Title: Price Fixation Strategies for FPC's products

Dr. S. Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur handled a session on Projecting cash flows by covering the important criterias for taking investment decisions on various Price Fixation Strategies and business ideas for FPOs. He also discussed about the working capital needs calculations, implementing day to day activities of FPOs to the participants of this training program



Day 3

Date: 28.09.2022

Time: 10.00 AM – 10.30 AM

Session :1

Title:Value Addition

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur delivered a lecture on the Value Addition to promote Farmer Producer Organizations products in the market. He also explained about the importance of branding and packaging of various products to the participants.



Session :2

Date: 28.09.2022

Time: 11.46 AM – 1.00 PM

Title: Standardisation of FPC Products

Rtn. R. Rajasekar, Proprietor, Raj International Agro Foods Imports, and Exports, Tiruvannamalai, delivered a lecture on Standardization of FPC Products to the participants.

In which he briefed on the export promotion and development of the APEDA, Quality Certifications viz., AGMARK, FSSAI, ISO, etc., and Export-Import Licences to the members of FPOs.



Session :3

Date: 28.09.2022

Time: 2.01 PM – 3.30 PM

Title: Market Linkage of FPO's- Export

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur handled a session on Market Linkage of FPC's by covering Forward & Backward Linkages in promoting the products. He also emphasized how to tackle the issues and challenges prevailing in the market to the members of Farmer Producer Companies.



Session :4

Date: 28.09.2022

Time: 3.31 PM – 4.30 PM

Title: Way forward for Building Sustainable & Vibrant FPC's

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur handled a hands-on training session on Marketing strategies for promoting products of FPO by covering various components available in AC&RI, Vazhavachanur.



Exposure visit I

Exposure visit to Members of FPO's in Tiruvannamalai District to Mangalore Millets Farmer Producer Company Limited, Tholudur, Cudalore District on 29.9.2022



- An exposure visit was arranged for the FPO members form Tiruvannamalai district and visit was made to Mangalore Millets Farmer Producer Company Limited, Tholudur, Thittakudi, Cudalore District on 29.9.2022.
- Mr. Ravichandiran, Director, Mangalore Millets Farmer Producer Company Limited, Tholudurexplained about the functions, ecological systems, cropping pattern and export opportunities challenges faced and achievements. Through participative approach, the topic on management of FPOs and group performance were discussed.
- During his speech he explained the approaches for becoming a successful FPC and needed cooperation among the FPO members.
- Mr. C. Vijay, CEO, Mangalore Millets Farmer Producer Company Limited, Tholudur - covered about documents maintained by FPO and activities in processing unit and approaches in dealing with the members of FPC.
- The members of FPOs actively participated and clarified their doubts and requested the Director and CEO to assist in development of their FPOs and to have collaborative activities in future.

