

**Report on Capacity Building Training Programme on “Management of FPOs”
conducted by the Agricultural College and Research Institute, Vazhavachanur From
21.11.2022 to 23.11.2022 to FPOs in Tiruvannamalai and Vellore Districts**

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 21.11.2022 to 23.11.2022. 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 21.11.2022 at the Agricultural College and Research Institute, Vazhavachanur, Tiruvannamalai District.

Dr.P.Sumathi, Professor and Head, Department of Social Sciences, 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 and to utilize the support of various Departments and institutions in a effective way.

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.

Mr. A. Silambarasan, Lead District Manager Indian Bank, Tiruvannamalai, delivered the inaugural address in which he narrated the status of financing FPOs in Tamil Nadu and various opportunities. Dr. S. Angles, Associate Professor (Agri. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered the vote of thanks.



Day 1

Date: 21.11.2022

Time: 10.30 AM – 11.30 AM

Session:1

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:2

Date: 21.11.2022

Time: 11.30 AM – 1.00 PM

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

Mr. A. Silambarasan, Lead District Manager, Indian Bank, Tiruvannamalai handled a session on Creation of Awareness on Government Schemes on FPO's 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: 21.11.2022

Time:2.01 PM – 3.30 PM

Title :Technology Commercialization

Mr. R. Tamilselvan, Agricultural Officer, UlavarSandhai, Tiruvannamalai delivered a lecture on Technology Commercialization and explained on the activities and achievements of milk producers in Trichy, and linkage with Hutson, TMV 2 export to Iran, Lakshmi company Idappam and to fix turnover of 1 to 2 crore per FPO.



Session:4

Date: 21.11.2022

Time:3.30 PM – 5.00 PM

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

Dr. N. Muthukrishnan, 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



Day 2

Date: 22.11.2022

Time: 10.00 AM-11.30 AM

Session :1

Title :Book Keeping&RecordMaintenance

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: 22.11.2022

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 FPCby covering annual roc filing, share allotment, penalty clause, debentures, audit statement and balance sheet to the participants of this training program.



Session :3

Date: 22.11.2022

Time: 2.00 PM – 3.30 PM

Title: Concept of FPC's under Companies Act

Dr. P. Balaji, Professor (ARM), 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..



Session :4

Date: 22.11.2022

Time: 3.30 PM – 4.30 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.



Date: 22.11.2022

Time: 4.30PM-6.00 PM

Session :5

Title :Team Building & Collective Decision Making

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



Day 3

Date: 23.11.2022

Time: 10.30 AM - 11.45 AM

Session :1

Title :Governance of FPC 's

Dr. S. Angles, Associate Professor (Agrl. 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: 23.11.2022

Time: 11.46 AM – 1.00 PM

Title :Leadership Skill Development

Dr. P. Sumathi, Professor and Head, Department of social science AC&RI, Vazhavachanur handled a hands-on training session on the leadership skill development and activity based learning to the members of Farmer Producer Company in Coimbatore District



Session :3

Date: 23.11.2022

Time: 2.01 PM – 3.15 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.



Session :4

Date: 23.11.2022

Time: 3.30PM- 5.00PM

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

Title: 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



Report on Capacity Building Training on “Entrepreneurship Development Programme for FPOs” Organized by the Agricultural College and Research Institute, Vazhavachanur From on 28.11.2022,29.11.2022 and 1.12.2022 to FPOs in Tiruvannamalai and Vellore Districts

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 and Vellore Districts on 28.11.2022, 29.11.2022 and 1.12.2022. 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 in various aspects of Entrepreneurship Development in Farmer Producer Company. The inaugural ceremony of the training was held on 28.11.2022 at Agricultural College and Research Institute, Vazhavachanur.

Dr.P.Balaji, Professor (ARM), 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: 28.11.2022

Time:10.30 AM – 12.00 AM

Session:1

Title :Concept note on Entrepreneurship

Mr. R.Seeniraj,Deputy Director of Agriculture (Agri Business)Ranipet and Vellore districts delivered a lecture on Concept note on Entrepreneurship covering development of entrepreneurship and Benefits of entrepreneurship through various schemes.



Session:2

Date: 01.11.2022

Time:12.00AM–1.00PM

Title :Business opportunities for FPC's

Dr. N. Muthukrishnan,Dean, Agricultural College & Research Institute, Vazhavachanur,handed a training session on the Business opportunities 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 on export of agri commodities to the training participants.



Session:3

Date: 28.11.2022

Time: 2.01 PM - 3.15 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 planning , sensitivity analysis, assessment of working capital and means of finance to the training participants.



Session:4

Date: 28.11.2022

Time: 3.31 PM - 4.30 PM

Title :Financial Management for FPC's

Dr.P.Balaji, Professor(ARM), Agricultural College & Research Institute,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 in the role of

district resource person in obtaining loans with government subsidy. He highlighted sum of the loan and grant management strategies to the participants of this training program.



Day 2

Date: 29.11.2022

Time: 10.00AM-1.00 PM

Session :1

Title :Business Plan 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. Visit to model units at AC&RI, Vazhavachanur viz., Biofertilizer Production Unit, Mushroom Production Unit, Vermicompost Production Unit and explained the activities.



Session :2

Date: 29.11.2022

Time: 2.01 PM - 3.30 PM

Title :Market Linkage of FPC's

Mr. N. Ezhailarasu, Agricultural Officer, Tiruvannamalai and handled a session on Case Study on Market Linkage of FPC's. Highlighted the importance of having the digital platforms like website, blog, social media utility, brand etc., for promoting the marketing of FPO products and also emphasized some of the aspects like how to identify the relation for setting up their retail shops for the FPOs.



Session :3

Date: 29.11.2022

Time: 3.30 PM - 5.00 PM

Title: Price Fixation Strategies for FPC's products

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



Day 3

Date: 01.12.2022

Time: 10.00AM-11.30 AM

Session :1

Title : Value Addition

Dr.P.Balaji, Professor(ARM), 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: 01.12.2022

Time: 11.30 AM – 1.00 PM

Title :Standardisation of FPC Products

Mr. R. Rajasekar, Proprietor, Raj International Agro Foods Imports, and Exports, Tiruvannamalai, delivered a lecture on Standardization of FPC Products to the participants. In his speech, 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: 01.12.2022

Time: 1.00 PM-3.15 PM

Title: Market Linkage of FPC's

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: 01.12.2022

Time: 3.30 PM - 5.00 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

Exposure visit to Members of FPO's in Tiruvannamalai & Vellore District to Cheyyar Farmer Producer Company Limited, Arathrivellore Village & Post Cheyyaron 30.11.2022



- An exposure visit was arranged for the FPO members from Tiruvannamalai and Vellore district and visit was made to Cheyyar Farmer Producer Company Limited, No.9, Abdul kalam Street, Gandhi Nagar, Ramakrishnapuram Road, Arathri vellore Village & Post Cheyyar Taluk Tiruvannamalai District on 30.11.2022.
- Mr. S. Venkatesan, Director, Cheyyar Farmer Producer Company Limited, explained about the experience of the FPC since from inception, its functions, retailing opportunities challenges faced and achievements. Through participative approach, the topic on management of FPOs and group performance were discussed.
- He motivated the members to have a inter linkage among the FOPs in the Tiruvannamalai and Vellore Districts.
- During his speech he explained the business model to becoming a successful FPC and needed cooperation among the FPO members.
- Mr.R.V.Arumugam, Director, Cheyyar Farmer Producer Company Limited, explained on the subsidiary units of the FPC where groundnut seed decortication unit 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.

