

**Report on Capacity Building Training Programme on “Management of FPOs”  
conducted by the Agricultural College and Research Institute, Vazhavachanur From  
22.02.2023 to 24.02.2023**

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 Vellore and Tirupattur District From 22.02.2023 to 24.02.2023. 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 22.02.2023 at the Agricultural College and Research Institute, Vazhavachanur, Tiruvannamalai District.

Dr.P.Balaji, Professor and Head (ARM) Department of Agricultural Economics, AC&RI, Vazhavachanur, delivered the welcome address to the gathering. 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 inaugurated the training programme and delivered inaugural address. During the inaugural address he explained the present government financial policies. Dr. S.Angles, Associate Professor (Agri. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered the Vote of Thanks.



## Day 1

**Date: 22.02.2023**

**Time: 10.46 AM – 11.45 AM**

### Session:1

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

Dr. N. Muthukrishnan, Dean, AC&RI, Vazhavachanur, handled a session on the Overview of FPC's in Tamil Nadu & India by emphasizing the initiatives to be made to fasten 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: 22.02.2023**

**Time: 11.46 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 in this training program.



### Session:3

Date: 22.02.2023

Time: 2.01 PM - 3.15 PM

### Title : Technology Commercialization

Dr. S. Angles, Associate Professor (Agrl. Economics)AC&RI, Vazhavachanur delivered a lecture on Technology Commercialization and explained on the activities and achievements of TNAU incubation centres, technologies available for commercialization and ways and means of technology commercialization.



### Session :4

Date: 22.02.2023

Time: 3.30PM - 4.30 PM

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



Dr. N. Muthukrishnan, Dean, 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 have Shared experience of Successful FPC's and also on the formation of the consortium for FPOs in Tiruvannamalai District.



## Day 2

Date: 23.02.2023

Time: 10.30 AM - 11.45 AM

### Session :1

#### Title : Governance of FPC 's

Dr. N. Muthukrishnan, Dean, AC&RI, Vazhavachanur delivered a lecture on Role of BOD's, Responsibilities of CEO's, Services of FPC's and Role of Committees to the participants.



## Session :2

Date: 23.02.2023

Time: 11.46 AM – 1.00 PM

### Title : Leadership Skill Development

Dr.P.Balaji, Professor and Head, Department of Agricultural Economics, handled a hands-on training session on the leadership skill development and activity based learning to the members of Farmer Producer Company.



Date: 23.02.2023

Time: 2.00 PM – 3.15 PM

## Session :3

### Title: Concept of FPC's under Companies Act

Dr.P.Balaji, Professor and Head, Department of Agricultural Economics, 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: 23.02.2023**

**Time: 3.30PM-4.30 PM**

#### **Title :Team Building & Collective Decision Making**

Dr. S. Angles, Associate Professor (Agrl. Economics), AC&RI, Vazhavachanur handled a session on the Team Building & Collective Decision Making to the participants of this training program.



#### **Day 3**

#### **Session :1**

**Date: 24.02.2023**

**Time: 10.45 AM - 11.45 AM**

#### **Title :Book Keeping & Record Maintenance (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: 24.02.2023**

**Time: 11.45 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: 24.02.2023**

**Time: 1.45 PM – 2.45 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.



#### **Session :4**

**Date: 24.02.2023**

**Time: 2.45 PM - 3.45PM**

#### **Title: Opportunities and challenges in promotion of FPO's**

Dr. S. Angles, Associate Professor (Agrl. Economics) 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 on 13.03.2023 to 15.03.2023 to FPOs in Vellore and Tirupattur 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 Vellore and Tirupattur Districts 13.03.2023 to 15.03.2023. 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 in various aspects of Entrepreneurship Development in Farmer Producer Company. The inaugural ceremony of the training was held on 13.03.2023 at Agricultural College and Research Institute, Vazhavachanur.

Dr.P.Balaji, Professor (ARM), AC&RI, Vazhavachanur, delivered the welcome address to the gathering.

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.

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., Delevered the Vote of Thanks.



**Day 1**

**Date: 13.03.2023**

**Time: 10.46 AM – 11.45 AM**

**Session:1**

**Title :Concept note on Entrepreneurship**

Dr. N. Muthukrishnan, Dean, AC&RI, Vazhavachanur, Tiruvannamalai Dist. delivered a lecture on Concept note on Entrepreneurship covering development of entrepreneurship and Benefits to entrepreneurs through various schemes in starting new business by FPOs.



**Session:2**

**Date: 13.03.20223**

**Time: 11.46 AM – 1.00 PM**

**Title :Financial Management for FPC's**

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., 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.



### Session:3

Date: 13.03.20223

Time: 2.01 PM - 3.15 PM

#### Title :Business plan preparation

Dr.P.Balaji, Professor (ARM), Agricultural College & Research Institute, Vazhavachanur, delivered a lector 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: 13.03.2023

Time: 3.31 PM - 4.30 PM

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

Dr. S.Angles, Associate Professor (Agri. Economics), AC&RI, 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, Agri value chain, Input supply and Trading and on export of agri commodities to the training particpeants.





**Day 2**

**Date: 14.03.2023**

**Time: 10.46 AM – 11.45 AM**

**Session :1**

**Title : Case Study on Successful 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: 14.03.2023**

**Time: 11.45 PM – 1.00 PM**

**Title :Market Linkage of FPC's**

Dr. N. Muthukrishnan, Dean, AC&RI, Vazhavachanur, 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: 14.03.2023**

**Time: 2.01 PM - 3.15 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



**Session :4**

**Date: 08.03.2023**

**Time: 3.31 PM - 4.30 PM**

**Title : Projecting cash flows**

Dr.S.Angles, Associate Professor (Agrl.Economics), AC&RI, Vazhavachanur, Tiruvannamalai Dist., handled a session on Projecting cash flows of FPC's. He highlighted the importance of having the digital platforms.



**Day 3**

**Date: 15.03.2023**

**Time: 10.46 AM - 11.45 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: 15.03.2022**

**Time: 11.46 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: 15.03.2023**

**Time: 2.01 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: 15.03.2023**

**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

### Exposure visit to Members of FPO's in Vellore and Tirupattur District to Cheyyar Farmer Producer Company Limited, Arathrivellore Village & Post Cheyyar on 16.03.2023



- An exposure visit was arranged for the FPO members from Vellore and Tirupattur district and visit was made to Cheyyar Farmer Producer Company Limited, No.9, Abdulkalam Street, Gandhi Nagar, Ramakrishna puram Road, Arathri vellore Village & Post Cheyyar Taluk, Tiruvannamalai District on 16.03.2023.
- 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 Vellore and Tirupattur 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.

