

**Report on Capacity Building Training Programme on “Management of FPOs”
conducted by the Agricultural College and Research Institute, Vazhavachanur From
27.02.2023 to 01.03.2023**

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 Ranipet and Tirupattur District From 27.02.2023 to 01.03.2023. 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 various aspects of Management of Farmer Producer Company. The inaugural ceremony of the training was held on 27.02.2023 at the Agricultural College and Research Institute, Vazhavachanur, Tiruvannamalai District.

Dr.P.Balaji, Professor and Head, 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. Mrs. P.Thomas, 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: 27.02.2023

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 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: 27.02.2023

Time: 11.46 AM – 1.00 PM

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

Mrs. P.Thomas, Deputy Director of Agriculture (Agri Business), 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 opportunities available in the marketing of the FPO products. He explained in detail on the present marketing methods to sell the products produced by the FPOs.



Session:3

Date: 27.02.2023

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: 27.02.2023

Time: 3.30PM - 4.30 PM

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

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



Day 2

Date: 28.02.2023

Time: 10.30 AM – 11.45 AM

Session :1

Title :Governance of FPC 's

Dr. N. Muthukrishanan, 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: 28.02.2023

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 in Ranipet and Tirupattur District



Date: 28.02.2023

Time: 2.00 PM – 3.30 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: 28.02.2023

Time: 3.30PM-4.30 PM

Title :Team Building & Collective Decision Making

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



Day 3

Session :1

Date: 01.03.2023

Time: 10.36 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: 01.03.2023

Time: 12.00 AM - 1.30 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: 01.03.2023

Time: 2.15 PM – 3.30 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.



Session :4

Date: 01.03.2023

Time: 3.45 PM – 4.50 PM

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 Programme on “EDP for FPOs” Organized by the Agricultural College and Research Institute, Vazhavachanur From 07.03.2023 to 09.03.2023

The Agricultural College and Research Institute, Vazhavachanur Tiruvannamalai District has organized a three days training Programme on “Entrepreneurship Development Programme for FPOs” to 40 members of Farmer Producer Organization in Ranipet and Tirupattur District From 07.03.2023 to 09.3.2023. 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 the various aspects of Entrepreneurship Development in Farmer Producer Company. The inaugural ceremony of the training was held on 07.03.2023 at Agricultural College and Research Institute, Vazhavachanur.

Dr. S.Angles, Associate Professor (Agrl. Economics), AC&RI, Vazhavachanur, delivered the welcome address to the gathering. Mr. M. Vijay Neehar District Development Manager National Bank for Agriculture and Rural Development, Thiruvannamalai. delivered the inaugural speech and highlighted the importance of the training program for the FPOs to implement various business related activities. He also highlighted some of the Government promoted schemes which encouraging entrepreneurship in FPOs. Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered presidential address 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.



Day 1

Date: 07.03.2023

Time: 10.46 AM - 11.45 AM

Session:1

Title : Concept note on Entrepreneurship

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered a lecture on Concept note on Entrepreneurship covering development of entrepreneurship and Benefits of entrepreneurship through various schemes.



Session:2

Date: 07.03.2023

Time: 11.46 AM - 1.00 PM

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

Dr. S.Angles, Associate Professor (Agrl. 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 participants.



Session :3

Date: 07.03.2023

Time: 2.01 PM - 3.15 PM

Title : Financial Management for FPC's

Mr. M. Vijay Neehar District Development Manager National Bank for Agriculture and Rural Development, Thiruvannamalai, 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 highlighted sum of the loan and grant management strategies to the participants of this training program.



Session: 4

Date: 07.03.2023

Time: 3.31 PM - 4.30 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.



Day 2

Session :1

Date: 08.03.2023

Time: 10.46 AM - 11.45 AM

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

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., 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: 08.03.2023

Time: 11.46 AM - 1.00 AM

Title : Case Studies on Market Linkage of FPC's

Dr. S.Angles, Associate Professor (Agri. Economics), 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 .



Session : 3

Date: 08.03.2023

Time: 2.01 PM – 3.15 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 his speech, he briefed on the export promotion and development of the APEDA, Quality Certifications viz., AGMARK, FSSAI, ISO, etc., and Export-Import Licenses to the members of FPOs.



Session :4

Date: 08.03.2023

Time: 3.31 PM – 4.30 PM

Title : Projecting cash flows

Dr. N. Muthukrishnan, Dean, Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., handled a session on Projecting cash flows of FPC's. He highlighted the importance of having the digital platforms.



Day 3

Session :1

Date: 09.03.2023

Time: 10.46AM-11.45 PM

Title : Value Addition

Dr. P. Mareeswari Professor (Plant Pathology) AC&RI, Vazhavachanur delivered a lecture on the Value Addition to promote Farmer Producer Organizations bio fertilizer products in the market. She also explained about the importance of branding and packaging of various bio fertilizer products to the participants.



Date: 09.03.2023

Time: 11.30 AM-1.00 PM

Session :2

Title : Price Fixation Strategies for FPC's products

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



Session : 3

Date: 09.03.2023

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: 09.03.2023

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 Way forward for Building Sustainable & Vibrant FPC's through 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 Ranipet and Tirupattur District to Cheyyar Farmer Producer Company Limited, Arathrivellore Village & Post Cheyyar on 10.03.2023



- An exposure visit was arranged for the FPO members form Ranipet and Tirupattur district and visit was made to Cheyyar Farmer Producer Company Limited, No.9, Abdulkalam Street,Gandhi Nagar, Ramakrishnapuram Road, Arathrivellore Village & Post Cheyyar Taluk Tiruvannamalai District on 10.03.2023.
- 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 Tirupattur and Ranipet 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 decorations 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.



