

**Report on Capacity Building Training Programme on “Management of FPOs”  
conducted by the Agricultural College and Research Institute, Vazhavachanur From  
02.03.2023 to 04.03.2023**

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 Kancheepuram and Ranipet District From 02.03.2023 to 04.03.2023. 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 02.03.2023 at the Agricultural College and Research Institute, Vazhavachanur, Tiruvannamalai District.

Dr. S. Angles, Associate Professor (Agril. 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, Deputy Director of Agriculture (Agri Business), 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 (Agril. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., delivered the Vote of Thanks.



## Day 1

Date: 02.03.2023

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: 02.03.2023

Time: 11.46 AM - 1.00 PM

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

Mrs. P.Thomas, Joint Director of Agriculture, 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 availing the provision of various government scheme and subsidy.



### Session:3

Date: 02.03.2023

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: 02.03.2023

Time: 3.30 PM - 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 Ranipet and Kanchipuram District had Shared the experience of Successful FPC's



### Day 3

#### Session :1

**Date: 03.03.2023**

**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: 03.03.2023**

**Time: 12.00 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: 03.03.2023**

**Time: 2.00 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: 03.03.2023**

**Time: 3.45 PM - 5.00 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.



**Day 3**

**Date: 04.03.2023**

**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: 04.03.2023**

**Time: 12.00 AM - 1.30 PM**

**Title :Leadership Skill Development**

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



**Date: 04.03.2023**

**Time: 2.15 PM - 3.30 PM**

**Session :3**

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

Dr. N. Muthukrishnan, Dean, 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: 04.03.2023**

**Time: 3.45 PM-4.50 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.







**Report on Capacity Building Training on “Entrepreneurship Development Programme for FPOs” Organized by the Agricultural College and Research Institute, Vazhavachanur From on .27.03.2023 to 29.03.2023 to FPOs in Kancheepuram and Ranipet 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 Kancheepuram and Ranipet Districts 27.03.2023 to 29.03.2023. 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. Further he narrated the experience with respect to FPOs in Tamil Nadu in which the the performance of few FPOs with proper business model has been excelling financially. Even some of the FPOs have been providing dividends to an considerable level to the members of FPOs.

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai Dist., narrated the nature and schedule of the training programme. In addition as the marketing is one of the important hindering aspects of FPOs development, he insisted the formation of consortium as it is one of the best way of marketing the FPO products. Finally he delivered the Vote of Thanks to the gathering.

**Day 1**

**Date: 27.03.2023**

**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 of entrepreneurship through various schemes.



**Session:2**

**Date: 13.03.20223**

**Time: 11.46 AM – 1.00 PM**

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

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, Tiruvannamalai 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 on export of agri commodities to the training participants.



### Session:3

Date: 27.03.20223

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: 27.03.2023

Time: 3.31 PM - 4.30 PM

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

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





**Day 2**

**Date: 28.03.2023**

**Time: 10.46 AM – 11.45 AM**

**Session :1**

**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 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.



**Session :2**

**Date: 28.03.2023**

**Time: 11.45 PM – 1.00 PM**

**Title : Case Studies on 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:** 28.03.2023

**Time:** 2.01 PM – 3.15 PM

**Title:** Price Fixation Strategies for FPC's products

Dr.P.Balaji, Professor (ARM), Agricultural College & Research Institute, 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:** 28.03.2023

**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: 29.03.2023**

**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**

Dr. S.Angles, Associate Professor (Agrl. Economics), Agricultural College & Research Institute, Vazhavachanur, 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: 29.03.2023**

**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 on how to tackle the issues and challenges prevailing in the market to the members of Farmer Producer Companies.



#### **Session :4**

**Date: 29.03.2023**

**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 Kancheepuram and Ranipet District to NABARD - MABIF, Madurai Agricultural College and Research Institute on 30.03.2023

An exposure visit was arranged for the FPO members from Kanchipuram and Ranipet district and visit was made to [NABARD Madurai Agribusiness Incubation Forum](#), AC&RI, Maduari. Mr. P. Praveen Arunachalam, Assistant Manager, explained the MABIF's service in customized manner on, Technology: Assist entrepreneurs with identifying and acquiring appropriate technologies. Networks: Promote networks among entrepreneurs and the broader family of stakeholders Business Services: Mentoring and coaching, and assistance with navigating regulatory requirements, standards, and compliance, Finance: Financial management skills and access to appropriate financing products and Market Linkage: Access to market information, marketing skills, and market linkages throughout the value chain by forging partnerships with farmers, service providers, and potential buyers.

Mr.S.Gurushankar, Chief Operating Officer, explained the Incubation Process of MABIF to its clients and follows the following process to incubate and graduate its clients in Pre-Incubation on Consult experts/Mentors, Engage customers, Develop Business Model, Access to drop in workplace. During the incubation it renders service on Access to dedicated work place, Connect with Mentors, Organizing the team, Build your First product and Make your First sale. Mr. Prathiyuman Selva K, Coordinator - Food Testing Lab explain the activities in the Food testing lab on the groundnut chikki unit, milk processing unit.





