

**Report on the Capacity Building Programme on “Management of FPOs”
conducted by EDII KABIF on 14.09.2022 to 16.09.2022**

A project on “Capacity Building Trainings to members of 318 Farmer Producer Organizations at a cost of Rs.2.00 Cr to transform them as Agri Entrepreneurs” has been announced by honourable minister for agriculture and farmerswelfare, Government of Tamilnadu and Directorate of Agribusiness Development (DABD)acted as the nodal centre for implementing the training. EDII Killikulam Agribusiness Incubation Forum (KABIF) has identified as one of the centres to implement this programme.In this connection,EDII KABIF organized a three days training on “Management of FPOs” to 40 members of Farmer Producer Organization from 14.09.2022 to 16.09.2022.

The purpose of the programme was to educate the farmer members of the Farmer Producer Organization on the various factors of management of Farmer Producer Company. The inaugural ceremony of the training was held on 14.09.2022 at EDII KABIF .The programme was inaugurated by Dr.M.Theradimani, Dean , AC & RI killikulam .

It was followed by a speech on different aspects of FPO management and importance and contribution of FPOs in development of agribusiness given by deputy director of agriculture(AB),Tirunelveli. He emphasized on the scope and need of understanding the various management activities of FPOs to increase the revenue generation and sustainability of FPOs.





At the end of inaugural ceremony Ms Aswathy V A ,Deputy manager KABIF delivered vote of thanks to the participants and dignitaries of the training programme.

Day 1

Date: 14.09.2022

Time: 10.00AM-11.30 AM

Session:1

Title :Governance of FPCs

Dr.TDhamodaran professor&Head of department of social science handled a hands-on training session on the Governance of FPCsby emphasizingrole of BoDs, responsibilities of CEO's, services of FPCs, role of committees to the members of Farmer Producer Company in Thoothukudi districts



Session:2

Date: 14.09.2022

Time: 11.45AM-1.00 PM

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

Mr.manikandan and Mr.EssakkiMuthu , Assistant agriculture officers thoothukudi 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: 14.09.2022

Time: 2.005PM-5.00 PM

Title :Team Building

Dr.T.Elenchezian, Associate Professor ,Economics, AC &RI Killikulam handled an activity based training session on the team building and its importance for managing and sustaining the Farmer Producer Companies. Participants were asked to form different groups and given activities .



Day 2

Date: 15.09.2022

Time: 9.30AM-10.30 AM

Session :1

Title :Concept of FPC's under Companies Act

Sadayappan, Auditor 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 :2

Date: 15.09.2022

Time: 10.45AM-11.30 AM

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

C Sadayappan ,Auditor, Tirunelveli handled a session on the content of Memorandum of Association (MoA) & Articles of Association (AoA) which included

share capital, shares allotment, annual general body, BoDs meeting, resolution and quorum to the members of Farmer Producer Company in Thoothukudi District

Session :3

Date: 15.09.2022

Time: 11.30AM-1.30 PM

Title:Book Keeping & Record Maintenance and Statutory Compliances of FPC

Mr.Sathish ,Vilathikulam farmer producer companyhandled a hands-on training session on the book keeping &record maintenance and statutory compliances of FPC by covering statutory registers, cash book, account maintenance, annual RoC Filing, share allotment, penalty clause, debentures, audit statement to the members of Farmer Producer Company in Thoothukudi District



Session :4

Date: 15.09.2022

Time: 2.30PM-5.00 PM

Title: Financial Statement for FPCs

Mr.Sathish,Vilathikulam farmer producer companyhas taken a session on the financial statement for FPCsby covering the importance of financial statements and preparation of balance sheet, profit and loss account to the participants of this training program.



Day 3

Date: 16.09.2022

Time: 9.30AM-10.30 AM

Session :1

Title :Role of Incubation centre for promoting FPOs

Ms.Aswathy V A, Deputy Manager,EDII KABIF delivered a lecture on the role of Incubation centre for promoting FPOs to the participants. The session has also covered the activities of the incubation forum and the services provided by the centre.



Session :2

Date: 16.09.2022

Time: 10.45AM-11.45 AM

Title :Opportunities and challenges in promotion of FPOs

Mr.U.Poovanan,deputy director of agriculture(AB),Tirunelvelidelivered 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 :3

Date: 16.09.2022

Time: 11.45AM-1.00 PM

Title: Leadership Skill Development

Mr.Muthuraj, founder of SVM naturals handled a training session on the leadership skill development and activity based learning to the members of Farmer Producer Companies of Thoothukudi District. He also shared his experience of formation and development of SVM naturals and importance of leadership skills to be successful in business firm.



Session :4

Date: 16.09.2022

Time: 2.00PM-3.00 PM

Title: exploring incubation centre facilities

Incubation centre facilities and machineries were explained to the themembers of Farmer Producer Company in Thoothukudidistrict .



Session :5 Feedback and valedictory session

Date: 07.07.2022

Time: 3.30PM-5.00 PM

Participants of the training programme have shared their views and experience of the training and how they benefitted



Report on the Capacity Building Programme on “EDP for FPOs” conducted by the DABD (TNAU) on 01.11.2022 to 04.11.2022

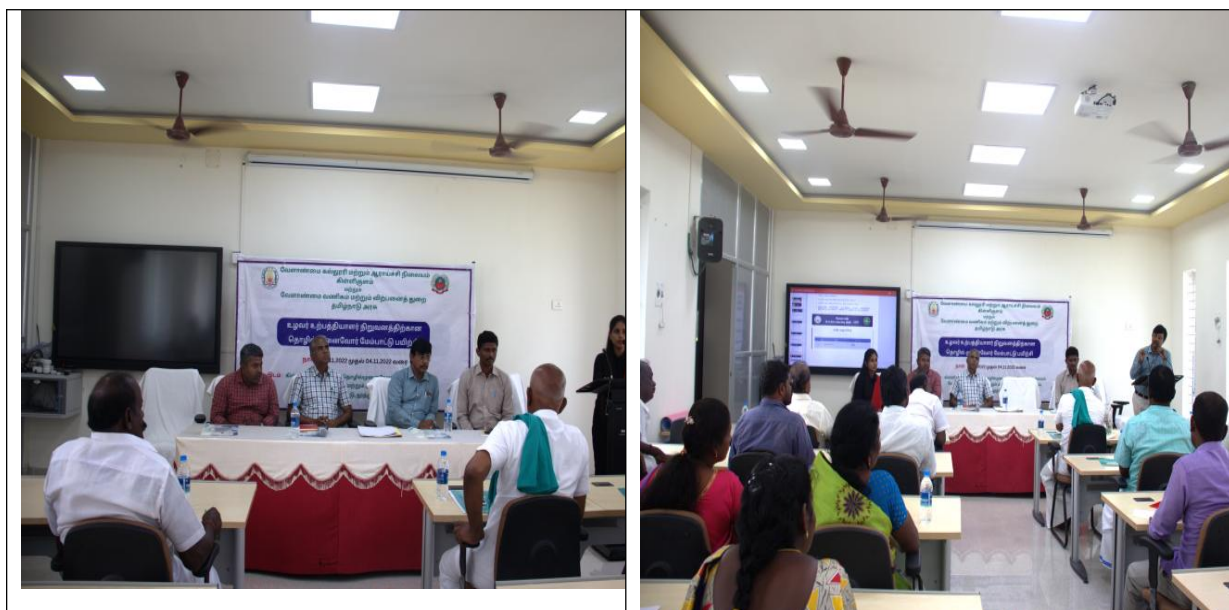
A project on “Capacity Building Trainings to members of 318 Farmer Producer Organizations at a cost of Rs.2.00 Cr to transform them as Agri Entrepreneurs” has been announced by honourable minister for agriculture and farmers welfare, Government of Tamilnadu and Directorate of Agribusiness Development (DABD) acted as the nodal centre for implementing the training. EDII Killikulam Agribusiness Incubation Forum (KABIF) has identified as one of the centres to implement this programme .In this connection, EDII KABIF organized a three days training on “EDP for FPOs” to 40 members of Farmer Producer Organization of Thoothukudi district from 01.11.2022 to 04.11.2022.

The purpose of the programme was to educate the farmer members of the Farmer Producer Organization on the various factors of management of Farmer Producer Company. The inaugural ceremony of the training was held on 26.09.2022 at EDII KABIF .The programme was inaugurated by Dr.M.Theradimani, Dean , AC & RI killikulam .

Dr Arumuganpillai, Director of EDII KABIF has given a speech on importance of FPO management and scope of developing FPOs of southern districts of TamilnaduHe emphasized on the scope and need of understanding the various management activities of FPOs to increase the revenue generation and sustainability of FPOs.

Dr SenthilNathan, Programme co-ordinator, KABIF addressed the audience and given the strcture of the training programme and explained the objectives of the programme to the members. Ms Aswathy, Deputy Manager ,EDII KABIF has delivered the vote of thanks.





MsAswathy V A,Deputy manager EDII KABIF , gave away the vote of thanks to all the stakeholders of this capacity building programme.

Day 1

Date: 01.11.2022

Time: 10.30AM-1.00 PM

Session:1

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

Dr.M.Danieljebaraj, Managing director, Agri amigos pvt.ltd handled a hands-on training session on the Business opportunities and Bankable Business Plan for FPC'sby emphasizing role of Demand and Supply gap, agri value chain, input supply, Trading and Export BoDs to the members of Farmer Producer Company in Thoothukudi District. He also emphasized on explaining SWOT analysis for the ideas proposed by the concerned Farmer Producer Organization during the training program



Session:2

Date: 01.11.2022

Time: 2.00PM-4.30 PM

Title :Business plan preparation

Dr.M.Danieljebaraj, Managing director, Agri amigos pvt.ltd handled a training session on the creation of awareness about financial planning-means of finance to the various business related activities to the FPOs. He also highlighted the components - financial part of the business plan. Under that, she explained how to calculate NPV and BC ratio to see the viability and feasibility of the business ideas of the FPOs.



Day 2

Date: 02.11.2022

Time: 10.00AM-11.15 AM

Session :1

Title :Handling loans and grants in FPO

Dr.M.Danieljebaraj, Managing director, Agri amigos pvt.ltd 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 on different schemes available from central and state government. He highlighted sum of the loan and grant management strategies to the participants of this training program.



Session :2

Date: 02.11.2022

Time: 11.30AM-1.00 PM

Title :Marketing strategies for promoting products of FPO

Dr S Senthilnathan, Associate Professor (Economics), AC&RI Killikulam handled a session on marketing strategies for promoting products of FPOs. 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 :3

Date: 02.11.2022

Time: 2.00 PM-3.15 PM

Title: Price fixation strategies for FPCs products

Dr.M.Danieljebaraj, Managing director, Agri amigos pvt.ltd handled a hands-on training session on the Price fixation strategies for FPCs products by covering various components that has to be consider to fix the price for the products produced by FPO. She also emphasized different types of strategies available to the members of Farmer Producer Company in Thoothukudi District for fixing price



Session :4**Date:** 02.11.2022**Time:** 3.30PM-5.00 PM**Title:** Projecting cash flows

Dr.S.Senthilnathan, Associate Professor (Economics), AC&RI,Killikulam handled a session on Projecting cash flows by covering the important criterias for taking investment decisions on various business ideas for FPOs. She also discussed about the working capital needs calaculationfo implementing day to day activities of FPOs to the participants of this training program.

**Day 3****Date:** 03.11.2022**Time:** 10.00AM-11.15 AM**Session :1****Title :**Standardisation of FPC Products

Mr.HKannan, Founder, Palm era delivered a lecture on Standardisation of FPC Products to the participants. In her speech, she 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 :2

Date: 03.11.2022

Time: 11.30AM-1.00 PM

Title :Value Addition

Mr.HKannan, Founder, Palm era 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. He shared his journey of product development to the participants.



Session :3

Date:03.11.2022

Time: 2.00PM-3.15 PM

Title: Market Linkage of FPC's

Mr U Poovanan ,Deputy director, Agriculture (AB),Tirunelveli handled a session on Market Linkage of FPC's by covering Forward & Backward Linkages in promoting the products. She also emphasized how to tackle the issues and challenges prevailing in the market to the members of Farmer Producer Company in Thoothukudi District



Session :4

Date: 03.11.2022

Time: 3.30PM- 5.00PM

Title: Market Linkage of FPO's- Export

Dr.S.Senthilnathan, Associate Professor (Economics), AC&RI,Killikulam handled a session on Export -Market Linkage of FPC's by covering Export procedure and Export potential for FPOs products to the members of Farmer Producer Company in Thoothukudi District



DAY 4 EXPOSURE VISIT

04-11-2022



An exposure visit of Thoothukudi FPOs has organized to TVS Srinivasa Trust ,Kalakad ,Tirunelveli. They make different hand crafted products from banana fibre by employing women from the villages. Different types of baskets, light lamps and other decorative products from banana fibres are produced by the trust . They are also providing Workshops on the making of the products. The members of FPOs was delighted to visit and they have informed with the ideas of revenue generation from waste materials.



Visit to Mani vermicompost and biofertilizer unit and farm,Tirunelveli was organized to get exposure on making and marketing agriculture products to FPO members of Thoothukudi District. The vermicompost produce in the firm is exporting to different countries including Maldives, UAE. They have explained the making , packaging , usage and marketing of the product.

