

## **Report on the Capacity Building Programme on “Management of FPOs” conducted by EDII KABIF on 26.09.2022 to 28.09.2022**

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 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 “Management of FPOs” to 40 members of Farmer Producer Organization of Tirunelveli district from 26.09.2022 to 28.09.2022.

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 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.





**Day 1**

**Date: 26.09.2022**

**Time: 10.00AM-11.30 AM**

**Session:1**

**Title :Importance of FPO management**

Dr.N.Murugesan, Retired. Professor, AC &RI Killikulam handled a training session on the importance of FPO management, responsibilities of CEO's, services of FPCs, role of committees to the members of Farmer Producer Company in Tirunelveli District



## Session:2

Date: 26.09.2022

Time: 11.45AM-1.00 PM

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

Mr.U.Poovannan, Deputy Director of Agriculture (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:3

Date: 26.09.2022

Time: 2.005PM-5.00 PM

### Title :Team Building and

Dr.M.DanielJebaraj, Managing Director, Agri amigos pvt.ltd handled an activity based training session on the team building and its importance for managing and sustaining the Farmer Producer Companies. Participants were divided into different groups and given with group activities . Each group has explained their work at the end of the session and feedback was given by other teammembers





**Day 2**

**Date: 27.09.2022**

**Time: 9.30AM-10.30 AM**

**Session :1**

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

Mr.C.Sadaippan, 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: 27.09.2022**

**Time: 10.45AM-11.30 AM**

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

Mr.C.Sadayappan ,Auditor, Tirunelveli handled a session on the content of Memorandum of Association (MoA) & Articles of Association (AoA)by covering share capital, shares allotment, annual general body, BoDs meeting, resolution and quorum to the members of Farmer Producer Company in Coimbatore District



## Session :3

**Date: 27.09.2022**

**Time: 11.30AM-1.30 PM**

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

Mr.P.Uthaiyan ,CEO handled 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: 27.09.2022**

**Time: 2.30PM-5.00 PM**

**Title: Financial Statement for FPCs**

Mr.P.Uthaiyan, CEO, handled 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: 28.09.2022**

**Time: 9.30AM-10.30 AM**

**Session :1**

**Title :Role of Incubation centre for promoting FPOs**

Dr.S.Senthil Nathan, Programme Coordinator, EDII - KABIF delivered a lecture on the role of Incubation centre for promoting FPOs to the participants. In the speech, he briefed on the role of incubation in nurturing and hand holding start-ups and FPOs



**Session :2**

**Date: 28.09.2022**

**Time: 10.45AM-11.45 AM**

**Title :Opportunities and challenges in promotion of FPOs**

Dr.M.DanielJebaraj, Managing Director,Agriamigos,pvt.ltddelivered 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: 28.09.2022**

**Time: 11.45AM-1.00 PM**

**Title: Leadership Skill Development**

Dr.M.DanielJebaraj, Managing Director, Agriamigos,pvt.ltdhandled a training session on the leadership skill development and activity based learning to the members of Farmer Producer Company in Tirunelveli District





#### **Session :4**

**Date: 28.09.2022**

**Time: 2.00PM-3.00 PM**

#### **Title: Incubation centre visit**

The members of Farmer Producer Company in Tirunelveli district visited the incubation centre facilities and machineries



#### **Session :5**

**Date: 28.09.2022**

**Time: 3.30PM-5.00 PM**

#### **Feedback and valedictory session**

Participants have given their overall feedback of the training programme and the knowledge they have gained through the sessions and activities of the programme.

## **Report on the Capacity Building Programme on “EDP for FPOs” conducted EDII KABIF on 08.11.2022 to 11.11.2022**

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 and on day exposure visit on “Entrepreneurship development of FPOs” to 40 members of Farmer Producer Organization of Tirunelveli district from 26.09.2022 to 28.09.2022.

The purpose of the programme was to educate the farmer members of the Farmer Producer Organization on the various aspects of entrepreneurship development . 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 .

Mr U Poovanan, Deputy Director of of agriculture (AB)has given a speech on importance of FPO and scope of developing entrepreneurship in southern districts of Tamilnadu.He emphasized on the scope and need of understanding the various activities of FPOs to increase the revenue generation and developing agribusiness.

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.





**Day 1**

**Date: 08.11.2022**

**Time: 10.30AM-1.00 PM**

**Session:1**

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

Mr Mariappan, agriculture officer (agrimarketing),Tirunelveli handled a hands-on training session on the Business opportunities and Bankable Business Plan for FPC's by emphasizing role of Demand and Supply gap, agri value chain, input supply, Trading and Export BoDs to the members of Farmer Producer Company in Coimbatore District. He also described the opportunities of agribusiness in southern districts of Tamilnadu.





**Session:2**

**Date: 08.11.2022**

**Time: 2.00PM-4.30 PM**

**Title :Business plan preparation**

Dr S Senthilnathan, Associate professor (Economics) ,AC&RI Killikulam handled a training session on the creation of awareness about financial planning-means of finance to the various business related activities to the FPOs. She 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 EXPOSURE VISIT**

**09-11-2022**

**JAYCEE AGRO PRODUCT PVT LTD**

An exposure visit to Jaycee organic farm, Alankulam, Tenkasi was organized for the FPO members of Tirunelvelidistrict . It is an organic farm of 182 acres cultivating different crops and also include biodiversity areas . They have a manure production unit inside the farm itself. The industry is also situated inside the farm which took over the production of different value added products of Amla, neem,curryleaf, papaya,moringa etc.

Mr.KJayachandran Founder of Jaycee organics has explained his journey from the scratch to the farmers and different aspects of



**Day 3**

**Date: 10.11.2022**

**Time: 10.00AM-11.15 AM**

**Session :1**

**Title :Handling loans and grants in FPO**

Mr.N.Vadivel ,Ramnad FPCL handled a session on Financial management for FPCs with specific tohandling loans and grants in FPO. He coveredvarious 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: 10.11.2022**

**Time: 11.30AM-1.00 PM**

**Title :Marketing strategies for promoting products of FPO**

Mr.PRamanathan ,project coordinator, Ramnad FPCL 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: 10.11.2022**

**Time: 2.00 PM-3.15 PM**

**Title: Price fixation strategies for FPCs products**

Mr.N.Vadivel ,Ramnad FPCL 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 Coimbatore District for fixing price



**Session :4**

**Date: 10.11.2022**

**Time: 3.30PM-5.00 PM**

**Title: Projecting cash flows**

Mr. P Ramanathan ,project coordinator, Ramnad FPCL 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 4**

**Date: 11.11.2022**

**Time: 10.00AM-11.15 AM**

**Session :1**

**Title :Standardisation of FPC Products**

Mr.SekharGopal ,founder Millet leaf 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: 11.11.2022**

**Time: 11.30AM-1.00 PM**

**Title :Value Addition of Millets**

Mr.SekharGopal , Founder ,Millet leaf delivered a lecture on the Value Addition of millets 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 :3**

**Date: 11.11.2022**

**Time: 2.00PM-4.00 PM**

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

Dr.S.Senthilnathan 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 Tirunelveli District

