

## **Report on the Capacity Building Programme on “Management of FPOs” conducted by EDII KABIF on 16.03.2023 to 18.03.2023**

### **Introduction**

The self introduction session of members was held on 16.03.2023 which was followed by the technical sessions. Mr K Arun ,CEO,KABIF briefed about the training programme to the participants.



### **Day 1**

**Date: 16.03.2023**

**Time: 10.30AM-12.00 PM**

**Session:1**

**Title : Leadership Skill Development**

Mr Aravind Krishnasamy ,GST Practitioner handled a session on leadership skill development. He emphasized on different leadership traits and how important are leadership skills for functioning of a company. Group activities were also included in the session to provide input on teamwork.



## **Session:2**

**Date: 16.03.2023**

**Time: 12.00AM-1.00 PM**

### **Title: Book Keeping and Record maintenance**

Mr Aravind Krishnasamy ,GST Practitioner 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 Companies.



## **Session:3**

**Date: 16.03.2023**

**Time: 2.005PM-3.15 PM**

### **Title : Team Building for FPC**

Mr Aravind Krishnasamy ,GST Practitioner 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 team members



#### **Session:4**

**Date: 16.03.2023**

**Time:3.30PM-4.30 PM**

#### **Title : Overview of FPC in India and Tamilnadu**

Mr.K Arun, CEO EDII Killikulam Agribusiness Incubation Forum handled a session on overview of FPC in India and Tamilnadu . The session comprised of the details about existing FPOs under different schemes ,their functionalities and their end to end services.



#### **Day 2**

**Date: 17.03.2023**

**Time: 10.30AM-11.45 AM**

#### **Session :1**

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

Mr.C.Sadayappan, Auditor,Tirunelveli 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: 17.03.2023**

**Time: 11.45AM-1.00 PM**

### **Title : Statutory compliances of FPC**

C Sadayappan ,Auditor, Tirunelveli handled a session on statutory compliances of FPC by covering statutory registers, cash book, account maintenance, annual RoC Filing, share allotment, penalty clause, debentures, audit statement to the member



## **Session :3**

**Date: 17.03.2023**

**Time: 2.00AM-3.30 PM**

### **Title: Share capital and Share allotment**

C Sadayappan ,Auditor, Tirunelveli handled a session on share capital and share allotment for the members of farmer producer companies.



#### **Session :4**

**Date: 17.03.2023**

**Time: 3.45PM-5.00 PM**

#### **Title : Meeting BOD's ,AGM, Resolution & Quorum**

C Sadayappan ,Auditor, Tirunelveli handled a session on Meeting BOD's ,AGM, Resolution & Quorum. He emphasized the importance of meetings at a periodic interval and the agenda which should be followed.



#### **Day 3**

**Date: 18.03.2023**

**Time: 10.30AM-11.45AM**

#### **Session :1**

#### **Title : Role of BODs and CEOs**

Mr A P Mayandi,Consultant FPO has explained the role of BODs and CEOs for sucessful functioning of the FPC. He added on the duties and responsibilities to be followed by BODs and CEOs of the farmer producer company.



## Session 2

Date: 18.03.2023

Time: 11.45AM-1.00PM

### Title : Function of FPC

Mr A P Mayandi, Consultant FPO handled a session function of FPC. He explained the role of FPC in supporting small farmers by providing technical services to processing and marketing.



## Session 3

Date: 18.03.2023

Time: 2.00PM-3.15PM

### Title : Governance of FPC

Mr A P Mayandi, Consultant FPO handled a session on Governance of FPC. He emphasised the different governing factors that required for the sustainability of farmer producer companies.



## Session 4

Date: 18.03.2023

Time: 3.30PM-4.30PM

### Title : Government schemes for FPO

Mr A P Mayandi, Consultant FPO handled a session on Government schemes for FPO covering state and central schemes and policies for FPOs in detail.



## **Report on the Capacity Building Programme on “EDP for FPOs” conducted by EDII KABIF on 23.03.2023 to 25.03.2023 & 29.03.2023**

### **Introduction**

The inaugural ceremony of the training was held on 23.03.2023 at EDII KABIF .The programme was inaugurated by Dr.M.Theradimani, Dean , AC & RI killikulam .



### **Day 1**

**Date: 23.03.2023**

**Time: 10.30AM-11.45 AM**

**Session:1**

**Title : concept note on entrepreneurship**

Mr K Arun, CEO, KABIF handled a training session on concept note on entrepreneurship. He described the entrepreneurial traits and different aspects and importance of entrepreneurship in today's scenario. He also described the opportunities of agribusiness in southern districts of Tamilnadu.



## **Session:2**

**Date: 23.03.2023**

**Time: 11.45AM-1.00 PM**

### **Title : Case study on successful Business for FPCs**

Mr K Arun, CEO, KABIF, AC&RI Killikulam handled a training session case studies on successful business for FPCs by providing different case studies on viable business models adoptable for FPC which includes all aspects of a business from product identification to marketing.



## **Session:3**

**Date: 23.03.2023**

**Time: 2.00PM-3.15 PM**

### **Title : Business plan preparation**

Mr Bagavathi Arun, Business consultant, BG Digitz handled a training session on Business plan preparation 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.



#### **Session:4**

**Date: 23.03.2023**

**Time: 3.30PM-4.30 PM**

#### **Title : Business opportunities and bankable business plan for FPCs**

Mr Bagavathi Arun , Business consultant,BG Digitz handled a session on Business opportunities and bankable Business plan for FPCs in which he explained about Demand and Supply gap, Agri value chain Input supply and Trading and Export



#### **Day 2**

**Date: 24.03.20223**

**Time: 10.30AM-11.45 AM**

#### **Session :1**

#### **Title : Financial Management of FPCs**

Mr Aravind krishnasamy ,GST practitioner handled a session on Financial Management of FPCs. The session included the overall management of FPC in terms of finance to sustain for a long term operation. He explained the key elements like planning ,controlling,directing and decision making for a better understanding.



## **Session :2**

**Date: 24.03.2023**

**Time: 11.45AM-1.00 PM**

### **Title : Budgeting & Handling loans and grants in FPO**

Mr Aravind krishnasamy ,GST practitioner 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 :3**

**Date: 24.03.2023**

**Time: 2.00AM-3.15 PM**

### **Title : case studies on market linkage of FPCs**

Mr Aravind krishnasamy ,GST practitioner delivered a lecture on case studies on market linkage of FPCs 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 Company



#### **Session :4**

**Date: 24.03.2023**

**Time: 3.30 PM-4.30 PM**

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

Mr Aravind krishnasamy ,GST practitioner handled a 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 Companies.



#### **Day 3**

**Date: 25.03.2023**

**Time: 10.30AM-11.45 AM**

#### **Session :1**

**Title :** Way forward for building sustainable and vibrant FPCs.

Dr V Palanichamy,Senior scientist & head ICAR SCAD KVK Thoothukudi handled a session on Way forward for building sustainable and vibrant FPCs by briefing about services , functionalities and scope of FPCs.



## **Session :2**

**Date: 25.03.2023**

**Time: 11.45AM-1.00 PM**

### **Title : Value Addition of Agri and horti crops**

Mrs.S Sumathi, SMS Home science,ICAR KVK Thoothukudi delivered a lecture on the Value Addition of Agri and horti crops to promote Farmer Producer Organizations products in the market. she also explained about the importance of branding and packaging of various products to the participants.



## **Session :2**

**Date: 25.03.2023**

**Time: 2.00PM-3.00 PM**

### **Title : Standardisation of FPC Products**

Mrs.S Sumathi, SMS Home science,ICAR KVK Thoothukudi 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 :4

Date: 25.03.2023

Time: 3.15PM-4.15 PM

Title: Market Linkage of FPC's

Mr A Murugan SMS,Agronomy ,ICAR KVK,Thoothukudi 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 Companies



#### EXPOSURE VISIT

DAY 4

Date : 29.03.2023

Title : TVS Srinivasa trust and TVS farm





An exposure visit of FPOs has organized to TVS Srinivasa Trust and Farm ,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. A visit to TVS farm also made to understand different methods they are adopting for crop cultivation and nursery techniques followed by them. The farm is of more than 100 acres and includes Mango, Papaya, Amla, Pomogranate and other horticultural crops. They are maintain a manure production unit and also a nursery Unit inside the farm.