

**Report on the Capacity Building Programme on “Management of FPOs”
conducted by KVK, Sandhiyur, Salem on 13.09.2022 to 15.09.2022**

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” to the Directorate of Agribusiness Development (DABD), Tamil Nadu Agricultural University, Coimbatore.

In this regard, KVK, Salem organized a three days training on “Management of FPOs” to 40 members of Farmer Producer Organizations of Salem District from 13.09.2022 to 15.09.2022. The training was aimed to train the farmer members of Farmer Producer Organization on the various aspects of Management of Farmer Producer Company. The inaugural ceremony of the training was held on 13.09.2022 at KVK, Salem.

Dr.R.Jegathambal, Programme Coordinator, KVK, Salem, delivered welcome address to the gathering. Dr. Balasubramanian.V. (Deputy Director, Agricultural Marketing), Salem District highlighted on the importance of the training program for the FPOs to implement various business related activities.

Finally vote of thanks was given by Dr.G.Malathi, SMS (Horticulture), KVK, Salem



Day 1

Date: 13.09.2022

Session:1

Title :Book Keeping and maintenance of Records

Tmt.Sivarani, CEO, Sri VeerapandiKalanjiumhandled a session on Book keeping and record maintenance and statutory compliances of FPC in which Statutory registers, cash book, account maintenance, annual ROC filing, share allotment, Penalty clause, debentures and audit statement etc., have been clearly explained.

Session:2

Date: 13.09.2022

Title :Team Building and Leadership Skill development

Mr.Santharam, H, Faculty, Indian Bank Self Employment Training Institute, Salem handled a training session on Team Building and Leadership Skill developmentto the participants



Day 2

Date: 14.09.2022

Session :1

Title :Concept of FPC's under Companies Act

Auditor Thiru. Ilayaraja, Chartered Accountant from Thiruvannamalaihandled 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

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

Auditor Thiru. Ilayaraja, Chartered Accountant 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

Title: Creation of awareness on Government Schemes on FPOS

Tmt. Deepa, Agricultural Officer, (AB), Salem handled a session on State and Central Government Schemes and Policies and created awareness in relation to FPOs establishment and proper maintenance of FPOs to BODs and CEOs and members of FPOs.

Session 4

Title: Role and Responsibilities of CEOs and BODs

Auditor Thiru. Ilayaraja, Chartered Accountant handled a session on Role and Responsibilities of CEOs and BODs.

Day 3

Date: 15.09.2022

Session :1

Title :Role of Incubation centre for promoting FPOs

Dr.Padma, Training Scholar, Business Incubation Centre), Periyar University,Omalur, Salem delivered a lecture on the role of Incubation centre for promoting FPOs to the participants. In her speech, he briefed on the role of the Technology Business Incubator in nurturing and hand holding start-ups and FPOs in Salem District.

Session :2

Title :Opportunities and challenges in promotion of FPOs

Dr.Deepa, Assistant Professor (Business Incubation Centre), Periyar University, Omalur, Salem delivered a lecture on the opportunities and challenges in promotion of Farmer Producer Organizations to the participants. She also explained various strategies available for promoting business.



Session :3

Title: Financial Statement for FPOs

Dr.T.Rajendran, Assistant Professor (Economics), TCRS, TNAU, Yethapore handled a hands-on training session on financial statements for FPOs which covered the informations related to Balance sheet and Profit and Loss account etc., to the members of Farmer Producer Company in Salem District.

Title: Visit to Exhibition

The members of Farmer Producer Company in Coimbatore District visited the Exhibition arranged by KVK, Sandhiyur, Salem and FPOs of Salem District.



Date: 15.09.2022

Time: 3.30PM-5.00 PM

Feedback and valedictory session

Report on the Capacity Building Programme on “EDP for FPOs” conducted by the KVK, Sandhiyur, Salem from 01.11.2022 to 04.11.2022

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” to the Directorate of Agribusiness Development (DABD), Tamil Nadu Agricultural University, Coimbatore. In this regard, KVK, Salem organized a three days training and one day outdoor visit on “EDP for FPOs” to 40 members of Farmer Producer Organization from 01.11.2022 to 04.11.2022.

The training was aimed to train the farmer members of Farmer Producer Organization on the various aspects of Management of Farmer Producer Company. The inaugural ceremony of the training was held on 01.11.2022 at the KVK, Salem.

Dr.R.Jegathambal, Programme Coordinator, KVK, Salem, delivered welcome address to the gathering. Dr.Balasubramanian.V. (Deputy Director, Agricultural Marketing), Salem District highlighted on the importance of the training program for the FPOs to synthesise and to start and implement various business related activities. Mr. Manikandan, CEO of VazhnthuKattuvom Project also joined in the inaugural session and explained about the project and schemes of the project related to FPOS.



Dr.G.Malathi, SMS (Horticulture), KVK, Salem has given the vote of thanks to all the stakeholders of this capacity building programme.

Day 1

Date: 01.11.2022

Session:1& 2

Title: Entrepreneurship opportunities related to Plant Protection

Dr.M.Ravi, SMS (Plant Protection), KVK, Salem has given hands on training, demonstrations and method demonstrations on Entrepreneurship opportunities related to Plant Protection such as Mushroom and spawn production, honey bee production of bio agents and organic products production used in plant protection aspects in various agricultural crops.

Session:3&4

Title: Entrepreneurship opportunities related to Seeds and seedlings production

Dr.R.Jegathambal, Programme Coordinator, KVK, Salem has given hands on training and demonstration on Entrepreneurship opportunities related to quality seed production in various agricultural and horticultural crops, seedlings production in different crops and nursery management aspects in various crops.



Day 2

Date: 02.11.2022

Session 1 &2

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

Auditor Thiru. Ilayaraja, Chartered Accountant from Thiruvannamalai 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 Salem District. He also emphasized on explaining SWOT analysis for the ideas proposed by the concerned Farmer Producer Organization and ways and means to overcome the weaknesses during the training program

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Session: 3

Title :Business plan preparation for FPOS

Auditor Thiru. Ilayaraja, Chartered Accountant from Thiruvannamalaigiven 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. He further explained about the GST related to FPOs, Budgeting, Grants and Loans and Projecting Cash Flows etc.,

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Session 4

Title: Price fixation strategies for FPCs products and Projecting Cash Flows

Auditor Thiru. Ilayaraja, Chartered Accountant from Thiruvannamalai handled a session on the Price fixation strategies for FPCs products by covering various components that has to be considered for price f by FPO. He also emphasized different types of strategies available to the members of Farmer Producer Company in Salem District for fixing price of different commodities and he also explained about Projecting cash flows by covering the important criterias for taking investment decisions on various business ideas for FPOs. He

also discussed about the working capital needs calculation for daily activities of FPOs to the participants of this training program.

Day 3

Date: 03.11.2022

Session 1 : Post harvest management and Value addition techniques

Dr.G.Malathi, SMS, (Horticulture), KVK, Salem has conducted training and demonstration on post harvest and value addition of horticultural crops like fruits, and vegetables and minor millets.

Session :2

Title :Organic Production of crops and Inputs production

Dr.P.Kalaiselvi, Associate Professor (ENS), KVK, Salem handled a session on organic cultivation of crops and production of inputs for organic cultivation of different crops.

Session :3

Date: 03.11.2022

Title :Marketing strategies for promoting products of FPO and Standardization of FPO Products

Dr.G.Anand, Associate Professor (Extension), KVK, Sandhiyur, Salem 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 marketing and export opportunities for the FPOs. He also briefed about export promotion and development of the APEDA, Quality Certifications viz., AGMARK, FSSAI, ISO, etc., and Export-Import Licences to the members of FPOs

Day 4

Date: 04.11.2022 – Exposure Visit

An exposure visit has been arranged by KVK, Salem for FPO members of Salem District to the Business to Incubation Centre, Periyar University, Omalur,

Salem for making awareness about the opportunities and making further liaison between the incubation centre and FPOS of Salem District.

