

Centre:5 KVK Sandhiyur , Salem

Report on Capacity Building Programme for Management and EDP for FPOs of Krishnagiri District

Introduction

The State Govt. has taken special initiative to empower the members of Farmer Producer Organization (FPO) formed under Tamil Nadu Small Farmers' Agribusiness Consortium (TSFAC) as a strengthening measure and thereby ensuring viability of such farmers organization in long run. The Agribusiness Directorate functioning under TNAU has taken this novel vision and shouldered the responsibility in hand with the State Department of Agri Business & Marketing at State level. The directorate has identified few TNAU centres as nodal centres for providing capacity building trainings for these FPOs in a phased manner. In this line, the KVK Salem serves as one of the nodal institute for proving capacity building centre for training the Chief Executive Officers (CEOs) and Board of Directors (BDs) of FPOs functioning in Krishnagiri District. KVK Salem and State Department of Agricultural Marketing & Certification of Krishnagiri District jointly organized the third phase of capacity building programme with three days EDP training and three days Management Training for three batches. Each batch covering 40 participants from Krishnagiri district. The entire capacity building programmes benefitted 120 members of representing eight FPOs functioning in Krishnagiri District.

Batch-III: Entrepreneurship Development Programme

Three days Entrepreneurship Development Training was organized from 20.12.2023 to 22.12.2023. The Day and session wise topics covered under Entrepreneurship Development Programme are as detailed below.

Day-I, Forenoon Session	:	Entrepreneurship through Value addition & Processing
Resource Person	:	Dr.G.Malathi, Associate Professor (Hort.), KVK, Salem

In-order to provide a brief insight on the importance of processing and value addition in agricultural farm products as one of the FPC enterprising venter, a technical session on “Entrepreneurship through Value addition & Processing” was organized on the first day of EDP programme. The session was handled by Dr.G.Malathi, Associate Professor (Horticulture), KVK, Salem. The trainees were briefed on latest technologies pertaining to value addition in agricultural and horticultural crops. The trainees were also on preparation of Ready to Serve (RTS) and Ready to eat (RTE) products from millets and fruits.

The trainees were taken to the food processing cum baking unit to provided hands on trainings on preparation of millet cookies. The trainees were also demonstrated on various operational procedures in handling the machineries used for dough making, steaming, baking and packing equipments.

Day-I, Afternoon Session	:	Entrepreneurship through conversion of farm waste to wealth
Resource Person	:	Dr.N.Chandrasekaran, Professor (SS&AC), KVK, Salem

During the first day afternoon session, the trainees were brifed on farm waste recycling technologies. The session on “Entrepreneurship through conversion of farm waste to wealth” was organized to sensitize the trainees on significance of enhancing soil health through farm waste recycling. The session was handled by Dr.N.Chandrasekaran, Professor (Soil Science & Agricultural Chemistry), KVK, Salem.

The trainees were given insight on preparation of enriched farm yard manure for lowering the input cost and enhancing soil health. The trainees were also taught on the significance of soil and water sample analysis and judicious use of soil test-based fertilizer application. The session also covered topics viz., commercial production vermicompost, earthworm production, coir pith compost and in-situ composting technologies.

Day-II, Forenoon Session	:	Seed Farming as Enterprise for FPOs
Resource Person	:	Dr.R.Jegathambal, Professor (SST) & Programme Coordinator, KVK, Salem

The demand for quality seeds is increasing gradually. Considerieng the expectations of the primary producers, a session entitled “Seed Farming as Enterprise for FPOs” was organized on the second day of EDP training programme. The session was handled by Dr.R.Jegathambal, Professor (SST) and programme Coordinator, KVK, Salem. During the session, the trainees were briefed on the quality seed production technologies and seed farming in agricultural and horticultural crops as an enterprise opportunity for getting sustainable returns.

The technical session was more focused on ways and means to start seed production and

processing as a business venture for the FPOs. The seed farm licensing, various class of seed production and economics of seed farming was detailed during the technical session. At the end of the technical session, the trainees were taken to the seed processing unit to demonstrate the series of activities taken-up in the seed processing centre starting from cleaning to bagging.

Day-II, Afternoon Session	:	Entrepreneurship through Organic Input Production
Resource Person	:	Dr.P.Kalaiselvi, Assoc. Professor (ENS), KVK, Salem

A technical session on “Entrepreneurship through Organic Input Production” was scheduled on the afternoon session during the second day of EDP training programme. Dr.P.Kalaiselvi, Associate Professor (Environmental Science), of KVK Salem handled the session. The field reality shows that, in recent past the inclination towards natural farming is gaining momentum among the farmers, wherein the need for organic inputs will be inevitable, thus the participants were sensitized on starting organic input production enterprising in near future due to the forecasted demand for such organic inputs.

The technical session was on production of organic inputs viz. 3-G extract, Pacnchagavya, 5-G Extract, Bio-decomposers & Bio pest repellents were delivered. At the end of the session, hands on training on preparation of panchagavya and 3G extract was organised for participants to learn the skill in preparing the organic inputs by themselves. A demonstration on preparation of 3G spray solution was done for better understanding of trainees.

Day-III, Forenoon Session	:	<ul style="list-style-type: none"> • Climate Smart Farming & Weather Based Advisories • Collective Farming and Contract Farming
Resource Person	:	Dr.C.Prathiba, Subject Matter Specialist (Agromet) Tmt.Gayathiri, Farm Manager, KVK, Salem

To sensitize the trainees on the weather-based farming, an exclusive session on “Climate Smart Farming & Weather Based Advisories” was organised on the last day of the Entrepreneurship Development Training. The trainees were exposed to basic weather parameters and the measuring gadgets installed in the automatic weather station at KVK farm. The concept of weather-based farming and cropping system were

taught to the trainees. The technical session was handled by Dr.C.Prathiba, Subject Matter Specialist (Agromet).

Beside this, the session on “Collective Farming and Contract Farming” was also covered through team-teaching. The trainees were session briefed on the significance of collective farming and contract farming for sustainable returns. The session was handled by Tmt.Gayathiri, Farm Manager, KVK, Salem. As a part of the last day of training, the trainees were also provided demonstration on farm machineries and implements used for drudgery reduction for saving labour cost and time.

Day-III, Afternoon Session	:	Entrepreneurship through Agro Based Ventures- Mushroom, Apiary, Production of Bio Agents
Resource Person	:	Dr.M.Ravi, Assoc. Professor (Agrl. Ento.), KVK, Salem

In-order to motivate the CEOs, Board of Directors and the FPC members, a session entitled “Entrepreneurship through Agro Based Enterprising – Mushroom, Apiary, Production of Bio Agents” was organized on the third day of the EDP training programme. The session was handled by Dr.M.Ravi, Associate Professor (Agricultural Entomology), KVK, Salem. The trainees were briefed on mushroom production, bee-keeping and production of bio-control agents cum predators. The trainees were also exposed to different methods of bio-agent and parasitoid production. An exclusive session on hands on training on spawn and mushroom bed preparation, preparation of value added products from honey was arranged for the benefit of the trainees and participants.

Batch-III: Management Training Programme

Three days Management Training Programme was organized from 26.12.2023 to 28.12.2023 for the FPOs of Krishnagiri district. The Day and session wise topics covered under Management Training Programme are as detailed below.

Day-I, Forenoon Session	:	<ul style="list-style-type: none"> • Data Base Management & Online Trading Strategies • Group Management & Activity for FPOs
Resource Person	:	Th.Sivaramanmt, Progm. Asst. (Computer), KVK, Salem Th.G.Senthilnathan, Progm. Asst. (Tech.), KVK, Salem

To sensitize the trainees on various digital platform based data base management viz., digitization of FPC members, basic records, financial records, and online marketing strategies for FPC products. The trainees were provided insight on online trading websites, and android based mobile apps for buying and selling of FPC products. The trainees were also briefed on eNAM for bulk sale of cereals and pulses without the intervening of middlemen and to get profitable returns directly. The session was handled by Th.Sivaraman, Programme Assistant (Computer), KVK, Salem.

In-order to provide insight on group management aspects, the participants were briefed on the group management strategies, with a group activity as a part of the technical session. The group activity was to emphasis the significance of group cohesiveness and joint decision making. The participants were asked to mimic as group leader, convenor and group supervisor and the individuals were asked to do the role play activity for simulating right decision-making process. The entire session was handled by Th.G.Senthilnatha, Programme Assistant (Technical), KVK,Salem.

Day-I, Afternoon Session	:	Food Safety and Food Quality Standards
Resource Person	:	Mr.P.Arokiya Prabhu, Food Safety Officer, Salem

A session on “Food Safety and Quality Standards” was organized on the first day of management training programme for the Batch-III trainees of Krishnagiri district. The session was handled by Mr.P.Arokiya Prabhu, Food Safety Officer, Salem. He briefed various food safety standards and certification procedures for FPO products. The contents like FSSAI, AGMARK, NABL and procedures for enrolling the products for quality certification. A video demonstration on registration in the website was showed by the food safety officer during the training session.

The Food Safety Officer sensitized the trainees on food adulteration and ways to raise online complaints on adulterated food items. A video show on online registration for FSSAI certification was screened to the trainees. The trainees interacted with the Food Safety Officer on how to get license for FPC products and safety certification.

Day-II, Forenoon Session	:	<ul style="list-style-type: none"> • Local Feed Preparation Demonstration • Farm Management Skills & Labour Management
Resource Person	:	Th.Prabakar, Agromet Observer, KVK, Salem Tmt.Gayathri, Farm Manager, KVK, Salem

Since there is huge market demand for low-cost animal feed, the trainees were exposed to the method demonstration on local feed preparation techniques for the livestock. The session was handled by Th.Prabakar, Agromet Observer, KVK, Salem. The demonstration was done with locally available farm resources like broken seeds. The farmers were also exposed to hydroponics method of green fodder cultivation, azolla cultivation and feed management.

A session on “Farm Management Skills and Labour Management” was organized on the second day of Management Training Programme. The session was handled by Tmt.Gayathri, Farm Manager, KVK, Salem. The trainees were sensitized on the significance of manpower in effective agro based production system. The trainees were taken to the Farm Machinery and Implement Demo unit maintained at KVK, Salem to have insight on new farm implements and machineries for drudgery reduction and time saving during peak production season. The trainees were also briefed on Agroforestry based farming system and economic agroforestry models for sustainable income generation. The farm manager shared the ways and means for farm labour management and drudgery reducing farm implements for cost and time effective farming.

Day-II, Afternoon Session	:	<ul style="list-style-type: none"> • Branding, Packing and Price Fixation for FPO Products • Book Keeping and Company Accounts & Laws
Resource Person	:	Th.K.Illayaraja, Chartered Account & Auditor

A session on “Branding, Packing and Price Fixation for FPO Products” was organized on the second day of Management Training Programme”. The following topics Preparation of Bankable Projects, Handling of grants & loans, Projecting cash flows Forward & Backward Linkages, Issues & challenges, Price fixation strategies for FPCs products, Export potential for FPOs products and Export procedure. He further explained the basics of evolving effective good business plan with the available resources and manpower. Apart from this a session on “Book Keeping and Company Accounts & Laws was organized on the final day of Management Training Programme. During the session important aspects like Book keeping, Memorandum of Association (MoA), Articles of Association (AoA), Resolution and quorum, Concept of FPC’s under companies Act. He also briefed the roles and responsibilities of CEOs and the Board of Directors. Both the sessions were handled by “Mr.K.Illayaraja, Chartered Accountant and Auditor.

Day-III, Forenoon Session	:	Govt. Schemes, Marketing Support Avenues for FPO Products
Resource Person	:	Dr.R.Jegathambal, Programme Coordinator, KVK, Salem

Dr.R.Jegathambal, Programme Coordinator, KVK, Salem, briefed the various supportive schemes of Government for promotion of FPO products. A brief on various welfare schemes rolled-out by agribusiness department was shared during the session. The session also covered the topics like State and Central Government Schemes and Farmer welfare Policies, Seed Production Regulations and Seed Act. A formal interaction session was also organised between the official and trainees to broadly discuss the price fixation, marketing avenues and support extended by the Govt. for FPC products. Dr.R.Jegathambal, sensitized the BODs and CEOs and members of FPOs trainees on maintaining of evolving a profitable business plan model suiting to the FPCs.

Day-III, Afternoon Session	:	Leadership Development and Accounts Cum Book Keeping
Resource Person	:	Dr.G.Anand, Associate Professor (Agrl. Extn.), KVK, Salem

Dr.G.Anand, Associate Professor (Agrl. Extn.), KVK, Salem briefed the trainees on accounting system and basic records to be maintained for efficient functioning of Farmer Producer Company. The basic 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., was briefed to the participants. The session was a combined activity of deliberation and interaction.

Day-III : Feedback and Valedictory Session

On the final day of Management Training Programme, the participants were asked to give feedback on EDP and Management Training organized at KVK, Salem. The filled-in feedback forms were collected from the participants for compilation. Finally the official vote of thanks was given by Dr.R.Jegethambal, Programme Coordinator, KVK, Salem.


























