

FPO Academic Activities during 2022-23

1. Activities of FPO Academy

MANAGE has been organising number of programs for different Stakeholders of FPOs since 2013. So far the institute has organised more than 100 programs covering more than 3000 participants consisting of extension officers, CEOs, Board of Directors and Members of FPOs in the country. MANAGE also has documented case studies, research studies and policy papers on different aspects of FPOs. These programs serve as platform for sharing different aspects of FPO and for facilitating interaction with the experts available with the institute and experts from other organizations. The major activities carried out in FPO Academy are mentioned in detail as below.

▪ **Capacity Building Programs:** In order to sensitise the stakeholders covering Board of Directors, CEOs, Bankers, CBBOs, officers from agriculture and line departments, recourses from NGOs, Universities and other institutes including private sector consultative workshops, national seminars, training programs, webinars and buyer seller meets were organized in both physical and virtual mode. As on date 28 capacity building programs were organized on the following aspects (Annexure).

List of Training Programmes conducted under FPO Academy during October 2021 to January, 2023

Sl. No.	Title	Duration	Venue	Program Team
1.	Training Program on Encouraging Formation of FPOs under Mountain Agriculture System (Collaborative)	27/10/2021 to 30/10/2021	Online, SKUAT- Kashmir and MANAGE	Dr.K.C.Gummagolmath Director (M&E)
2.	One Day Buyer – seller interface for Farmer Producer Organization in Project District under APII & AT Project of Andhra Pradesh	15/11/2021 to 15/11/2021	RARS, Anakapalle, Visakhapatnam	Dr.K.C.Gummagolmath Director (M&E)
3.	Training program on Strengthening Agricultural Extension through participation of FPOs	22/11/2021 to 25/11/2021	Online, PAMETI, Ludhiana, Punjab	Dr.K.C.Gummagolmath Director (M&E)
4.	Workshop on strengthening of FPOs promoted under APDMP project through APII & AT Project in Second Phase of Linking FPOs to Market and overall strengthening	11/01/2022 to 11/01/2022	Webinar (MANAGE)	Dr.K.C.Gummagolmath Director (M&E)

5.	Training Program on Farmer Producer Organizations (FPOs): What, Why, How & Challenges For KSRDPRU Faculty & III Semester PG Students	27/01/2022 to 29/01/2022	Online (MANAGE)	Dr.K.C.Gummagolmath Director (M&E)
6.	National Seminar on Comprehensive Extension Strategies for Sustainable Development of Farmer Producer Organization (FPOs):Challenges and Opportunities	22/04/2022 to 24/04/2022	MANAGE	Dr.K.C.Gummagolmath Director (M&E)
7.	Webinar 2 - Linking FPOs to Alternative Marketing System	10/05/2022 to 10/05/2022	Online (No Fee), MANAGE	Dr.K.C.Gummagolmath Director (M&E)
8.	Webinar 1 - Farmer Producer Organization (FPO): Challenges and Opportunities” for CEOs and BoDs	30/05/2022 to 30/05/2022	Online (No Fee), MANAGE	Dr.K.C.Gummagolmath Director (M&E)
9.	Webinar 3 - Orienting FPOs on Agri-Infrastructure Fund Scheme (AIF)	27/06/2022 to 27/06/2022	Online (No Fee), MANAGE	Dr.K.C.Gummagolmath Director (M&E)
10.	Webinar 5 - Orientation of Members of Taylur FPC, Kolar, Karnataka	09/07/2022 to 09/07/2022	Offline/Physical, MANAGE	Dr.K.C.Gummagolmath Director (M&E)
11.	Issues and Challenges in Formation, Management and Implementation of FPOs for North Indian States	11/07/2022 to 15/07/2022	Online (No Fee), MANAGE	Dr.K.C.Gummagolmath Director (M&E)
12.	Webinar 6 - Orientation of Members of Budikote FPC, Kolar, Karnataka	14/07/2022 to 14/07/2022	Offline/Physical, MANAGE	Dr.K.C.Gummagolmath Director (M&E)
13.	Webinar 7 -Orientation of Members of Rajenahalli FPC, Kolar, Karnataka	15/07/2022 to 15/07/2022	Offline/Physical, MANAGE	Dr.K.C.Gummagolmath Director (M&E)
14.	Webinar 8 -Orientation of Members of Kamasamudram FPC, Kolar, Karnataka	16/07/2022 to 16/07/2022	Offline/Physical, MANAGE	Dr.K.C.Gummagolmath Director (M&E)
15.	Issues and Challenges in Formation, Management and Implementation of FPOs for NE Region	18/07/2022 to 20/07/2022	Online (No Fee), MANAGE	Dr.K.C.Gummagolmath Director (M&E)

16.	Webinar 9 - Orientation of Members of Gudipalli FPC, Kolar, Karnataka	19/07/2022 to 19/07/2022	Offline/Physical, MANAGE	Dr.K.C.Gummagolmath Director (M&E)
17.	Webinar 4 - Orientation of CBBOs on Formation and Implementation of FPOs	25/07/2022 to 25/07/2022	Online (No Fee), MANAGE	Dr.K.C.Gummagolmath Director (M&E)
18.	Development of Rural Clusters (Collaborative)	25/07/2022 to 27/07/2022	Online (No Fee), National Institute for Micro, Small & Medium Enterprises (ni-msme), Yousufguda, Hyderabad	Dr.K.C.Gummagolmath Director (M&E)
19.	Virtual training on Governance and Management of FPOs (Collaborative)	22/08/2022 to 26/08/2022	Online (No Fee), MAHILA ABHIVRUDDHI SOCIETY (APMAS) Hyderabad	Dr.K.C.Gummagolmath Director (M&E)
20.	Capacity Building on the Labour Laws and Migration (Collaborative)	13/09/2022 to 17/09/2022	Online (No Fee), V . V GIRI NATIONAL LABOUR INSTITUTE-Noida	Dr.K.C.Gummagolmath Director (M&E)
21.	Formation and Management of Farmer Producer Companies (Collaborative)	10/10/2022 to 12/10/2022	Online (No Fee), SAMETI, Mashobra, Shimla, Himachal Pradesh	Dr.K.C.Gummagolmath Director (M&E)
22.	Strategies to transform FPOs into Entrepreneurs (Collaborative)	10/10/2022 to 12/10/2022	Online (No Fee), Dr.Y.S.R Horticultural University	Dr.K.C.Gummagolmath Director (M&E)
23.	Handholding of Farmer Producer Organisations Strategies(Collaborative)	10/10/2022 to 12/10/2022	Online (No Fee), SAMETI, Kerala	Dr.K.C.Gummagolmath Director (M&E)
24.	Governance and Management of Farmers producer organizations (FPOs) (Collaborative)	12/10/2022 to 15/10/2022	Online (No Fee), ICAR - Indian Institute of Millets ResearchRajendranagar, Hyderabad	Dr.K.C.Gummagolmath Director (M&E)
25.	Business Opportunities in Millets for Farmers Producer Organizations (FPOs) (Collaborative)	19/10/2022 to 22/10/2022	Online (No Fee), ICAR - Indian Institute of Millets ResearchRajendranagar, Hyderabad	Dr.K.C.Gummagolmath Director (M&E)
26.	Formation, Management and Strengthening of	15/11/2022 to 17/11/2022	Online (No Fee), BAMETI, Bihar	Dr.K.C.Gummagolmath Director (M&E)

	FPOs in Agriculture sector (Collaborative)			
27.	Issues and Challenges in Formation, Management and Implementation of FPOs (Collaborative)	16/11/2022 to 19/11/2022	Online (No Fee), EEI, Jorhat, Assam	Dr.K.C.Gummagolmath Director (M&E)
28.	Strengthening of FPOs for Collective Action (Collaborative)	14/12/2022 to 16/12/2022	Online (No Fee), UAS,GKVK, Bengaluru, Karnataka	Dr.K.C.Gummagolmath Director (M&E)

Besides, need based meetings were conducted by MANAGE with the knowledge partners of FPO Academy and various experts. The suggestions given by the experts from time to time are as follows.

- a. Dr. P.V.G.K. Murthy, an Agribusiness expert ,suggested that there is a dire need to identify FPOs in the selected clusters and strengthen them with regard to quality testing of the produce, identifying the traders for feasible marketing. He also emphasized on branding of the produce from FPOs.
- b. Dr. Purushotham Expert (Supply chain and value chain management) advised on the need for construction of warehouses, mini/micro cold rooms at FPO premises that can be useful for storage of small quantities of produce in order to reduce the operating cost. He has also highlighted the importance of capacity building programs for strengthening FPOs in various aspects.
- c. Dr. Ramanjaneyulu, CSA, Hyderabad has stressed for sustainability of FPOs across India and challenges faced with regard to governance of FPOs. he also emphasized that FPOs in organic farming may be promoted to produce quality food.
- d. Dr. T N Venkat Reddy, Prof. (Rtd.), UAS, Bangalore suggested for an institutional linkage between FPOs and agribusiness firms with regard to marketing. Moreover, he advised for a benchmark survey in identification of FPOs and their approaches towards integrated supply chain and value chain.
- e. Shri Yogesh Thorat, MAHAFPC suggested for mapping of commodity specific existing FPOs followed by their value chain mapping. MAHAFPC proposed and implemented linking RAWE program with FPOs.
- f. Dr. S A Patil, Former Vice Chancellor, UAS, Dharwad has advised on improving storage structure with the support of Government and moreover, the experiences from successful FPOs can be taken and imparted for further actions.
- g. Dr. S K Goyal, Former Secretary, Govt. of Maharashtra has suggested that prospective marketing of FPO needs to be critically understood. The end to end value chain needs to be considered and emphasis should be given on marketing and for this first identify potential buyer's, then map the buyers and find out their requirement in terms of quantity and quality. Later build up their capacity to meet the requirement and then connect the buyers. Followed by this a market survey for ecosystem to identify the gaps on production and marketing side should be done. Moreover, IT cell Digital

platform like Kalgudi can be roped in and available schemes should be integrated and convergence with line departments has to take place. He also suggested to focus on three important gaps viz: infrastructure, finance and capacity and also on maintenance of account, audit and compliance of company act. He emphasized that at district level around there persons form service providers (technology/finance etc.) can be trained by the MANAGE for greater sustainability for greater success. . A horizontal integration is needed instead of vertical integration. An integrating platform with the start-ups across the value chain in necessary

- **Research & Documentation:** The Academy undertakes research on different aspects of promotion, formulation and strengthening of farmer-organisations. However, in order to capture the overall performance of FPOs in agriculture and allied sectors, both primary and secondary information was collected from respective organizations regarding various activities, interventions, strategies followed by the producer organizations across India.

The primary data was collected from NGOs or promoters of FPOs, CEOs, BODs and farmer members through telephonic interviews with the help of a well-structured questionnaires. The secondary information was collected from different published sources and official websites of concerned FPOs. Thus, a wide range of data has been collected from different FPOs promoted in agriculture, horticulture, dairy, poultry, fisheries livestock sector and exclusively women owned FPOs.

The collected data has been analysed and documented as case studies/success stories. Moreover, videos, link for website with respect to successful FPOs are also made available in FPO academy. Besides, in order to create awareness pertaining to managerial and organizational aspects of FPOs among different stakeholders, these case studies were presented in the capacity building programs organized especially in the academy. Moreover, these success stories are disseminated to different stakeholders across the country.

Besides, an extensive study was conducted in the state of Maharashtra in order to assess the impact of Famer Producer Companies (FPCs) on socio economic conditions of the farmers. For the purpose of this study, primary data was collected from the BoDs, farmer members, employees of twenty FPCs selected for the study. The findings of the study revealed the business activities carried out by FPCs, various constraints and challenges faced by the FPCs, role of directors in strategic planning, benefits received by the farmers after being a member in FPC and few human resource aspects pertaining to the employees of selected FPCs. Based on the findings of the study, few strategies and recommendations were suggested. The findings along with the recommendations were documented and released as a book.

- **Policy advocacy** to the government based on the findings of research study and feedback received from the field. Ministry of Agriculture and Farmers Welfare (MoA&FW) has

requested MANAGE to conduct a quick study for developing guidelines to the scheme meant for promotion of 10,000 FPOs in India. MANAGE has completed the study and shared the same with MoA&FW. Few suggestions made from the outcome of the study were a part of the guidelines for promotion of FPOs.

- Support is extended to FPOs in the form of identifying the model FPOs and facilitating their linking with emerging marketing channels and export markets. Moreover, the selected FPOs in the state of Andhra Pradesh were supported under Scheme of Fund for Regeneration of Traditional Industries (SFURTI).

A helpline number has been activated to disseminate information regarding activities of FPO Academy

Knowledge Partners of FPO Academy

Sl. No.	Name of the organization	Address	email id	Name of the contact person	contact number
1	MAHA FPO Federation	18, Yashawant Range Hills, Maharashtra	krishimitra.sanjay@gmail.com	Dr. Sanjay Phandare, CEO	
2	Centre for sustainable Agriculture,	12-13-485/5, Street No.14, Nagarjuna Nagar, Near IRIS School, Secunderabad, Telangana 500017	ramoo@csa-india.org	Ramanjaneyulu, Executive Director	8500983300
3	Arya Collateral Warehousing Services Private Limited	H-82, Ground Floor, Behind Ginger Hotel, Sector 63, H Block, Noida,	info@aryacma.co.in	Shenoy Mathew, Head Consulting	Tel: +91-120-4859300
4	MAHA FPC	Plot No - 622/623/624, Nafed Building, Market Yard Gultekdi,Pune - 411 037, Maharashtra	mahafpc@mahafpc.org	Shri Yogesh Thorat, Managing Director	
5	ICAR- IIMR	Rajendra Nagar, Hyderabad – 500 030, Telangana	director.millets@icar.gov.in, sangappa@millets.res.in, balaganurmth548@gmail.com, sbabu@millets.res.in	Dr. Vilas A. Tonapi, Director	
6	Mahila Abhivruddhi Society (MAS) & Sadhikaratha Foundation (SF)	Plot HIG 11 & 12, HUDA Colony, Tanesha Nagar, Near Dream Valley, Manikonda, Ranga Reddy (Dist), Hyderabad 500 089	info@apmas.org, info@sadhikaratha.org	Mr. CS Reddy, The founding CEO	9440901148
7	Social Advancement Ventures Foundation	Bandlaguda, Hyderabad- 500 068 Telangana.	mendu@savefoundation.in	Mendu Srinivasulu, Director	9949390111
8	BKC Aggregators Pvt. Ltd.	Advant Navis Business Park, Sector 142, Tower-B 10th Floor, 1002 Noida, Uttar Pradesh-201305, India	info@bkcaggregators.com	Dr. B. K. Singh, Founder and Chairman	
9	Bhoomiputri	Telecom Nagar Extension, Gachibowli, Hyderabad, Telangana 500032	director@bhoomiputri.in	Mrs. Suvarna Bhat, CEO	9030071655, 9944227817
10	University of Agricultural Sciences	Gandhi Krishi Vignana Kendra, Bengaluru – 560 065	vc@usabangalore.edu.in	Dr. S Rajendra Prasad, Vice-Chancellor	
11	Legalin Aide M&A Services Private Limited	E902, Bloomingdale Appasamy Apartment, Sankar Nagar East Main Road, Pammal, Chennai - 600075	pavan.legalin@gmail.com	Mr. S P Pavan Kumar, Director	PH: +91 99522 09709

12	Bankers Institute of Rural Development (BIRD)	Sector -H, LDA Colony, Kanpur Road, Lucknow - 226 012, India	bird@nabard.org	SHANKAR A PANDE, Director	+ 91-522-2421954 (Director)
13	CSIR- Central Food Technological Research Institute	Mysuru 570020, India	director@cftri.res.in	Dr. B Manohar, Advisor (M&A)	
14	National Council for Climate change Sustaibale Development and Public Leadership (NCCSD)	Patel Block, Rajedeeep Compound, Nr. Stadium Six Road, Ahmedabad - 380014, Gujarat	drkiritshelat@gmail.com, info@nccsindia.org	Dr. Kirit N Shelat, IAS (Rtd), Executive Chairman	9904404393
15	Institute of Development Studies	University of Mysore, Leela Vihar Manasagangothri, Mysuru - 570006	chandruids@gmail.com	Dr. H M Chandrashekar, Director	7892705789
16	ESAF Small Finance Bank	Mate Chowk, Gopal Nagar, Nagpur - 440022, Maharashtra	manoj.kumark@esafbank.com	Shri Manoj Kumar K, Agribusiness	9288092976 / 9325102119
17	Dvara E-Registry	DBS House – 215 1-7-43-46, SP Road, Hyderabad	pankaj.gaur@dvara.com	Shri Pankaj Gaur, Lead-Business Development	9569526166 / 8800460238
18	FPC Incubation Center for Horticulture, Sahyadri Farms initiative	Survey No. 1102/8, Behind Police Head Quarter, Adgaon, Nashik, Maharashtra 422003		Shri. Pramod Rajebhosale, CE O, H Square,	70 660 20 905 / 77 200 99 226
19	Centre of Excellence for Farmer Producer Organizations	Department of Horticulture & University of Horticultural Sciences, Government of Karnataka, UHS campus -College of Horticulture Premises , GKVK Post, Bengaluru-560 065, Karnataka, India	coefpo@gmail.com; alurashok@gmail.com	Dr. Ashok S Alur, Director	Tele-Fax: +91-80-29720560 Mobile:+91-94498 72877
20	Jeevamruth	2-131, Engineers Enclave, MMTS Main road, Chandanagar, Hyderabad – 500050	contactus@jeevamrut.in	Mayur Nar, Founder and CEO, Jeevamrut	