

Towards building resilient agriculture

A Workshop on Promoting and Sustaining Farmers Producer Organizations(FPOs)



Madurai Symposium 2017

September 22, 2017

The Prologue

India is a Global Agricultural Powerhouse. It is the world's largest producer of pulses, spices, milk and having the largest area under wheat, rice and cotton. The country has 195 M. ha under cultivation, of which 63 percent is rain fed (roughly 125m ha) while 37 percent is irrigated (70m ha). In addition, forests cover 65 M ha of India's land. In the recent past the output from agriculture is going down from 28.3% to 14.4% and employment share declined from 64.8% to 48.9% over the same period due to many factors. Therefore, almost half of the workforce in India still remains dependent on agriculture. Given the low share of this workforce in the GDP, on an average, it earns much lower income poorer than its counterpart in industry and services. The sector has to grow within no time at significant manner. There is great scope for growth since the productivity of crops has been increased by 50 to 500 % over past 4 decades. But the issue is that the agrarian community has not tasted the benefits of increased productivity due to the challenges posed from climate, agricultural market and trade domain in the globalized context.

To come out of challenges and to maximize the scope, a **productive, competitive, diversified and sustainable agricultural sector will need to emerge at an accelerated pace** for which country has to focus on five important aspects viz., increasing output per hectare, ensuring remunerative pricing for the agriculture products, recognizing tenant farming with the refined policies, risk management programs for crop losses, combining Tradition and Technology (TT) for evolving



Sustainable Agricultural Practices (SAP) to bring economic advantages to millions of farm families.

Collectivization of producers, especially small and marginal farmers, into producer organizations has emerged as one of the most effective strategy to address the challenges of agriculture sector. Collectivization helps in bringing economies of scale, cutting down the input costs, and better bargaining power in the market domain and magnifies the voices of farmers as collective voice. The producer organization concept is popularized and spearheaded by Small Farmers Agribusiness Consortium (SFAC) and NABARD from the year 2013 after the successful demonstrations in few of the pockets. As of now more than 2000 producer organizations have been promoted for different crops and in different regions across the country. These small farm collectives need to be infused with the corporate virtues to manage effectively, at the same time being a social enterprise it should integrate and ensure the triple bottom line indicators viz., social, economical and environmental sustainability. Besides, farmers have to be sensitized with the concept of perceiving “Agriculture as a Business” and the “Farmer as an AGRIPRENEUR”, through capacity building.

With this perspective the producer organizations are promoted and guided by many governmental and non-governmental organizations. There are variations among them in the perspectives and design. There was no cascading effect of success stories among the Farmers Producer Companies (FPCs) as every FPC tends to operate in isolation. At State and national level the



institutional platform for Resource Institutions(RI) and FPOs to come together and share the experience and clarify the issues and concerns is yet to emerge.

In this context, to facilitate the joint learning, a workshop is jointly organized by SFAC, TNSFAC, Kalanjium Thozhilagam Limited of DHAN Foundation (RI) and Erode Precision Farm Producer Company Ltd (RI) inviting the FPOs and Resource institutions on 22nd September 2017 at Hotel JC Residency, Madurai as part of Madurai Symposium organized by DHAN Foundation.

The Objectives of the conference

1. To create broader understanding on the dimensions and indicators of sustainability of FPOs.
2. To provide a platform for sharing the experience of Resource Institutions
3. To identify the challenges and develop strategies for sustaining the FPOs
4. To identify the capacity building needs of the FPCs and Resource institutions
5. To initiate the process of networking the RIs and PoPis to continue the dialogue on sustainability of FPOs in the long run

The sessions

- ✂ Resource lecture on sustainability dimensions
- ✂ Resource lecture on sustainability of FPOs on social, economical and environmental aspects
- ✂ Experience sharing by FPOs
- ✂ Sub group discussion

The participants

Resource Institutions, Department of Agriculture, Bankers and CEOs and Chairmen of FPOs

The venue

JC Residency

14, Lady Doak College Road, Madurai 2. Tamilnadu, India
Tel:+91 452 4200377, 4200388 Mob: +91 7373737301/302/304

The Date and time

22nd September 2017, Friday and 10 am to 5 pm

Small Farmers Agribusiness Consortium

SFAC, a Society and the designated Nodal agency of DAC act as a single-window for technical support, training needs, research and knowledge management and to create linkages for investments, technology and markets of FPOs . It would provide all- round support to all the stake holders by creating sustainable linkages between FPOs and inputs suppliers, technology providers, extension and research. Pilot programme launched by Department of Agriculture and Cooperation (DAC), Ministry of Agriculture, Government of India for promoting member-based FPOs during 2011-12, in partnership with state governments, which was implemented through SFAC has given a good result. Consequently, it was decided to scale up the Project through SFAC. SFAC is supporting these FPOs through empaneled RIs, which provide various inputs of training and capacity-building, and linking these bodies to input suppliers, technology providers and market players. There are about 67 RIs empaneled to promote FPOs across the country.

Contact

Small Farmers Agri. Business Consortium (SFAC)

NCUI Auditorium, New Delhi 110 016
Tel: +91 11 26966017 Fax: 26862367 Email: msg.fpo@sfac.in

Tamilnadu Small Farmers Agri Business Consortium (TNSFAC)

CIPET Rd, Thiru.Vi.Ka Industrial Estate, Guindy, Chennai 32
Tel: +91 44 22253498 / 25665566 Email: tnsfac@gmail.com

Erode Precision Farm Producer Company Limited (EPFPCL)

Erode Precision Farm Producer Company Ltd (EPFPCL) was incorporated during 2008 with precision project farmers as share holders. The Company has now paid up share capital of Rs100.00 lakhs and turnover of Rs12,00 lakhs per annum. The business plan includes an agro shop and service centre, Kissan seva Kendra, a fuel out let and Unnatham Uzhavar Angadi. It was empanelled as Resource Institution during 2013 by SFAC, Government of India and allotted funds to promote 5 FPOs for Pulses and Millets. Subsequently, the TNSFAC has awarded 8 FPOs on Pulses, Vegetables and Coconut. The EPFPCL took initiative for incorporation of TN Consortium of FPCL in which 18 FPCs are members. The EPFPCL has organized regular training programmes on FPO to FPOs of TN, Karnataka and Andrapradesh. Unnatham Uzhavar Angadi, a retail network was established by the EPFPCL and TN Consortium FPCL in which around 102 value added products are being retailed successfully.

Contact

Dr.E.Vadivel, Ph.D., (Project Coordinator)
FPO-(SFAC- GOI) EPFPCL(RI)
Mobile: +91 9443720160
Email: erode.precision@gmail.com,
tnapexfpcl@gmail.com

Kalanjium Thozhilagam Limited (KTL)

Kalanjium Thozhilagam Limited is the business initiative of DHAN Foundation, promoted with the aim of accelerating the product marketing of small producers thereby increasing their income and reducing the poverty. It is a public limited Company with the Primary Producer Groups, Primary Marketing groups and Producer companies as share holders of the company. The first Producer Company in India was promoted by KTL in 2004 for chillies in Ramnad District. It is community Owned and professionally managed organization. KTL has made a turnover of Rs 11 Crores in the past 13 years. Based on its past experiences, KTL has been empanelled as Resource Institution by SFAC to promote 5 FPOs for Millets and Pulses in Tamilnadu. Besides, Tamilnadu SFAC has empaneled KTL to promote seven FPOs for Pulses, Millets, Coconut and Groundnut in Tamilnadu. With the fund support from SFAC, KTL has facilitated these FPOs to carry out a business turnover of Rs 7 Crore in the past two years. KTL also provides marketing support to 45 FPOs promoted under DHAN Collective institutions.

Contact

Mr.T.Dhanabalan, (Project Coordinator)
Kalanjium Thozhilagam Limited
Tel: +91 452 2302550
Email: ktl@dhan.org



SFAC
लघु कृषक
इसे व्यापार सय

