Integrating Value Chains in Farmer Producer Organizations (FPOs)

Training Program Objectives are to:

- understand relevance of FPOs with a Value Chain perspective of given commodities;
- appreciate key constraints for small and marginal farmers’ participation in the existing Value Chain and find ways to overcome these; and
- enhance awareness of opportunities for value addition at pre, during and post production stages of agri-value chains.

Content
The program covers following topics:

- Understanding value chain and value chain analysis;
- Value addition processes;
- Different models of value chain;
- FPOs and their role in value chain;
- Collective action and group behaviour- for collective inputs purchase, collective procurement and collective bargaining etc.;
- Women’s role in agri-value chain enhancement;
- Importance of external collaboration of FPOs viz. with processors, formal financial institutions, different departments of the government (agriculture, horticulture department etc.)
- Basic concepts of finance and financial projection for FPOs;
- Experience of Inclusive Value Chain Interventions: Business Perspectives;
- Experience of Inclusive Value Chain Intervention: Institutional Perspectives; and
- Pro-poor value chain interventions.

Indian agriculture is largely represented by the small and marginal farmers. Around 67 percent of India’s farmland is held by the marginal farmers with holdings below one hectare, while the proportion of farmers who hold more than 10 hectares or more land are less than 1 percent. Aggregation of small and marginal farmers is one way to address challenges of farmers viz. not able to get appropriate market price, not able avail quality agri-inputs timely, lack of awareness about contemporary and updated agriculture practices etc. Relevant points of interventions along the value chain of the commodities are to be identified for farmers’ collectives to further address these issues.

Our training experience

ILRT and its affiliates from the Basix Social Enterprise Group (SEG) have mentored and promoted some 350 odd FPOs among the existing 600 in the country today. The SEG works with Small Farmers Agri-Business Consortium (SFAC) as a Resource Support Group member where it provides mentoring and field based accompaniment support for formation of Farmers Interest Groups (FIGs) and confederating them into a legal form of FPOs. ILRT also developed training modules on FIG and FPOs promotion and functioning, business planning for FPOs and understanding on value chain for FPO.
Who should participate

The course is designed to enhance the knowledge base as well as skills that inform best practices for enabling FPOs as effective value chain players.

- Functionaries of State Rural Livelihood Missions engaged with FPOs promotion and value chain initiatives;
- Field-level Project Managers of NGOs and Livelihood Promoting Organisations;
- Key functionaries responsible for FPO promotion and value chain initiatives;
- Staff of CSR projects working for Agri-Value Chain promotion; and
- Staff and Governing Body Members of FPOs.

How will they benefit

The course aims at building perspectives on important aspects of promoting and sustaining farmer producer organisations and introducing value chain activities. The course will help enhance their awareness and skills to enable the FPOs to actively get engaged with value chain activities. It is also a platform to reflect and share the successes and bottlenecks experienced in promoting vibrant FPOs and to identify possible solutions.

Pedagogy and medium of instruction

The programme will use multiple participatory training methodologies to make the training participant-centric. The methods will include

- Interactive Lectures;
- Case discussions including video documentary examples;
- Group exercises;
- Simulation exercises;
- Learning tools to bring out the lessons learnt; and
- Field visits.

Resource team

The resource team and facilitators are highly experienced professionals in the field of AVC and FPOs with expertise in design and delivery of national and international training programs to different levels of participants from grassroots to senior professionals. Some of the resource persons who have been engaged with such programmes are:

- **Mr. Avinash Kumar** is the Regional Coordinator and Lead Faculty based at Ranchi with around 14 years of experience on livelihood promotion. He has been engaged with FPO studies, trainings and assessments for around five years and has conducted national level training programs on AVC. He is PG in Forestry Management from IIFM, Bhopal.

- **Ms. Mona Dikshit** is Senior Consultant, ILRT (New Delhi) with over two decades of experience in livelihood promotion and community organisation. She has conducted many studies on FPOs, developed training module and conducted trainings for FPO promotion and Agri-Value Chain (AVC). She is a PG in Rural management from IRMA.

- **Mr. Mihir Sahana** is Managing Director Basix Krishi Samruddhi Limited. BKSL provides end to end livelihood solutions in Agriculture and allied sector value chains. He has around 24 years of experience in development sector and around 10 years of experience on AVC and FPO promotion. He has an MA in Development Studies –IDPM, The University of Manchester, U.K.

- **Mr. Abdul Jabbar** is the Chairman of Board of Directors, Bhangar Vegetable Producer Company Limited, West Bengal from past four years.

Duration and fees

The 5 day programme is fully residential in nature. A payment of **Rs 25,000 + Service Tax** as applicable needs to be made via: Demand Draft/cheque drawn in favour of “Institute of Livelihood Research and Training” payable at Hyderabad. The Course fees includes training material, accommodation (on a twin-sharing basis) and boarding. Any cancellation of nomination should be informed at least **7 days in advance** to avoid cancellation charges of 50% of the fee. The travel costs to and from the venue, however, has to be borne by the participant.

Registration process

The filled in nomination forms must reach info@ilrtindia.org by Monday, the **13th February, 2017**. Nominations will be confirmed only on receipt of fee by mail or courier at the address given below on or before 13th February 2017, ILRT, BASIX, 3rd Floor Surabh Arcade, Troop Bazar, Bank Street, Koti, Hyderabad- 500 001.

For registration related queries please contact **Ms. Anitha anitha.b@ilrtindia.org / +91 93900 57426.**

For further enquiry on the course, please feel free to send an e-mail to avinash.kumar@ilrtindia.org or call Mr. Avinash Kumar at +91 75418 11652.

Venue

The program will be held at Ranchi, Jharkhand at one of the venues where most development organizations hold their events.