

## Training of Trainers (ToT) programme on



### “Value Chain Analysis and Business Development Plan of FPOs”

(2<sup>nd</sup> to 6<sup>th</sup> March, 2020)

Venue: NIRD& PR, Hyderabad



#### ABOUT THE TRAINING PROGRAMME

Nearly 6000 plus FPOs are either registered or in the process of formation in the country and Govt of India in its recent Budget presentation in the Parliament has announced 10,000 more FPOs to be formed in all sectors of rural livelihoods like on farm, Off farm and non- farm. It is a defining time for all the stake holders with the question whether the FPOs take deep root and stand up to the expectations of its members or wither away.

Some of the FPOs in the country have started delivering and have become show case models while other FPOs are

struggling with teething problems and need to be capacitated on Value Chain Centric Agribusiness development skills to operationally and financially sustain FPOs within a reasonable period of their establishment.

The advanced Training Program on FPOs endeavours to equip the trainees to diagnose the problems and challenges of the FPOs located at various stages of growth and provide much needed technical and strategic guidance for sustainability.

#### OBJECTIVES OF THE PROGRAMME

- 1) To Train the trainees on value chain analysis and value chain development plans for different agriculture commodities dealt by FPOs
- 2) To help them with the techniques of preparation of business plan based out of value chain development plans dovetailing to the needs of the shareholder farmers and also norms of the various government schemes that support their activities.
- 3) To help them understand the need for bottom up approach to build inclusive value chain development emanating from micro plans of each household aggregated at various levels like FPGs and FPOs
- 4) To make them appreciate the values of eco-resilience in agriculture and embed such values in value chain development and business plans.

#### CONTENT

1. Horizon scanning of FPOs in different states vis-à-vis their status in Value Chain Development and Business Planning
2. Issues and challenges in profiling the commodities having potential impact for respective FPOs
3. Standard Operating Procedures in building patronage of shareholders in FPO
4. Building operationally sustainable value chain development plans – identification of common mistakes and corrective actions

5. Preparation of value chain development calendar for 1 year
6. Bottom up business plan for FPOs with standard practices of developing the business plan
7. Issues and challenges and opportunities in convergence with diversified stake holders and service providers
8. Micro Enterprise strategies for FPOs to leverage NRLM and its social capital
9. Develop contextual 1-year action plan for each of the FPOs with log frame work

#### OUTCOME OF THE PROGRAMME

At the end of the training programme, the participants a) will be able to provide strategic direction to already formed as well as upcoming FPOs in terms of their financial goals and farmer centric Agro services b) Are skilled to mentor and technically support the FPOs to develop their business plans and guide in strategic linkages with Banks and Agri Business companies c) Are skilled to develop value chain development plans for their trainee FPO team members d) Will be skilled to operationally and financially sustain the FPOs on long run

#### TRAINING METHODS

Training methods will comprise of lectures, group discussions, and presentations. There will be couple of exposure visits: 1) visit to show case model of FPO 2) visit to Rural Technology Park of NIRD&PR to have first-hand information about livelihoods activities being organized by NIRD&PR. 3) Visit to local research institutions involved in value chain development activities is also envisaged.

Socio psychometric analysis tests for each participant and the organization they represent along with skill test and situation analysis of the FPOs they handle shall be administered to pin point the status of each of the FPOs and

the road map ahead shall be prepared. Accordingly training program will be designed to meet the expectations of the participants.

Operational Manuals, Tools of Critical Rating and MIS and other strategic tracking tools shall be shared.

#### TARGET AUDIENCE

- Functionaries & Promoters of FPOs
- Non-profit NGOs working with primary producer collectives
- Resource Institutions of SFAC
- Producer organization promoting Institutions (POPI)/ CBOs
- Resource Support Organizations (RSO) – Livelihoods Projects of various states
- Line Functionaries of State Departments of Agriculture/Animal Husbandry/Fisheries

#### ACCOMMODATION & TRAVEL

This program is residential in nature and NIRD&PR will provide accommodation in its Guest House and will bear boarding and lodging charges for the participants during the training. However, to and fro travel expenses of the participants attending the training program must be borne by their nominating /sponsoring agencies.

The participants are requested to report at NIRD&PR hostel, Rajendranagar, Hyderabad on 1<sup>st</sup> March 2020 (evening). Before reaching the guest house, they may contact reception at 040 – 2400 8500.

**There is No Training Fee for the programme.**

#### ABOUT NIRD&PR

Established in 1958, the National Institute of Rural Development and Panchayati Raj (NIRD&PR) is a premier training institute and a centre of excellence in research and consultancy services in the rural development arena. Recognized internationally as one of the UN-ESCAP centres of excellence, it builds capacities of functionaries in rural development, agriculture, elected representatives of Panchayats, bankers, NGOs and other stakeholders. The institute is located in the historic city of Hyderabad in Telangana state.

#### LOCATION & FACILITIES

NIRD&PR is located on a sprawling 42 hectare beautiful campus in Rajendranagar, Hyderabad. The institute has a well-organized and computerized library with a collection of over 90,000 volumes. Besides well-equipped classrooms and guest houses, the institute has a healthcare centre, a community health club with modern equipment, and facilities for yoga, Badminton, Tennis, Table Tennis, Swimming pool, etc.

**Please send your nominations by email to:**

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#### Contact Details:

**Office: 040-24008515, 8008803516 (Dr Divakar)**

#### Directors of the Programme:

**Dr. Nithya V.G**

Assistant Professor,  
Centre for Agrarian Studies

**Dr. Ch Radhika Rani**

Associate Professor & Head,  
Centre for Agrarian Studies

#### NOMINATION FORM

*(Please send the following details by e-mail for participation)*

- 1. Name:**
- 2. Designation:**
- 3. Qualification**
- 4. Organisation:**
- 5. Address:**
- 6. Telephone/ Mobile No:**
- 7. E-mail address:**

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