BIRD

BANKERS INSTITUTE OF RURAL DEVELOPMENT, Lucknow
(Designated Nodal Training Institution at Central Level by
GoI under CSS on Formation and Promotion of 10000 FPOs)

MASTER TRAINING PROGRAM DESIGN

FOR

BASIC CAPACITY BUILDING PROGRAM FOR IMPLEMENTING AGENCIES, STATE GOVERNMENT OFFICIALS AND OTHER STAKEHOLDERS

UNDER

CENTRAL SECTOR SCHEME
ON FORMATION & PROMOTION
OF 10000 FPOs

NABARD

german cooperation
DEUTSCHE ZUSAMMENARBEIT

Implemented by
giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Basic Capacity Building Program for Implementing Agencies, State Government Officials and Other Stakeholders Under Central Sector Scheme on Formation & Promotion of 10000 FPOs

Objective

Sensitizing Implementing Agencies, State Government officials and other stakeholders to appreciate, imbibe and translate the vision of the Government of India under the Central Sector Scheme on Formation & Promotion of 10000 Farmers' Producer Organisations (FPOs)

Program Mode	Online
Program Duration	2 days

Program Mode	Classroom Training
Program Duration	2 days

Broad Coverage of the Program

1. Relevance of Farmers Producer Organizations (FPOs) in the context of present agricultural scenario
2. Contours of Central Sector Scheme on Formation & Promotion of 10000 Farmers Producer Organisations
3. Process of evolution for vibrant FPOs - Transforming FPOs into successful business entities
4. Convergence with ongoing developmental schemes - Facilitation role by Stakeholders
5. Monitoring framework - Assigned roles to stakeholders

Basic Capacity Building program for Implementing Agencies, State Government officials and other stakeholders Under Central Sector Scheme on Formation & Promotion of 10000 FPOs	
Objective	Sensitizing Implementing Agencies, State Government officials and other Stakeholders to appreciate, imbibe and translate the vision of the Government of India under the Central Sector Scheme on Formation & Promotion of 10000 Farmers' Producer Organisations (FPOs)
Duration	2 Days
Course Highlights	• Relevance of Farmers Producer Organizations (FPOs) in the context of present agricultural scenario in India • Understanding the operational guidelines of CSS on Formation and Promotion of 10000 FPOs and deliverables thereof • Role & Responsibilities of various stakeholders under the scheme • Process of evolution for vibrant FPOs – Their mainstreaming, participation in agri value chains and transforming them into successful business entities • Various ongoing scheme of Central & State Governments – Convergence facilitation with business plans of FPO • Facilitating credit linkage of FPOs • Monitoring framework – Roles assigned to various stakeholders
Target Participants	Officials of Implementing agencies , State Governments and Other Stakeholders

Day-to-Day Schedule

Day	Session	Topic
I	I	Making small holder farming viable in India through FPOs
	II	Salient features of Central Sector Scheme on Formation & Promotion of 10000 FPOs – Deliverables under the scheme
	III & IV	Grounding vibrant FPOs – Process of cluster identification to business plan implementation
II	V & VI	Exposure visit to a successful FPO / Online experience sharing by FPO / Audio- Visual display of a successful FPO and discussion
	VII	Facilitating convergence of various ongoing schemes for supporting FPO enterprises
	VIII	Institutional Framework for Monitoring - Role and responsibilities of various stakeholders
	Feedback and Valediction	

Session I

Making small holder farming viable in India through FPOs

Objective: Enabling participants to appreciate the shift in the Indian agricultural scenario, imperatives issues and challenges faced by small and marginal farmers and FPOs through an aggregation model as a remedial strategy.

Duration: 90 Minutes

Session outline

<table>
<tr><th>S.No.</th><th>Session plan</th><th>Objective</th><th>Duration minutes</th><th>Methodology</th></tr>
<tr><td>i</td><td>Issues in Indian Agriculture</td><td>Overview of Indian Agriculture along with issues and opportunities in mainstreaming small and marginal farmers</td><td>40</td><td>Presentation</td></tr>
<tr><td>ii</td><td>FPO as an aggregation model</td><td>Explaining aggregation concept along with its importance and relevance for small holder farmers</td><td>20</td><td rowspan="2">-Do-</td></tr>
<tr><td>iii</td><td>Features of FPO & FPC and Registration modalities</td><td>Defining FPO – Understanding the concept of FPO along with registration modalities</td><td>20</td></tr>
<tr><td></td><td colspan="2">Discussion & Feedback</td><td>10</td><td>Discussion Mode</td></tr>
<tr><td colspan="5">Relevant pages in Reading material : pages 1-23</td></tr>
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Session II

Salient features of Central Sector Scheme on Formation & Promotion of 10000 FPOs- Deliverables under the scheme

Objective: Understanding the objective and deliverables under the scheme along with its key features and focus areas

Duration: 90 Minutes

Session outline

S.No.	Session plan	Objective	Time minutes	Methodology
i	Efforts of Government and other stakeholders in promotion of FPO model	Genesis of FPOs	10	Presentation
ii	Objectives & expectations under the CSS on formation & promotion of 10000 FPOs	Key philosophy of the scheme - cluster approach, focus on commodity & value chain development, support envisaged under the scheme, etc.	40	-do-
iii	Role of various stakeholders under the scheme	Listing of stakeholders along with their expected roles and deliverables	30	
	Discussion & Feedback		10	Discussion
Relevant pages in Reading material : pages 24-38				

Session III&IV

Grounding vibrant FPOs – Process of cluster identification to business plan implementation

Objective: Familiarity with the process of conceiving & forming a sustainable and vibrant FPO

Duration: 180 Minutes

Session outline

S. No.	Session plan	Objective	Time minutes	Methodology
i	Cluster identification and feasibility study	Understanding the process of cluster identification and undertaking a feasibility study through baseline survey & PRA	40	Presentation
ii	Selection of business opportunities (Input/ output), supply and integration of FPOs into Agri value chain	Presenting the screening process for arriving at viable business options for a FPO	60	-do-
iii	Broad aspects of business plan	Describing the steps involved in a business planning of FPO	30	
iv	Operational aspects of business Plan	Highlighting aspects pertaining to grounding of business plans – obtaining statutory & regulatory clearances, etc. for undertaking business activities	30	
	Discussion & Feedback		20	Discussion
Relevant pages in Reading material : pages 39-73				

Session
V&VI

Exposure visit to a successful FPO / Online experience sharing by FPO / Audio- Visual display of a successful FPO

Objective: Experiential learning from the journey of a successful FPO

Duration: 180 Minutes

Session outline

S. No.	Session plan	Objective	Time minutes	Methodology
i	Experience sharing by members of an successful FPO	Acquaint the participants with successfully working FPOs to see for themselves the operations of a FPO. Showcasing the following aspects: • Members participation in the decision making and business operations of FPO • Book keeping and record maintenance leading to transparency and accountability • Business orientation of the FPO with an eye for making profit • Efforts being undertaken by FPO towards diversification of activities, member benefit orientation and risk mitigation strategies • Compliance to regulatory and statutory requirements for showcasing a formal and strong institutional mechanism • The effective role being played by the CEO and Board of Directors • Convergence with other development schemes	150	Interactive session
	Discussion & Feedback		**30**	**Discussion**

Session VII

Facilitating convergence of various ongoing schemes for supporting FPO enterprises

Objective: Describing the scope of networking & convergence of ongoing programs of Central & State Governments with FPO business and essentials for credit linkage

Duration: 90 minutes

Session outline

<table>
<tr><th>S.No.</th><th>Session plan</th><th>Objective</th><th>Time minutes</th><th>Methodology</th></tr>
<tr><td>i</td><td>Networking and convergence</td><td>Networking and convergence plans - Importance for FPO – Highlighting the facilitation role of stakeholders in the same</td><td>30</td><td>Presentation</td></tr>
<tr><td>ii</td><td>Ongoing schemes of Central & state Government relevant to FPO</td><td>Various Central and State sponsored schemes relevant to FPOs from convergence point of view
Agri reforms – Amendments to various laws- Opportunities for FPOs</td><td>30</td><td rowspan="3">-do-</td></tr>
<tr><td>iii</td><td>Equity grant fund and credit guarantee fund under the scheme</td><td>Providing information on modalities involved in accessing equity grant fund and credit guarantee fund under the scheme</td><td>10</td></tr>
<tr><td>iv</td><td>Credit linkage with financial institutions</td><td>Essentials for availing loan from financial institutions by FPO for doing their business</td><td>15</td></tr>
<tr><td></td><td colspan="2">Discussion & Feedback</td><td>5</td><td></td></tr>
<tr><td colspan="5">Relevant pages in Reading material : pages 74-102</td></tr>
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Session VIII

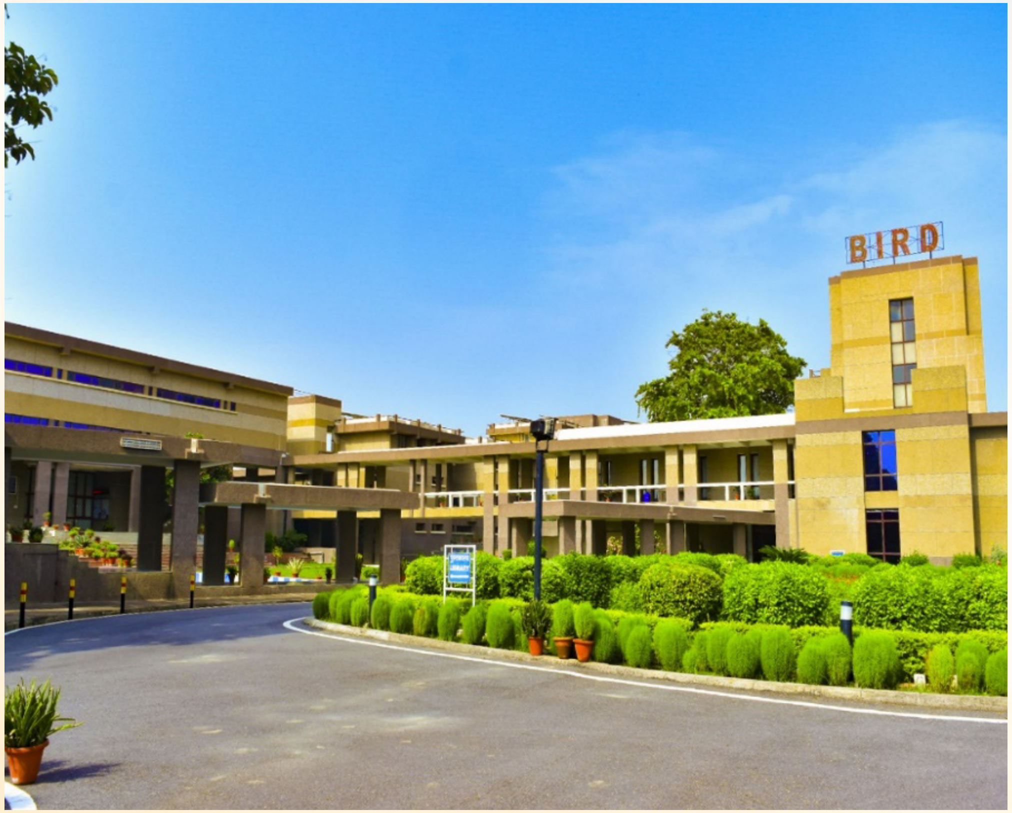
Institutional Framework for Monitoring - Role and responsibilities of various stakeholders

Objective: Describing institutional monitoring framework as envisaged in the operation guideline and assigned roles of various stakeholders involved

Duration: 90 Minutes

Session outline

S.No.	Session plan	Objective	Time minutes	Methodology
i	Structure of Institutional Monitoring Framework (National, State & District)	Describing 3-Tier Institutional Monitoring Framework envisaged under the scheme	40	-do-
ii	Role and responsibilities of various stakeholders	Listing & highlighting the assigned roles for various stakeholders along with expectations	30	
	Discussion & Feedback		20	Discussion
Relevant pages in Reading material : pages 103-120				



Bankers Institute of Rural Development (BIRD), Lucknow is an autonomous institute promoted by National Bank for Agriculture and Rural Development, the Development Bank of the country. It is a premier institute for providing training research and consultancy services in the field of agriculture and rural development banking in India and abroad. The Institute was established in 1983, for addressing the capacity building needs of stakeholders. BIRD, Lucknow is an ISO 9001: 2015 certified training Institute.

Clients

All Banks, Government agencies, MFIs, NBFCs, Financial Sector, NGOS and Civil Societies.

Coverage (Training, Consultancy, Research)

Project Lending-Agriculture and MSME, Climate Finance, Rural Banking, Farmer Producer Organization, Micro Finance, Human Resource, Financial Inclusion, Training of Trainers, Executive Development, Management Development Programme, IT based Banking, Green Finance, Responsible CSR, Group approach to Development, Women Empowerment, Organizational Development, Investment & Treasury Management, Risk Management.

Faculty

Faculty are drawn from NABARD, banks and scholars of respective fields and have pan-India level field experience. The faculty have specialization in Banking Finance, Financial Inclusion, Agriculture & Allied sector, Fisheries, Forestry and Human Resources, etc.

Infrastructure

43 acre green campus has world class infrastructure in terms of class rooms, simulation and AV Rooms, Board Room, Conference Hall, Auditorium, Library, Gym, Air-conditioned Hostel Rooms, Local and International cuisine.