



NATIONAL ASSOCIATION FOR FARMER PRODUCER ORGANISATIONS

REPRESENTATION | COLLABORATION | TRANSFORMATION

11/28/2019

# 3rd NAFPO Steering Committee meeting

Cypress Hall, India Habitat Centre, New  
Delhi

[www.nafpo.in](http://www.nafpo.in)

## **Minutes of the Meeting**

*Date- 28<sup>th</sup> November 2019*

*Time- 10:30 AM- 1:00 PM*

*Venue- Cypress Hall, India Habitat Centre, New Delhi*

### **Participants of the meeting**

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The meeting was chaired by Pravesh Sharma (Retd. IAS) and IAS Neelkamal Darbari, MD, SFAC was a special invitee. The meeting was attended by Kuldeep Solanki (GUJPRO), Prof Shambu (IRMA), Rishabh Sood (Rabobank), Nilanjan (FWWB), Hemendra Mathur (Bharat Innovation Fund), C S Reddy (APMAS), Hari Rajagopal (Samunnati), Mathew Titus (Sa-Dhan), Himanshu Thakur (Dhwani) and Aneesha (NAFPO). Along with this, a mention of the members who could not attend include Anish Kumar (TRIF), Baskar Reddy (SFI), Yogesh Dwivedi (MBCFPCL) and Manish Shankar (Intellectap).



### **Agenda 1- Review from the 2<sup>nd</sup> Steering Committee Meeting and update**

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A review of the previous Steering Committee meeting's action points was discussed. This included taking the recommendations to the required authorities like Niti Ayog, NABARD, SFAC and several Ministries. NAFPO raised grant from Rabobank and is supported by Syngenta Foundation on implementation of activities planned. A data base of 5611 FPCs has been consolidated, several consultations have been organized and contributed to in collaboration with IRMA, APMAS, Samunnati, SRIJAN and another one is planned with IIM-Ahmedabad. A total of 21 Associates have been mobilized and engaged via newsletter service.

### **Agenda 2- Pivoting FPO ecosystem development**

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- 1) With SFAC being the nodal agency, an Advisory Committee will be hosted to support the efforts. The Committee will comprise of eminent multi-stakeholders who do not have direct stake with required representations. NAFPO will support and push the program in handholding at national level.
- 2) There is a need to focus and push the existing FPOs across the sustainability line with sufficient allocation for second round of support to FPOs to ensure that the existing one should become successful.
- 3) MSP procurement and input business are a trigger for FPOs to initiate business as the volumes are big to get FPOs organized. As the procurement is done at farm gate level and the money is transferred within 2 weeks, it creates points of contact for FPO members giving confidence to market players and financial institutions to invest.

- 4) A lot of expectation from FPO Board of Directors and the investment provided on capacity building efforts is very low. To depend heavily on NABARD/NIRD to handle the scale and size is completely inadequate. IRMA's capacity building manual enables a fresh thinking on building capacities in a consortium mode. Adequate allocation of funds for this will bring more seriousness to this issue.
- 5) Several best practices from across the country have to be documented and shared through a sophisticated knowledge platform. Along with this, a compendium of initiatives taken up by multiple organizations has to be integrated and brought together on one platform.

### **Agenda 3- Emphasizing on role of NAFPO: Digital ecosystem for FPOs**

- 1) NAFPO to play important role by generating ideas, identifying challenges, encouraging policy dialogues with different stakeholders, giving visibility to the sector, preparing background papers, case studies. It is a facilitating platform to work on advocacy like pushing policy guidelines; good practices that can be brought at one place and then taken to State govts; Information/Knowledge sharing. As FPO 2.0 is the current trend and no single organization can solve the issue standalone, NAFPO to coordinate and co-create an enabling ecosystem.
- 2) A fresh thinking, high level of technical, managerial and commercial expertise and domain knowledge is required. Coordination between RIs and professional organizations required at the grassroots to bring financial, managerial and commercial and agriculture knowledge. NAFPO to play a critical role to bring neutrality in intermediation.
- 3) NAFPO has consolidated database of 5611 FPOs across the country, out of which 5400 are active. A first of its kind newsletter service has been developed to engage with 5000+ FPOs and 100+ RIs with a click of a button.

### **Agenda 4- Action Plan**

<b>S.No</b>	<b>Description of challenges</b>	<b>Action</b>	<b>Responsibility</b>
1.	<b>Access to Credit</b>	- An FPO Master circular by RBI for banks to provide credit under PSL to FPOs	SFAC
2.	<b>Capacity building</b>	- HR marketplace for all kind of services; NAFPO membership to be curated on use of data base with continuous update	NAFPO
3.	<b>Knowledge portal</b>	- Best practices on policy; case studies from progressive states	NAFPO
		- Regional workshops for awareness	NAFPO & Partners
		- Documentation of portfolio by NBFCs on credit to FPOs	Caspian to put together a report
		- Advertising and informercials that are neutral to brand to showcase products available for FPOs	NAFPO
		- Regular updated database of FPOs	NAFPO & Dhvani
		- Sophisticated Knowledge sharing platform with AI based Chat box	NAFPO & Dhvani