

## Action Taken Report

Date- 22<sup>nd</sup> Oct 2020

Time- 11 AM- 12:30 PM

Platform: <https://us02web.zoom.us/j/82588595503>

### **PARTICIPANTS**

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The meeting was chaired by Pravesh Sharma (Chairperson, NAFPO). The meeting was attended by Kuldeep Solanki (GUJPRO), Prof Shambu (IRMA), Arindam Datta (Rabobank), Hemendra Mathur (Bharat Innovation Fund), Yogesh Dwivedi (MBCFPCL), Anish Kumar (TRIF), Baskar Reddy (Syngenta Foundation India) and Aneesha (NAFPO).

### **PROGRESS UPDATE ON NAFPO**

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A review of the tasks undertaken by NAFPO in the previous year and the action points worked on since the previous Steering Committee meeting was presented. This included:

- a) **Membership Building:** The Associate Council is continuously increasing as stakeholders recognise network utility. The membership has increased from 21 to 65 Associates with outreach to 1000+ FPOs. NAFPO has curated multiple collaborations and initiated conversations among Associates for mutual support, value addition and strengthening FPO ecosystem. The constituents include:
- ◇ **FPOs & State Federations :** 1000+ FPOs and State federations of MP, Gujarat, UP, Telangana, Tamil Nadu, Assam and Odisha
  - ◇ **Promoting Organisations :** 21 institutions (eg. Vrutti, ASA, PRADAN, APMAS, BASIX, ICRISAT, India Grameen Services)
  - ◇ **Academic and Institutional :** IRMA, NCDEX, FICCI, M-CRIL
  - ◇ **Financial Institutions & Buyers :** 15 (eg. Kamatan, Samunnati, Intellectap, HDFC Bank Ltd, SBI General Insurance, Avanti)
- b) **Advocacy & Communication:** Surveys, policy papers were prepared and webinars were organised to understand the impact of COVID lockdown on the farms sector and the recommendations shared with authorities like Niti Aayog, NABARD, SFAC, state governments and several Ministries. The focus of these national and regional consultations was Atmanirbhar Bharat Package, Agriculture reforms and marketing opportunities. Successful case studies were documented, aggregated and shared in the network for wider outreach.

A Sub-Committee was also organised to contribute effectively in the roll-out of Project 10,000 FPOs. An E-survey was done to collate response of major FPO stakeholders to the new Operational guidelines. A meeting was organised with Chairperson, NABARD to deliberate on opportunities created by the 10k FPO Project to build a robust FPO ecosystem in India and discuss challenges and immediate steps required for launch of high performing FPOs. A model framework of CBBO guidelines was also prepared and shared for successful implementation of project 10k FPOs.

- c) **Strengthening FPO ecosystem:** NAFPO has entered into multiple partnerships and has been able to facilitate linkages to provide ecosystem support to FPOs. These partnerships cater to challenges faced by FPOs like access to finance, professional human resource, governance standards, compliances support, technology transfer, customised products like insurance, price risk management and business development support.
- d) **NAFPO interventions:** Initiatives taken up include:
- 1) **Online HR marketplace** (<https://nafpo-hr.dhwaniris.in/>)- The online HR marketplace/ finder portal has been developed to cater to the professional human resource challenge faced by the FPOs.
  - 2) **E-Learning Management System-** A comprehensive digital Learning Management System that will benefit FPOs by dynamically aggregating quality learning material, enhance their capabilities and augment farmers' income has been developed. It will unify and pool resources/content/learning material on one platform. The goal is everyone in the FPO ecosystem should have access to quality learning material. So far, content from organisations like BIRD, Lucknow, GIZ, APMAS, NIRD has been collated for wider reach.
  - 3) **Comprehensive Training programs-** Capacity building programs for POPI/ RI/ CBBO, Key Personnel at FPOs, Directors in partnership with VAF (VikasAnvesh Foundation)- 3 trainings done with 34 participants from organizations like NABARD, SRIJAN, The Hans Foundation, Patanjali, Niti Consultancy and national and international independent consultants.
  - 4) **Demand and Price Outlook Reports-** <https://www.nafpo.in/initiatives/demand-price-outlook-report/>- These reports have been developed in association with Credible. So far, 8 reports in Hindi and English have been published.
  - 5) **Webinars/ consultations/ technology showcases-** 2 showcases organized on Emerging Technologies in Agro & Food processing in partnership with AGNli (Invest India) and ICRISAT, webinar on Hedging and commodity exchanges for price risk management for FPOs

## DELIBERATIONS

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**Mr Pravesh Sharma (Chair, NAFPO)** thanked all members for taking out time to deliberate on role of NAFPO in the future and reiterated commitment to work earnestly towards to betterment of the sector.

**Meeting opened with key remarks from the Chairperson,** which included that:

- NAFPO is currently providing missing links to FPO ecosystem and is largely playing the role of identifier, linker and enabler. The nascency of the sector was recognised, NAFPO will continue to meet the needs of the emerging situation in the FPO ecosystem. Particularly in light of 10,000 FPOs and new farm laws, NAFPO is trying to situate its work in the current context.
- **Mr Arindom Datta** mentioned that NAFPO must be reactive and proactive and should look at establishing itself in near term.

- It was also discussed that the activities should be also taken into cognizance and there is a need to locate new resources to take up these activities including human resources.
- There is a need to focus and push the existing FPOs across the sustainability line with sufficient allocation for a second round of support to FPOs to ensure that the existing ones should become successful.

### SUMMARY ACTION PLAN

S.NO	DESCRIPTION	ACTION	RESPONSIBILITY
1.	<b>Building profile of NAFPO</b>	State of the FPOs/Sector Report	NAFPO in partnership with IRMA & VAF- discussion already started on sector report For Case studies- GUJPRO, MBCFPCL
		Documentation of 10 successful case studies of FPOs in areas of Finance/Credit, Sustainability, Growth	
2.	<b>Capacity Building modules</b>	Best practices from across the country to be documented and shared through knowledge platform (E- Learning Management System)	NAFPO in partnership network organisations: Modules have well-received from organisations like APMAS, BIRD (Lucknow) and others
		NAFPO will also come up with a book on nurturing and management of FPOs in partnership with VAF	
		NAFPO HR portal to be utilised to helps FPOs access qualified interns from institutions like IRMA, IIMA, MANAGE to participate in the development and strengthening of FPOs	For internships, NAFPO to partner with IRMA for HR and Rabobank for financial support
3.	<b>Database of FPOs &amp; Dashboards</b>	Database of FPOs to be upgraded to work as a FPO finder for intuitions trying to provide services to the FPOs.- Dhvani working on it	Rabobank to connect with TCS, WIPRO, Infosys, Accenture or any other organisation for data update SFI to support in dashboard for market linkages
		NAFPO to look at building a database of verified buyers for FPO's produce to help FPOs take a call on who to sell	
4.	<b>Knowledge management</b>	E-modules- Digital learning to be the new norm- A repository of series of episodes on managing ERP, accounts, filling Loan documents (15-30 mins modules) in vernacular languages	NABARD- IRMA- Partner organisations
		Collaboration with other networks like RRA	Prof Shambu to support
5.	<b>Advocacy</b>	Regional level presence to be enhanced for visibility to create lobby at State level where maximum work is to be done.	IRMA, MBCFPCL, GUJPRO
		Policy papers and notes- Repository of schemes and policies for use of POs	NAFPO in partnership
6.	<b>Technology &amp; Finance solutions</b>	Build linkages with innovative technology players like for micro cold-storage, warehouses- similarly with mainstream banks	NAFPO to work closely with Mr Hemendra Mathur to build linkages