



NATIONAL ASSOCIATION FOR FARMER PRODUCER ORGANISATIONS

REPRESENTATION | COLLABORATION | TRANSFORMATION

5th NAFPO Steering Committee Meeting

15th Sept 20 21



Minutes of the Meeting

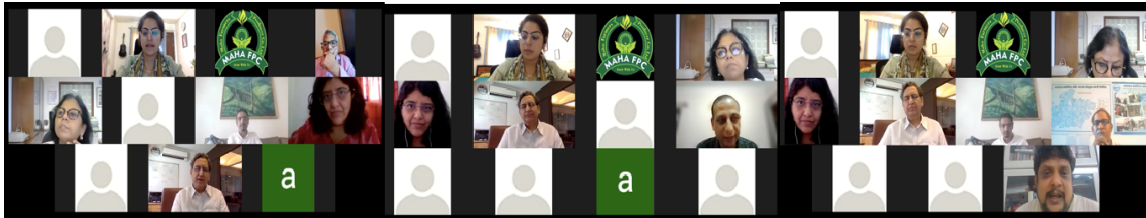
Date- 15th Sept 2021

Time- 3:30 PM- 05:00 PM

Platform: Virtual Meeting

PARTICIPANTS

The meeting was chaired by Mr. Pravesh Sharma (Chairperson, NAFPO) and attended by Special Invitee Ms. Neelkamal Darbari, MD, SFAC along with members including Mr. Kuldeep Solanki (GUJPRO), Mr. Arindom Datta (Rabobank), Mr. Hemendra Mathur (Bharat Innovation Fund), Ms. Richa Govil (Azim Premji University), Mr. Yogesh Dwivedi (MBCFPCL), Mr. Yogesh Thorat (MAHAFPC), Mr. Ashok Methil (Former CGM,NABARD) , Mr. Anish Kumar (TRIF),and NAFPO team- Ms. Aneesha & Mr. Vijay. The members who could not attend are Mr. Baskar Reddy (Syngenta Foundation India), Mr. Vijay Mahajan (Rajiv Gandhi Foundation) and Prof Shambu (IRMA).



PROGRESS OVERVIEW

NAFPO over the past year have taken a number of initiatives aimed at strengthening the FPO ecosystem thus benefiting the farmer in turn. Some of these activities are listed below:

Sector-Building & Secretariat

- a) **Memberships:-** A total of 91 associates have been mobilized from the 65 associates last year and we have actively engaged with 4500+ FPOs via our newsletter service, surveys, 'FPO Connect' WhatsApp group, Social media platform, and other services aimed at ensuring a low-touch approach to engaging with FPOs on the ground. NAFPO has curated multiple collaborations and initiated conversations among Associates for mutual support, value addition and strengthening FPO ecosystem.
- b) **National & Regional Level Consultations:-** A number of regional and national level consultations have been conducted in partnership with leading organizations focusing on the opportunities and challenges around FPO reforms and development over last year. NAFPO conducted a roundtable in Bihar for "Digital Farmer Services" intervention among FPOs in Bihar, "Opportunities & Challenges: Agricultural Market Reforms & FPOs" focussing Gujarat along with a continuing series of NAFPO Dialogues has been organised with Sector Leaders.

CAPACITY BUILDING INITIATIVES

Among many of NAFPO's Capacity building initiatives the 'Strategic FPO management program' - A 3 part training for FPOs to become sustainable has been curated and conducted in partnership with Vikas Anvesh Foundation (VAF) and "Training Program for Agribusiness Industry on FPO Ecosystem" in partnership with FICCI to sensitise industry professionals on the opportunity FPOs present were our flagship programs conducted during the past year.

DEVELOP MARKET ACCESS AND FINANCIAL LINKAGES

- A) **Partnerships:** Several institutional partnerships have been formalized via MOUs to assist FPOs in areas of Capacity Building, Risk Management & Insurance, Finance & Credit, FPO incubation, Statutory & Fiduciary compliance. NAFPO has partnered with multiple organisations such as HDFC Bank, Samunnati, ICRISAT, FDRVC, FICCI, NCDEX-NICR, VAF, Invest India, IFHD, Credible India and others
- B) **Digital Ecosystem:** NAFPO has launched **3 digital ecosystem initiatives** in the past year:
- **NAFPO HR Marketplace** (www.hr.nafpo.in) to assist FPOs and professionals to access quality talent and opportunities respectively
 - **E-Learning Management System**- a comprehensive digital platform of all quality content, training material, manuals on FPOs accessible to FPOs, Resource Institutions, POPIs, CBBOs and IAs. The tool is being used and referred by CBBOs selected for the promotion of 10k FPOs.
 - **Online Database Dashboard** (www.nafpo.in/fpo-data)- which has information of 9170+ FPOs and updated details of 950+ FPOs. Newsletter/WhatsApp Group Outreach- 13000+ subscribers, 140 member closed group on WhatsApp and NAFPO Website – One stop Clearing House on FPO Information and Guidelines.

POLICY ADVOCACY & KNOWLEDGE MANAGEMENT:

NAFPO has published 2 sector focused publications- a) “State of Sector Report- Farmer Producer Organisations” and b) “Making FPOs achieve Availability - A Practical Guide”. This is to document best practices, successful case studies, integrate Govt schemes and policies that could benefit FPOs in creating a robust ecosystem to support FPOs. Copies have been bought by World Bank, Samunnati, Tata Trusts, ADB, NDDDB, Elevar Equity among others.

Key Deliberations

- **Mr. Pravesh Sharma**, Chairperson, NAFPO Steering Committee thanked RaboBank Foundation for its support to NAFPO and defined the future direction of NAFPO as aimed at “developing multiple partnerships and linkages with all stakeholders and organization working in the FPO sector for tangible outcomes and sectoral development.”
- **Ms. Neelkamal Darbari**, SFAC MD, endorsed the direction and initiatives NAFPO has taken over the years and credited NAFPO initiatives as futuristic and ingrained in the needs of the ecosystem. She also noted that NAFPO’s various capacity building initiatives as ‘addressing some of the great concerns of policy makers and agencies working in the sector’ and the continuous capacity building of CBBOs as critical to the success of 10,000 FPO project and the sector as a whole. She also highlighted the importance of credit facilities and the availability of robust marketing linkages as key to success of any FPO.
- **Mr. Arindom Datta** (Rabobank) acknowledged access to timely finance as a necessary condition for the success of FPOs. He recommended that NAFPO continue to play the role of apex representation of FPOs as a medium-term goal and build partnerships to augment efforts in this area.
- **Ms. Richa Govil** added the need to rethink What success means to FPOs? She felt this was necessary in the context of 10,000 FPO project.
- **Mr. Kuldeep** pointed out that limited financing facility available with public institutions is only accessible by FPOs thus limiting the FPO’s turnover and commodity turnover. He suggested that FPOs to explore new models of financing to increase capacities and profitability.
- **Mr. Yogesh Dwivedi** (MBFPCL) agreed that finance is a key bottleneck in growth of FPCs and shared his experience in accessing govt. incentives and benefit schemes including the AIF, which he felt was only marginal. He suggested the need for increase in number of discussion and conversation with policy makers at the state level for greater implementing efficiencies.

- **Mr. Yogesh Thorat** spoke of some of the ecosystem initiatives MAHAFPC has undertaken in Maharashtra and agreed to the challenges FPCs face with respect to raising funds. He said that FPO in Maharashtra are looking at alternate ways for infusing funds into FPCs by ways of public listing of FPCs in primary markets, accessing foreign currency debt etc.

Summary Action Plan

S.No	Description of challenges	Action	Responsibility
1.	Policy Action	<p>a) To conduct a National level roundtable on “Strengthening CBBO for Success of 10,000 FPO Programme” with participation from CBBOs, POPIs, IAs and NPMA. This CBBO roundtable to focus on reflecting on the role and early experience of CBBOs - opportunities and challenges.</p> <p>b) To conduct a series of conversations among all important stakeholders under the NAFPO Dialogues banner to discuss success metrics for FPOs.</p>	NAFPO & SFAC
2.	Capacity building	<p>a) Webinar with ThinkAg: Discussing key responsibilities of stakeholders for adoption of agri-technologies.</p> <p>b) Training with NICR: Upcoming training for FPOs in partnership with NICR for price risk management.</p>	NAFPO & partners
3.	Access to Credit/ Finance	<p>a) To conduct a NAFPO Dialogues series focusing on bringing all stakeholders in the FPO financing space to discuss ground realities, develop awareness among stakeholders on opportunity and challenges in financing FPOs and develop mechanisms to help FPOs effectively access timely credit/finance.</p> <p>b) Document detailing how FPOs can avail credit/ finance from mainstream, large PSU banks and avail of benefits from the recently announced Agriculture Infrastructure Fund</p>	NAFPO & Rabobank
4.	Knowledge Management	State of Sector report 2022 – A report capturing the trajectory of FPO sector showcase of 10 successful FPOs on areas of Finance & Credit, Sustainability, Growth to be updated .	NAFPO & Sub-Committee on SoFPO
5.	Digital Ecosystem	Updated Database of FPOs- Database of 9100+ FPOs has been consolidated and engagement is done via newsletter service. We are also working on updating information by directly getting in touch with FPOs to develop a FPO finder solution for institutions trying to provide services to the FPOs.	NAFPO & Dhawani & Rabobank support
6.	Strengthening Partnerships	Develop partnerships to facilitate FPOs in accessing Post Harvest Financing facilities and to strengthen areas of Credit access, Marketing linkages, Capacity building.	