

Workshop on Business Planning for FPO



*FPO's Board of Director & CEO from MP

Report on 2 day Workshop of Board of Directors (BODs) & CEOs of MP on Business Planning

Date- 3rd and 4th Feb 2023

Time – 3rd Feb 23 -10 AM to 6 PM, 4th Feb 23- 9 AM- 2 PM

Training Location – NRLM Training campus, Mandavgarh District Dhar, MP (Residential, In-person training)

About NAFPO

NAFPO (www.nafpo.in) is India's apex multi-stakeholder organization for Farmer Producer Organisations (FPO), it is a unique voice of FPO community comprising FPOs, Promoters – NGOs, donors, government bodies and related stakeholders. NAFPO is a civil society initiative to create partnerships and develop an enabling ecosystem to facilitate emergence of robust FPOs with integration of multiple stakeholders. Over the years, NAFPO has successfully developed an elaborate network of close to 100+ Associates and integrated multiple partnerships with stakeholders to develop end-to-end support ensuring that FPOs develop into viable member-owned business enterprises serving their members. NAFPO's primary goal is towards sector building, FPO support, and strengthening via policy advocacy, and acting as an identifier and enabler for multiple institutions to participate in the strengthening of FPOs.

Capacity Building of BODs (Board of Directors) & CEOs

Board of Directors and CEOs form the backbone of the FPO's management, governance and its core functioning. Together they form the FPO's leadership. BODs have a very important role to play in the Management, Governance and Growth of an FPO, while CEOs play a vital role in execution of management decisions and in helping FPOs achieve their mission and vision. BODs and CEOs are responsible for overall decision making and management. Hence, it becomes critical to impart understanding and knowledge/ train FPO's leadership to understand its role and functions in an FPO. Board of Directors play a critical role in improving governance and structures within FPOs, and CEOs in execution thus adding to the growth and capacity of the institution. Capacity Building of BODs and CEOs will have a direct impact on governance, management, availability of credit/finance, market access and linkages essential to the success of an FPO.

Workshop of Board of Directors (BODs) & CEOs of MP on Business Planning

The 2-day Workshop on Business planning is the initiative of NAFPO in partnership with Transform Rural India Foundation (TRIF) and Samunnati Foundation (a CBBO under SFAC for



the Central Sector Scheme of Formation and Promotion of 10K FPO). The training program intended to help participants in understanding what an FPO is, the need for an FPC and its objectives, need for business planning in a FPC, components of a business plan, understanding FPO's customer, Business plan model canvas and business planning exercise. The training program also addressed some of the major challenges FPOs face with respect to business planning.

The **Board of Directors (BODs) Training** program had over **40** participants from **20** FPOs. The registered FPOs were spread across multiple districts of Madhya Pradesh states. There were **26 BODs and 13 CEOs** present at the training location. Participants assembled at training location for the 2-day residential in person training and training was conducted by our **Resource persons - Sandeep Saxena, Abhishek Vyas from TRIF** with the support of the cluster level facilitator Sanjay being present in person. At the training location, participants were provided with stationery, training materials, projector, Laptops/ computers, Wi-Fi access among others to ensure smooth progress of training activities.

Training Topics covered

Day 1: FPO Concept, Need for Business Planning, Business plan canvas & template

Basic concept of FPO -What is an FPO and Why an FPO – Aim and Objectives of FPO, and concepts around the need for Business plan development and Business planning template were introduced to the participants during the First day of Training session. Post FPO and Business plan concept seeding exercise, concept on Why do FPC need a Business Plan and What is Business Plan were discussed with participants followed by a group activity to show participants the Component of Business Plan and to help Understanding the FPO's customer.



Resource person and facilitators saw good participation from all participants in both concepts seeding phase and the group activity-based learning phase of our training.

In the second half of the first day of the training, Components of a business plan, a model canvas were presented and participants were encouraged to identify the challenges pertaining to business planning for their FPO and present a business plan template. Prompts were provided by resource person to encourage participants to think about business opportunities

available and to include them in their business plan template. Mock exercise on Data

Collection and Presentation on CMRE mobile application for data Collection /PG business Plan app was also discussed with BODs and CEOs

Day 2: Primary exercise on Business Planning of FPCs

The participants on the Second day of training were tasked with exercise on Business Planning of FPCs and Next 3 month work Plan of each FPC -Participating BODs and CEOs were asked to develop an action plan to think about business opportunities and create 3 month work plan around business development for their FPO. This was followed by showcasing multiple FPO success stories to inspire the participating BODs and CEOs.

The 2-day training concluded with Prayer followed by team building exercise. A quick recap of the daily topics discussed was done to ensure participants recollect and leave with a thought on various discussions.

Learning outcome



The training program achieved its primary objective of imparting vital understanding and knowledge to FPC leadership on Concepts around FPO, Need for Business Planning, Business plan canvas & template. BODs and CEOs were made aware of their roles and responsibilities and how important they are to the smooth and successful functioning of an FPO. During the training BODs realised the challenges with respect to business development and

developed business plan templated for their FPCs and a 3 month action plan for their FPOs.

G-20 Vision & Mission: The second half of Day 2 of the training revolved around presenting the vision and mission of India's agriculture sector in the context of India's G-20 presidency. The participants were addressed by Joint Director from Ministry of Agriculture and Farmer Welfare and Deputy Director- MP SRLM on the Government of India's 'Millet 2025' mission to accelerate production and promotion of home-grown millets on the world stage. Joint Director of MoA & FW spoke of export opportunities available to FPOs and how they should consider export opportunities in their business plan for their FPCs. This even received wide coverage and representation by the media.



MEDIA LINKS:

- 1) Twitter: <https://twitter.com/AgriGol/status/1621776432434417666?t=CwLAcIMwOhJU0LMTZSSSlw&s=08>
- 2) AIR: <https://youtu.be/w6Y8yqQpJoA>
- 3) DD news: <https://youtu.be/WCw9WihmD44>