



Workshop on Business Planning & NAFPO MCS roll-out



Workshop on 8th-9th at Udalguri, BTR, Assam, CMTc centre.

Date- 8-9th MAY 23, 11th MAY 23, 12th- 13th MAY 2023

Time –

- i) 8-9th MAY 23 -10 AM to 6 PM,
- ii) 11th MAY 23- 10 AM- 6 PM,
- iii) 12th- 13th MAY 2023- 10AM to 6 PM

Training Location –

- i) 8th-9th MAY 23, CMTc campus, Udalguri, BTR ASSAM (Residential, In- person training)
- ii) 11th MAY 23- 10 AM- 6 PM, ANT Campus, Chirang, BTR, ASSAM (In-person training)
- iii) 12th- 13th MAY 2023- 10AM to 6 PM, ANT Campus, Chirang, BTR, ASSAM (Residential, In-person training)



Workshop on 11th-12th at Chirang, BTR, Assam, ANT Campus.

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 Assam on Business Planning

The 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). **3 sets of Workshop were conducted between 8th and 13th of MAY 2023 in BTC districts of Assam. 2 sets of 2-day workshops (8th-9th and 12th-13th May 23) were conducted and a 1-day workshop was conducted on 10th May 23.** The training programs 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 and the same was addressed via the use of Business Planning module of NAFPO MCS.



The **Board of Directors (BODs) & CEO Workshop** program had over **100 (70-80 BODs & 20 CEOs)** participants from **35+** FPOs across 3 sets of workshops. The registered FPOs were from across all 4 BTR districts of Assam state. Participants assembled at their respective training location for the 2-day residential in person training and training was conducted by our **Resource persons – Vijayaragavan R (NAFPO), Arpon (TRIF) & Napoleon, Nitiraj, Caroline from BTR Development Fellows** as **facilitators** with the support of other cluster level facilitators/ Block-level BTR Dev Fellows 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. All 3 sets of workshops followed the same pattern/schedule and the following activities and topics were covered during the training.

Training Topics covered

Day 1: FPO Concept, Need for Business Planning, Business Plan Model 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.



Day 1, Udalguri, BTR, Assam

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 NAFPO Business Planning application for data Collection was also discussed with BODs and CEOs.



Day 1, Chirang, BTR, Assam.

Day 2: Primary exercise on Business Planning of FPCs & NAFPO MCS roll-out

The participants on the Second day of training were tasked with exercise on Business Planning of FPCs and next 6-month work Plan of each FPC -Participating BODs and CEOs were asked to develop an action plan to think about business opportunities and create 6-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.



Day 2, Udalguri, BTR, Assam

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 outcomes

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 6-month action plan for their FPOs. A video recording of the same as shared by participants is available for



NAFPO MCS roll-out: NAFPO has developed a full-fledged web-based application for FPO data collection and storage, operations and business planning and monitoring. The has 5 modules address requirements of any FPO and the same was presented to BODs and CEOs. This received wide interest from the participants.

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.