



Workshop on Business Plan Development for DMMs & BMMs of UP SRLM



Business Plan Development Workshop on 21st-26th August at Lucknow Uttar Pradesh.

Date- 21st -26th August 2023

Time –

- i) BATCH 1 - 21st-24th August 23 -10 AM to 6 PM,
- ii) BATCH 2 – 23rd -26th August 23- 10 AM- 6 PM

Training Location – Lucknow, Uttar Pradesh

Need for Capacity Building of BMMs & DMMs (CBBO)

Capacity-building training for Community-Based Business Organizations (CBBOs) on Farmer Producer Organizations (FPOs) is essential for empowering rural communities. They implement the central sector scheme in the Uttar Pradesh state. These sessions equip CBBOs with the knowledge and skills to establish, manage, and grow FPOs effectively. Training covers basic concepts on FPO, legal compliance, financial management, Business planning, and more. It fosters leadership, enhances outreach, and strengthens collaboration, enabling CBBOs to support farmers better and promote sustainable agriculture while navigating the complexities of the modern agricultural landscape.



Workshop for BMMs & DMMs of UPSRLM 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 VCO under SFAC for the Central Sector Scheme of Formation and Promotion of 10K FPO). 2 sets of Workshop were conducted between 21st and 26th of August 2023 in Lucknow, UP for XX districts & 64 blocks of UP. The 2 sets of 4-day workshops conducted was attended by 84 participants.

The training programs are intended to help participants develop a business plan for their block FPOs and further understand what an FPO is, the need for an FPC and its objectives, the need for business planning in an 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 the Business Planning module of NAFPO MCS. As the end objective, at the end of the workshop, all 64 blocks have a business plan for the FPOs of their respective block. The end objective and in-depth learning were achieved.



The **Workshop** program had over **84 (62 BMMs & 21 DMMs)** participants from **64 FPO Blocks** of UP across 2 sets of workshops. The registered FPOs were from across all marked districts of UP state where FPOs under the 10K FPO program are promoted. Participants assembled at their respective training locations for the 4-day residential in person training and training was conducted by our **Resource persons – Vijayaragavan R (NAFPO), Vaishali Gite (NAFPO) and Shubham (TRI) & Umesh (Young Professional, UP SRLM) as facilitators** 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. Both 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.



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 BMMs and DMMs.



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 6-month work Plan of each FPC -Participating BMMs and DMMs 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 BMMss and DMMs.



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.

Day 3 & 4: Business Plan Development & Presentation

Day 3 & 4 were anchored by our fellow facilitators Shubham (TRI) & Umesh (YP, UPSRLM) where FPOs/ Blocks developed their business plan on Excel based templates and presented the same. At the end of Day 3 & 4, all FPOs had their business plan ready.

Learning outcomes

The training program achieved its primary objective of imparting vital understanding and knowledge to BMMs & DMMs on Concepts around FPO, Need for Business Planning, Business plan canvas & template and having all participants prepare a business plan for FPOs. BMMs and DMMs were made aware of the roles and responsibilities of FPO's CEO & BODs, their role in supporting FPO development and how important they are to the successful functioning of an FPO. During the training BMMs 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.



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 the 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.