



CCS National Institute of Agricultural Marketing

(Ministry of Agriculture, Government of India)

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Report on “One Day Workshop for CBBOs, BoDs, CEOs and Accountants of FPO on FPO Management” conducted at NSTIAM, Hooghly, West Bengal

Date

12th September, 2023

**At Netaji Subhas Training Institute of
Agricultural Marketing, Hooghly, West Bengal**

Submitted by

Course Coordinator

Dr. S.R. Singh, Dy. Director, CCS NIAM

Report on “One Day Workshop for CBBOs, BoDs, CEOs and Accountants of FPO on FPO Management” conducted at NSTIAM, Hooghly, West Bengal

Program Coordinator: Dr. S.R. Singh, Dy. Director, CCS NIAM, Jaipur

Collaborative Partner: NSTIAM, Hooghly, West Bengal.

Date of the program: 12th September, 2023.

Venue: Training Hall, NSTIAM, Hooghly, West Bengal.

Number of Participants: 71

Introduction: This is with reference to the discussion with Dr. Sujit Kumar Bhadra, Director, NSTIAM, Hooghly and the proposal dated 17.7.2023 submitted to NIAM for financial assistance. Accordingly, approval granted by the Competent Authority of CCS NIAM through E- File No. 130030 for conducting “One Day Workshop for CBBOs, BoDs, CEOs and Accountants of FPO on FPO Management” at NSTIAM, Hooghly, West Bengal. The workshop was conducted for the benefit of the members of the Farmers Producers Companies, CBBOs to impart knowledge about agricultural marketing through FPO formation. The workshop was dedicated to FPOs and its members doing agriculture and associated with agricultural marketing activities. The workshop was inaugurated by Sh. Jaideep Dutta Gupta, IAS, CEO, West Bengal State Agricultural Marketing Board, Director, NSTIAM and Dr. S.R. Singh, Dy. Director, CCS NIAM, Jaipur.

Place of Program: The program was conducted at the Training Hall, NSTIAM, Hooghly, West Bengal.

Participants of the Program: The program was attended by 30 FPOs and 14 CBBOs participants consisting of 75 members. All participants of the program

are engaged in agricultural activities and operating FPOs effectively in the districts of North 24 Parganas, Nadia, Purba Bardhman, Hooghly and Howrah. They engaged in farming and other activities like fishing, rice, potato and jute cultivation. The women farmers were also the member of FPO and very progressive and wanted to add new ideas in their knowledge so that they could handle the agricultural problems effectively. Some women members were also the part of FPO working in the area. Nearby FPO members including CBBOs were invited for the workshop along with women FPO members. Category wise details of the participants are as under:

S. No.	Source of candidates	Gender		Category of the participants				Total
		Male	Female	SC	ST	OBC	General	
1	CBBOs	13	-	-	3	2	8	13
2	FPO/FPC	-	9	1	-	2	6	9
		49	-	8	-	15	26	49
Total		62	9	9	3	19	40	71

Objectives of the Training Program:

1. To sensitize the FPO members about basic concept of FPO and its governance including the marketing activities.
2. To upgrade the knowledge of FPO that how to register FPO under companies Act.
3. How to use and understand the Content of MoA and Article of Association.
4. How to maintain the record and book keeping of FPO?
5. To make them aware about statutory compliance of FPO.
6. To elaborate the need of financial statement of FPO.
7. How to build up interpersonal relationship and team building.
8. Exposure visit of successful FPOs and Bangla Sufal working in the area.

List of Resource persons:

- Dr. S.R. Singh, Dy. Director and Workshop Coordinator, CCS NIAM, Jaipur
- Dr. Sujit Kumar Bhadra, Director, NSTIAM, Hooghly, West Bengal.
- Mr. Gautam Sen, Ex. General Manger, NABARD.
- Mr. Ankush Saha, General Secretary, West Bengal Fruits and Vegetable Exporters Association.

Course Content: The course content and schedule followed during the Workshop is as under:

Topic (s)	Speaker (s)
Registration of Participants	NIAM and NSTIAM officials
Inauguration of the program	By Sh. Jaideep Dutta Gupta, IAS, CEO, West Bengal State Agricultural Marketing Board and Dr. S. R. Singh, CCS NIAM, Jaipur.
Introduction about the program	Dr. S.R. Singh, Dy. Director and Workshop Coordinator, CCS NIAM, Jaipur.
Basic Concepts of FPOs: Policies and Procedure	Dr. S.R. Singh, Dy. Director and Workshop Coordinator, CCS NIAM, Jaipur.
Developing Business plan for FPO along with Data Monitoring and submission.	Mr. Gautam Sen, Ex. General Manger, NABARD
Understanding the export market and stakeholders engagement	Mr. Ankush Saha, General Secretary, West Bengal Fruits and Vegetable Exporters Association.
Business opportunities and Bankable Business Plan for FPC's	Resource person from Marketing Board
Linking FPOs to the markets.	Dr. S.R. Singh, Dy. Director and Workshop Coordinator, CCS NIAM, Jaipur.

Number of Sessions Executed: During the programs, 4 sessions were executed in the workshop as well as question answer sessions were also

moderated and answered the queries of the FPO members/farmers. Two sessions were taken by undersigned and the others were taken by the NABARD Officials and General Secretary, West Bengal Fruits and Vegetable Exporters Association.

Teaching Methodology: The lectures were delivered by the resource persons on different topics assigned to them and also shared their field experience with the participants. Power point presentation were made by the experts to make the session live and understandable. Group discussion and group exercise were also moderated among the FPO members and listen their problems and topics of interest. Question answer sessions were also executed during the program for one to one interaction with FPO functionaries. During the program participants were also allowed to put up their queries before the scientists and got the instant solution from the scientists. Presentations were made through PPTs. A field visit of progressive FPO was also arranged to the participants for exposure including Bangla Sufal.

Major crops of the Area: Paddy, sugarcane, fruits and vegetables, jute, potato, chili are the major crops of surrounding areas.

Problems faced by the FPO members.

1. FPO members are not aware about the details of activities of FPO and FPC and also not able to understand that how an effective FPO can be operated for the benefit of members.
2. Majority of members were facing the problems of execution of FPO activities and members are not in a position to access the market. However, CBBOs were also handholding the FPOs.

Observations of Authorities of NSTIAM, West Bengal: Overall organization of the program was excellent and participants were very much satisfied with the knowledge shared during presentations and enlightened on the new subject and course content and the way of presentation of faculties was





(Welcome of Dr. S.R. Singh, Dy. Director, CCS NIAM by Sh. Jaideep Dutta Gupta, IAS, CEO of West Bengal Marketing Board)



(Key Note Address by Dr. S.R. Singh, Dy. Director, CCS NIAM)



(Lighting of Lamp at Inauguration Ceremony)



(Standee of the Workshop)

(Dr. S.R. Singh)
Dy. Director &
Workshop Coordinator
Dated: 22nd September, 2023