

**FPO promotion - Review with Resource Institutions**  
**Minutes of Meeting held on 22 May 2017 in SFAC, New Delhi**

A review meeting was held on 22 May 2017 with the Resource Institutions to seek an update on the FPO promotion work in various States under different programmes, and their future plans for bringing in sustainability to the institutions (FPOs) formed on the ground. The meeting was chaired by MD, SFAC and attended by around 46 RIs (List enclosed).

The meeting began with MD SFAC giving the broad objectives of the FPO promotion programme. He highlighted the highs and lows that the programme underwent since its inception, and significantly, the larger awareness it has created amongst farmers as well as other stakeholders.

He drew attention of the RIs to the fact that bringing in sustainability to the FPOs promoted so far, remains a challenge. Towards this, he directed the RIs to ensure that farmer related data /MIS is quickly collated and uploaded on SuGyan platform, so that planning for the FPOs will be more focussed. Data, particularly, relating to land holdings and production of each crops needs to be accurately collated and uploaded by the RIs. ***The entire work should be completed within June 2017. Action to be taken by RIs/ Arete Technologies.***

On SFAC's part, he assured that training and capacity building for FPOs will be given more emphasis. An annual training calendar is being finalized by SFAC in association with Bankers Institute for Rural Development (BIRD). ***In case RIs have any specific training requirements then it should be sent to SFAC immediately.***

There are many innovations and success stories which have been narrated often by RIs, however, such successes have not been properly documented and shared with SFAC. MD stressed the point that such stories inspire other FPOs/ farmer groups to do better and therefore, should be shared with the larger audience to make the movement more impactful. ***All RIs would provide such success stories along with necessary documentation within one***

**month.** In case of value added products, requisite samples be sent immediately to SFAC for display.

MD summed up his opening remarks by stating that Schemes of SFAC such as Equity Grant Fund enable working capital for the FPOs and motivate them to use these funds for taking up value addition, processing and other marketing activities. So, RIs should strive to apply for the equity grants for the FPOs being promoted by them in various states.

In this connection, MD also directed RIs to mobilize additional farmers and share capital contributions of existing members both to fully utilize the EG Scheme and I promoting long term sustainability of FPOs.

Infrastructure requirements of the FPOs should also be realistically assessed by the RIs and a proper data base be developed by them for possible convergence with existing Schemes of Central/ State Government. ***Such a data base be developed within two months.***

MD also informed that an Annual Action Plan, State wise/ Scheme wise is being finalized shortly with physical and financial targets for all stakeholder including FPOs/ RIs/SFAC/State Government as relevant. ***RIs should adhere to the timelines and accordingly take suitable action accordingly for timely & effective delivery. Action to be taken by Team FPO/ RIs.***

In the status report based on monitoring and evaluation exercise carried out by Synergy Technofin, the M&E team leader touched upon the various concerns around farmer mobilization, capacity building and training, FPO registration and its compliance, business plans, market linkages stages of the FPOs being established by the RIs. He suggested that remedial steps, wherever necessary, should be speedily taken up as per advice of SFAC.

The RIs from various states who have been promoting FPOs under different programmes across India, presented their achievements, innovations/ success stories on the ground, issues and concerns being dealt with while promoting FPOs and their future plans. Most of the RIs expressed that there was a greater need to have timely working capital for the FPOs so that they can implement their business plans. Most FPOs were gearing up for taking up primary level value addition and processing to their produce to access better markets and better

returns. Few of the RIs felt that time frame of 3 years is not sufficient for sustainability of FPOs and wanted it to be extended by another 2 years. Besides, the issue of timely release of management cost to FPOs and RIs was also raised by the RIs. MD assured the RIs of timely release of funds by SFAC.

Team Leader – MSG, SFAC wrapped up the meeting stressing on a few pointers for the RIs – uploading of farmers data on Sugyan, documenting and sharing of success stories & innovations from the ground, applying for equity grants, realistic business plans – these are to be taken up on priority. He assured the support of SFAC for more frequent interactions in the months ahead.

*Shohini*  
MD, SFAC