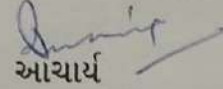


Starting of "Post-Graduate Certificate Course in Farmer Producer Organisation (Online Mode)" at ASPEE Agribusiness Management Institute, Navsari Agricultural University, Navsari

## જાહેરનામું

આથી સંબંધકર્તા સર્વેને જાણ કરવામાં આવે છે કે તા.૨૬/૦૮/૨૦૨૩ના રોજ નવસારી ખાતે મળેલ નવસારી કૃષિ યુનિવર્સિટીની ૫૦મી વિદ્યા પરિષદની બેઠકની કાર્યનોંધના મુદ્દા ક્રમાંક ૫૦.૧૬ થી નીચેની વિગતે ઠરાવ કરેલ છે.

"Resolved to approve starting the "Post-Graduate Certificate Course in Farmer Producer Organisation (Online Mode)" at ASPEE Agribusiness Management Institute, Navsari Agricultural University, Navsari from the academic year 2023-24 as per Annexure I & II".

  
આચાર્ય

અસ્પી એગ્રીબિઝનેસ મેનેજમેન્ટ ઈન્સ્ટીટ્યુટ  
નવસારી કૃષિ યુનિવર્સિટી  
નવસારી

જા.નં.નકૃયુ/એએબીએમઆઈ/જાહેરનામું/ ૧૨૦૯-૧૨૩૫/૨૦૨૩  
તા.૧૨/૧૦/૨૦૨૩

### નકલ સવિનય રવાના :

૧. વિદ્યા પરિષદના તમામ સભ્યશ્રીઓ તરફ.
૨. યુનિવર્સિટીના તમામ અધિકારીશ્રીઓ તરફ.
૩. તમામ આચાર્યશ્રીઓ તરફ.
૪. તમામ યુનિટ હેડ / યુનિટ અધિકારીશ્રીઓ.

### નકલ રવાના :

૧. કુલસચિવશ્રીના રહસ્ય સચિવશ્રી, નવસારી કૃષિ યુનિવર્સિટી, નવસારી.
૨. સંશોધન નિયામકશ્રીના રહસ્ય સચિવશ્રી, નવસારી કૃષિ યુનિવર્સિટી, નવસારી.

## Post-Graduate Certificate in Farmer Producer Organisation (PGC-FPO)

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### Background:

Agriculture sector plays a very important role in both economic development and nation building. India is globally in the forefront of development of agriculture. However, more than 86% of farmers in the country are small and marginal. There is a need to facilitate our farmers with access to improved technology, credit, better input and more markets to incentivize them to produce better quality commodity. For this, Aggregation of small, marginal and landless farmers into Farmer Producer Organisations (FPOs) will help enhance economic strength & market linkages of farmers for enhancing their income. However, due to highly fragmented, scattered and heterogeneous landholding, rising cost of cultivation and limited access of small/marginal farmers (SF/MF) to public resources and markets, the small holding based agriculture has gradually become unviable. The limited production quantities, lack of farmers' access to public resources, quality inputs, credit facility, modern technologies, etc. and frequent crop failures, lack of assured market, income safety and poorly developed supply chain, has resulted in high dependency of farmers on the exploitative intermediaries and local money lenders. Small and marginal farmers constitute around 85% of the total land holding and hold around 44% of the land under cultivation. Some of the key concerns relating to small farm holders include:

- ✓ Inadequate farming and extension services and low level of technology adoption
- ✓ Lack of capital and poor business skills
- ✓ Low income due to poor infrastructure and low market efficiency

The above situation calls for major structural reforms and transformational initiatives towards the revitalisation of Indian agriculture both, by way of stepping up investments for productivity enhancement as also reforms in agricultural marketing and post-harvest agri logistics for boosting agricultural growth. In this context, a sustainable solution lies in collectivisation of agricultural produce and value addition/marketing by achieving the economy of scale and creating commodity-specific agri value chains with participation of agri entrepreneurs and primary producers on the equitable terms.



## **Current Status of FPO**

FPOs are farmers' collectives, with membership mainly comprising small/marginal farmers (around 70 to 80%). Presently, around 5000 FPOs (including FPCs) are in existence in the country, which were formed under various initiatives of the Govt. of India (including SFAC), State Governments, NABARD and other organizations over the last 8-10 years. Of these, around 3200 FPOs are registered as Producer Companies and the remaining as Cooperatives/ Societies, etc. Majority of these FPOs are in the nascent stage of their operations with shareholder membership ranging from 100 to over 1000 farmers and require not only technical handholding support but also adequate capital and infrastructure facilities including market linkages for sustaining their business operations.

## **Critical Ecosystem for FPOs**

A congenial ecosystem is a must for development of producer organizations because they have to deal with the most vulnerable part of agri-value chain, which starts from the farm and goes on till processing and the far-away markets. The critical ecosystem services include emergency credit, consumption credit, production credit, retail services of inputs for agriculture and other agricultural production services required by the small and marginal farmers. Unless these services are provided by a producer organization, it cannot divert the surplus produce from the local trader or shop keeper to the producer organization. In addition, the producer organization can take up other services related to facilitating linkage with the banks and line departments for ensuring the infrastructure access for the business. In order to build a sustainable FPO, favourable ecosystem is needed besides certain policy reforms particularly in the agricultural marketing systems.

Some of the critical ecosystems include:

(a) Policy Environment-Risk mitigation, licensing, agri-logistics, infrastructure arrangements, contract farming

(b) Technology Support- Extension service, advisory, value addition, processing & marketing (c) Consumption/ production/ post production credit support- Banks/ financial institutions, NBFCs, Government institutions, Developmental Agencies, Corporates, etc.

(d) Retail services/ Markets- Quality inputs, retail marketing, spot markets (eNAM, APMC), future's trading (NCDEX), linkages with agri corporates, exporters, direct marketing.

## **Objective of the Course:**

1. Create understanding of conceptual base of FPO among the students, faculties and other stakeholders of the system for its effective implementation.
2. Develop human resources for cluster based agribusiness approach through FPOs.



**Scope of the course:**

The Post-Graduate Certificate in Farmer Producer Organisation will offer a diverse and dynamic scope that combines agricultural knowledge, entrepreneurial skills, and community development. It will equip individuals with comprehensive knowledge about FPOs and their role in the agricultural sector and will prepare graduates to initiate and manage FPOs, fostering entrepreneurship and self-reliance in rural communities. They acquire skills in business planning, financial management, and tailored agricultural marketing strategies. FPOs play a pivotal role in rural development, and certified graduates can empower farmers and enhance their socio-economic conditions by working with local communities. This program opens doors to various career opportunities, including policy advocacy, agricultural research, and innovation. Graduates can contribute significantly to sustainable agriculture and rural development, positively impacting farming communities. It is an excellent choice for those passionate about making a difference in the agricultural sector.

**Medium of Instruction:** The medium of the instruction will be in English language only.

**Mode of the Instruction:** Online mode

**Duration of the Programme:** Six Months (from January to June)

**Course Design:** It shall be six months duration PG Certificate Programme which consists of online lectures, self learning, assignments, case studies, project work etc.

**Modules to be covered for the PG Certificate Programme:**

Sl. No.	Title of the Module	Credit
1.	Understanding the Agribusiness Ecosystem of the FPOs	2
2.	Concept and Governance of FPOs	2
3.	Resources planning for business development of FPOs	2
4.	Marketing and market linkages for the FPOs	2
5.	Financial management for FPOs	2
6.	Project work	8
<b>Total Credits</b>		<b>18</b>

(Module wise detailed course structure is attached as per ANNEXURE-II)

**Age:** There is no age limit to apply for this course.

**Eligibility:** Graduate/Post Graduate in Agriculture & Allied subjects; Bachelor in Science/Rural Studies/Commerce/Business Management from the ICAR/UGC recognized university.

**Course Fee:** Rs. 3500/- which will cover the preparation of the reading material (e-publication only), remuneration to the experts as well as printing of certificates and other miscellaneous items. There will be application fee of Rs. 500/- for processing as well as scrutinizing of the applications.

**Total intake:** Institute will invite admission for Max. 35 candidates. However, there should be minimum 10 candidates to commence the batch.

**Selection Procedure:** Applications will be scrutinized purely on merit basis i.e. marks obtained in the graduation level. Preference will be given to the candidates having Graduate/Post Graduate in Agriculture & Allied subjects. In case of seats remain vacant then candidates with Bachelor in Science/Rural Studies/Commerce/Business Management will be considered for admission.

**Reservation of Seats:** Reservation of seats shall be as per the roster prescribed by Government of Gujarat from time-to- time.

**Evaluation:** The evaluation will be done on the basis of assignments, case study, project work and performance in the end-exam conducted by the institute.

The programme evaluation and their weightage is divided under two components:

- (i) Assignments/case study (20%)                      (ii) Term-End Examination (80%)

**Note:** (i) The project work will be given to the candidates related to the different aspects of the FPO. The evaluation of the project work will be done on the basis of performance in the presentation and quality of the report submitted.

(ii) The students will have to secure minimum 50 per cent in all the components of the course on individual basis as well as aggregate basis for the course.

**Result & Certification:**

The final certification of the PG certificate shall be made on percentage of marks obtained by the candidate as per below:-

<b>Scheme of Awarding Division</b>	<b>Percentage of Marks</b>	<b>Grade</b>
I <sup>st</sup> Division with Distinction	80% and above	A
II <sup>nd</sup> Division	60% to 79.99%	B
III <sup>rd</sup> Division	50% to 59.99%	C
Failed	Below 50%	F

**Budget Head:** A separate budget head shall be maintained of the course. The entire course expenditure will be done through various fees collected from the applicants.

**Resource persons:** In-house faculties of the AABMI and the NAU as well as persons from the various organizations especially from the reputed FPOs, CBBO or any other FPO promoting agencies will also be invited on need basis.

**Course Director & Co-Director:**

Dr. Kuldeep Choudhary, Assistant Professor will act as Course Director and Dr. Swati Sharma, Assistant Professor will act as Course Co-Director.



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## ANNEXURE-II

### Module wise detailed course structure of Post Graduate Certificate in Farmer Producer organisation (PGC-FPO)

#### Modules to be covered for the PG Certificate Programme:

Sl. No.	Title of the Module	Credit
1.	Understanding the Agribusiness Ecosystem of the FPO	2
2.	Concept and Governance of FPO	2
3.	Resources planning for business development of FPO	2
4.	Marketing and market linkages for the FPO	2
5.	Financial management for FPO	2
6.	Project work	8
<b>Total Credits</b>		<b>18</b>

#### Module wise detailed course structure:-

##### Module 1: Understanding the Agribusiness Ecosystem of the FPO (Credits = 2)

Overview of Agribusiness ecosystem for FPO in India. Overview of Farm based Livelihoods in India. Need of Collectives for the Smallholder Farmers. Introduction to different collective approaches. Different organizations involved in promotions of the FPO. Policies for the Promotion of FPO.

##### Module 2: Concept and Governance of FPO (Credits = 2)

Introduction and types of FPO, concept and structure of FPO-cooperative, producer company etc. Roles and responsibilities of BODs, members and CEO in FPO. Different statutory provisions and compliances for different forms of the FPO. Dispute settlement.

##### Module 3: Resources planning for business development of FPO (Credits = 2)

Need of the various resources for FPO. Types of the resources, human resource planning, Leadership qualities, physical resource planning for FPO. Strategies for aggregation of farmers into FPOs. Importance of Business Planning for FPOs, overview of different business models and their components. Business plan for Farmer Producer Organizations. Different case studies related to the topic.

**Module 4: Marketing and market linkages for FPO (Credits = 2)**

Understanding the different marketing players. Concept of cluster-based approach of marketing. Market based production planning. Models in FPO marketing. Supply/Value chain management for FPO. Packaging, branding and licensing of produce. Different case studies related to FPO marketing. Developing marketing strategies for FPO.

**Module 5. Financial management for FPO (Credits = 2)**

Financial need for FPO, Types and sources of finance available for FPO. Risk factors in FPO business. FPO sustainability. Finance, Accounts and Audit of Producer Organizations. Role of different financial institutions for supporting and promoting FPO.

**Module 6. Project work (Credits = 8)**

A project assignment will be given related to the different aspects of the FPO.



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