

**STATUS OF FARMER PRODUCER ORGANIZATION  
(FPO) IN JHARKHAND**



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PROJECT SUBMITTED TO THE  
**BIRSA AGRICULTURAL UNIVERSITY**

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By

**MR. SIDDHARTH KUMAR**

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OF

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**2018**

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Dated \_\_\_\_\_

## CERTIFICATE

This is to certify that the thesis entitled, **“STATUS OF FARMER PRODUCER ORGANIZATION (FPO) IN JHARKHAND”** submitted in partial fulfillment of the requirements for the degree of **MASTER OF BUSINESS ADMINISTRATION IN AGRIBUSINESS** of the Faculty of Post- Graduate Studies, Birsa Agricultural University, Kanke, Ranchi Jharkhand is faithful record of bonafide project work carried out by **MR. SIDDHARTH KUMAR** under my supervision and guidance. No part of the thesis has been submitted for any other degree or diploma.

It is further certified that the assistance and such help received by him during the course of investigation have been duly acknowledge.

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*(By Advisory Committee)*

We, the under signed members of the Advisory Committee of **Mr. Siddharth Kumar** a candidate for the degree of Master of Business Administration in Agribusiness have gone through the manuscript of the project and agree that the project entitled **“STATUS OF FARMER PRODUCER ORGANIZATION (FPO) IN JHARKHAND”** may be submitted by **Mr. Siddharth Kumar** in partial fulfillment of the requirements for the Degree.

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*(By Examining Committee and External Examiner)*

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# Dedication

Every challenging works need self effort as well as guidance of elders especially those who were very close to our heart.

My humble effort I dedicate to my loving  
Father & Mother,

Whose affection, love, encouragement and prays of day and night make me able to get such success and honor,

Along with all hard working and respected  
Teachers

**...SIDDHARTH KUMAR**

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Ranchi: ...../...../ 2018

SIDDHARTH KUMAR

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## **Abstract**

Agriculture is the backbone of Indian economy and it provides the livelihood to the majority of population but there are many challenges Indian farmers are facing. The major challenge in agriculture are irrigation water, fragmented land holding, high input cost and marketing of farm produce etc. There is a need of collectivization to solve some challenges of agriculture. It can be done through cooperatives society, Self help group, Farmer interest group, Farmer producer organization. In this study, the status of FPO in Jharkhand is compared with other states and suggestion is given to improve the operation in Jharkhand. The Primary Data were collected through interaction of members and farmers of FPOs and secondary data were collected through published information, journals, newspaper article and internet source (NABARD & SFAC). By analyzing the data it has been found that Jharkhand has 65 FPOs out of total 2921 FPOs across the India & Ranchi district was leading in the number of FPOs. 15 FPOs were working in Ranchi district. The five FPOs were selected for collecting the data in Ranchi and it was found that the average number of members of member varies from 445-2000 and their average annual turnover ranges 7-45 lakh. The purchase of input materials should be done directly from distributors/Companies as per requirement to reduce the input cost and the FPOs should tie up with agricultural universities/ICAR institute/private companies etc. for best technical knowledge so that the farm activities can be done properly. The FPOs should train their members with high skill needed for their farm activities. FPOs should track the activities of various committee time to time and FPOs should coordinate with banks for availing finance and Share the financial status of the companies during the board meeting. Farm enterprise selected under FPO should be based on market assessment as per market need, so that farm produce can sell easily in the market and better price can be realized. The proper use of marketing tools developed by government departments such as e-NAM ([www.enam.gov.in](http://www.enam.gov.in)) and other such information available with other government/ private agencies for better price realization of farm produce.

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# CHAPTER 1

## INTRODUCTION

Agriculture sector in India is of paramount importance to the national inclusive developmental agenda as more than 60% of the population is dependent on agriculture for their livelihoods. Faced with multiple risks and challenges, the sector, being vastly diverse, calls for multi-pronged strategies and programmed to make it a sustainable livelihood for millions of farmers.

In India, 83% of operational land holding belongs to marginal and small holdings. As per Agricultural census 2010-11 (GOI, Agricultural census, 2011), total number of operation holdings were estimated 138.35 million, in which 67.1% were marginal farm holders i.e. having individual operational land holding of less than 1 hectare, 17.9% were small farm holders i.e. having individual operational land holding of more than 1 hectare but less than 2 hectare, 10.0% were semi small farm holders. On national average, the size of operational land holding of each farm varied from 0.39 hectare in the case of the marginal farm holdings to 1.42 hectares for small farm holding and to 17.38 hectares in the case of the large farm holdings, which worked out to 1.15 hectares for all farm holding groups taken together. Such is the predominance of marginal and small farms in Indian agriculture. As per estimate, about 1.5 to 2.0 million new marginal and small farms are being added every year due to continuous land fragmentation (NAC, 2012).

With continuous challenges like low yield, lack of credit , market asymmetries etc. and absence of an effective organizational structure, farmers, especially the marginal and small farmers are on the verge of either become incompetent in the market or find themselves in a captive position under local buyers or village level brokers. These constraints bring out the need for local collectivization of farmers. Many countries have introduced such structural changes and are successful in agriculture production and satisfying the demand of the farmers.

Collectivization can help in introducing economies of scale, bringing down the input costs, better bargaining power and magnifies the voice of farmers as collective voice. It is well recognized that the commercialization of small-scale, resource-poor farmers is closely linked to higher productivity, greater specialization, and higher income (Bernard and Spielman, 2009). The most common form of collectivization that Indian farmers have adopted over the years are cooperative

societies, federations of self- help groups, joint liabilities groups, farmers clubs and common interest groups.

The concept of agriculture cooperative was started back in mid-17<sup>th</sup> century in Europe. Cooperatives have become one of the tools of agricultural development in emerging countries. The first Cooperative Law of India was enacted by the British in 1904. It was reformed in 1942 and again in 1984 as Multi State Cooperative Societies Act and is presently operative. The role of a cooperative is to create an interface between the farmer and global market, provide access to permanent risk bearing capital for farmers, manage risk for farmers through diversification, set standards in the market, provide more competitive market conditions and market access to farmers, and to promote economic democracy at the grass root level (Singh, 2008).

In spite of its numerous advantage, cooperatives also has some disadvantage which hinder the path of development of marginal and small farmers. Some of them are lack of secrecy of business affairs and business acumen. The paid office-bearer of cooperatives does not take interest in the functioning of societies due to the absence of profit motive. In a way, lack of profit motive breeds fraud and corruption in management. This is reflected in misappropriations of funds by the officials for personal gains. In most of the cooperatives, all members are not found imbued with a spirit of cooperation. Absence of such spirit breeds mutual rivalries among the members. Influential members tend to dominate in the society's affairs.

Cooperatives are always inward oriented, that is focusing on the requirements of farmers and acting as a facilitating organization to them while completely ignoring the outward orientation, that is the market needs, suppliers and end consumer demands and changes accordingly. Only few have become successful demonstrations such as AMUL and the reasons for the success of these producer institutions are strong leadership.

Cooperatives across the developing world have been more of a failure than success and are alleged to have led to exclusion of really poor, elite capture of such bodies, promoting differentiation instead of equity in rural communities like in case of sugar co-operatives in Gujarat (Ebrahim, 2000). In India, the only exceptions to the failure have been sugar and milk co-operatives in some states especially in Maharashtra and Gujarat (Baviskar and Attwood, 1991). There has been a constant search for alternative forms of collectivization or co-operation to achieve the objectives of development of poor people though some researchers also differentiate collectivization and co-operation in the sense that whereas former refers to

organizing to avoid exploitation in markets and the latter as organizing in situations of missing markets (Shah, 1996).

Co-operatives in general have suffered from the problems globally and resulted in failure with some exceptions. In the light of the previous experience of the poor performance of traditional cooperatives in India, it was felt that there was a need to give more freedom to cooperatives to operate as business entities in competitive markets. The Government of India came up with a new institutional form called “Farmer Producer Companies (FPC)” in 2003. It is a legal entity, enacted in 2003 as per section IXA of the Indian Companies Act 1956, of the producers of any kind (agricultural produce, forest produce, artisanal products, or any other local produce) where the members are primary producers. The FPC were promoted locally and networked at larger level like Confederation of Indian Industry and The Federation of Indian Chambers of Commerce and Industry in future. The concept is popularized only after 2013 after successful demonstrations in few of the pockets. Small Farmers Agribusiness Consortium (SFAC) was identified by the Government of India as a nodal agency for promotion of Farmer Producer Organizations (FPOs) in India. The mission of the SFAC is to provide the required assistance and resources – policy action, inputs, technical knowledge, financial resources and infrastructure to strengthen the FPOs. It is an established fact that small producers require an external catalyst to bring them together in an FPO and to build their capacities to govern the institutions in a self-sustaining manner (NAC, 2013). Till 31<sup>st</sup> July 2018, 847 FPOs are formed by SFAC while NABARD has promoted about 4,000 FPOs across the country. FPO serve as a platform for the farmers to get organized as a functional entity for collective production of quality farm produces, processing and value addition and direct marketing. As a result, it will empower and improve the bargaining power, net incomes and quality of life of small and marginal farmers/producers in India. Indian Organic farmers Producer Company Limited is the first Farmers’ Producer Company incorporated in year 2004 in Kerala.

In Jharkhand, NARARD is playing an important role in formation of FPOs. Till March 2018, 65 FPOs in 21 districts of the state was formed. Beside this, Small farmers’ Agri-Business Consortium (SFAC) had also formed 8 FPOs in the state. As a result of which horticulture and livestock’s has become fastest growing sector. The state has made rapid progress in horticulture with around 4.27 lakhs hectare under vegetables and fruits (out of net shown area of 23.62 lakh hectares) and an all-India ranking within 10 for several vegetable crops. Livestock too is also a high value option for landless households. The state has maintained a high growth rate of

17.23% in fish production over the past 10 years, despite limitations such as dependence on seasonal water bodies and recurrent droughts.

The approach of FPOs are considered to be helpful in integrating the farmers directly, through their institutions (producer companies), to market, for both input and output. The approaches envisions collective processing and marketing whereas production is largely left to the individual small farms, as they too, are considered to have some unique advantages to raise productivity, increase income through diversification and high value agriculture. Keeping above facts in view, this study is conducted with following below objectives:

### **OBJECTIVES**

- **To study the status of FPO in Jharkhand vis- a- vis with other states.**
- **To suggest the way to improve the operation of FPO in Jharkhand.**

## CHAPTER 2

### REVIEW OF LITERATURE

The chapter deals with the review of past research works conducted by different authors on co-operatives society & FPOs.

**Kumar (2002)** in his study on vegetable growing farmers of Belgaum district observed that 24% of the respondents were illiterate, 45.33% had studied upto primary school, while 21.33 and 9.34% of the respondents were educated upto high school and college & above respectively.

**Bijman (2002)** has studied the marketing co-operative as a particular type of institutional arrangement in the agri food chain. Marketing co-operatives play a major role in the agricultural sector of most industrialized countries. In the Netherlands, 84% of all milk was processed by co-operative dairy companies, 64% of all sugar beets was processed by co-operative refineries, and 95% cut flowers and potted plants was sold through co-operative auctions. Also in other European countries a large part of agricultural production was processed and sold through cooperatives.

**Prathima (2004)** conducted study on economic of vegetable seed production and marketing-an analysis of contract farming in Karnataka and reported that farmers had 13 years of experience regarding the seed production in contract farming.

**Ortmann and King (2006)** studied on cooperatives empower people to improve their quality of life and enhance their economic opportunities through self-help. The NCFC echoes these sentiments by providing the following reasons why cooperatives were or are being formed: to strengthen bargaining power, maintain access to competitive markets, capitalize on new markets opportunities, obtain needed products and services on a competitive basis, improve income opportunities, reduce costs and manage risks.

**Koopmans (2006)** has defined a cooperative as a member-controlled association for producing goods and services in which the participating members, individual farmers or households, share the risks and profits of a jointly established and owned economic enterprise. In this context, cooperative members are both owners and investors in a cooperative.

**Babalola (2014)** investigated the role of corporate governance practices in corporate financing in Nigeria. Three of the most important corporate governance mechanism such as transparency, accountability, internal controls and risk management were examined. He determined the

executives of cooperative societies showed good commitment towards accountability and to assess the significance of members' participation in the democratic process giving room for the emergence of incompetent individuals on the executive and board of cooperatives.

**Mbanza (2013)** has found that agricultural cooperatives provide some benefits to their members. First, government recognizes cooperatives as tool for improving household food production and tries to help them through lobbying for sponsors, financial help, providing advice through cooperative officers and offering agricultural inputs as well as other subsidies. Second, cooperatives provide employment and education that raises the level of agricultural skills among cooperative members through different kinds of training. These benefits make it possible for cooperative members to increase production and access markets which bring in some income for the cooperative and for the members.

**Grace (2014)** studied that the growth of the cooperative movement has increased enormously since the creation of the first member-own, member-run and member-serving business in Scotland. Cooperatives are now classified in four different types such as: consumer, producer, worker and shared services cooperatives. Nowadays, there are about 2.6 million cooperative organizations registered in 145 different countries on the planet.

**Rondot and Collion (2000)** defined the producer organizations as formal rural organizations whose members organized themselves with the objective of improving farm income through improved production, marketing, and local processing activities. Producer Organizations deal with policies on issues such as pricing and export and import of agricultural products; access to inputs and services, including agricultural credit and local processing of agricultural production and its marketing.

**Deininger and Sur (2006)** concluded that the ability to meet high food safety and quality standards was lowest in smallholder agriculture because of the scale economies. The most important reason was the inability of smallholders to dominate production systems to meet the food safety and quality requirements of the rich country markets.

**Murray (2009)** examined and concluded that producer companies require capital in large quantities from the banking system which will be a major challenge for banks, as companies may not have much else than the producer member equity to leverage borrowings. Unconventional approaches would be required to assess the credibility, reputation and the principles on which the company operate which are the only tangible assets, not physical assets.

**Shylendra (2009)** explained producer company as a new answer to rectifying the imperfect experiences of cooperatives and to answering the social requirements of aggregating small and marginal farmers, strengthening their leverage through collective means, and integrating their livelihoods into remunerative markets.

**Nabcons (2011)** concluded that lack of vision and direction from BOD, operational problems like low equity base due to low share value (share capital ranged from Rs. 1-5 lakh cross PCs), poor marketing and value addition expertise, no or poor business plans which were needed for obtaining finance as well, poor skills of professionals of the PCs.

**Patkar et. al. (2012)** has observed that dynamism of small-producers' agency in markets and organizations was unrepresented in policy responses and spaces available for smallholders to influence at national and global levels. Small producers' concerns were often conflated with those of better-endowed larger farmers. At the same time, small farmers were often viewed paternalistically as poor, powerless and illiterate, and therefore as beneficiaries of poverty-alleviation programs and sometimes as a sector best left to fade away.

**Trebbin (2012)** studied that concept of producer companies has captured so little attention, even in India needs to be addressed. The Indian government does not actively promote those companies, but leaves their setup to civil society organizations. This suggests that there is little belief on the government's side in this concept as an alternative to the privatization of agriculture as designed by the WTO.

**Singh (2013)** concluded that comparison of cooperatives and PCs in policy treatment in India shows that income tax exemption, non-taxable welfare income exemption, land lease at nominal rates or free, fertilizer allocation to PACS, foundation seed supply and marketing support to seed cooperatives, state agency grants to cooperatives, export incentives and provision of distribution outlets for selling products which is available to cooperatives is not available to PCs.

**Dhakal (2013)** concluded that farmers' organizations were collapsed due to the lack of ownership, group management skill and inability to link with market. The business skills, technical skills and organizational management skills of ARC (Agricultural Resource centers) members were not promoted parallel.

**Salokhe (2016)** has reported that farmers can access quality inputs at low cost, can obtain the market information on different markets and prices in different markets, secure access to new technologies, and tap into high value markets. FPO is the best way of linking producers to market for getting fair prices for their produce.

**Kaaria et. al. (2016)** concluded triple roles of women are a key constraint to women's access to producer organizations because of their time poverty. More gender-inclusive producer organizations can bring to rural communities and families, multiple barriers still hinder the possibility for women to become members in their own right and access the services and benefits that these organizations can provide.

## CHAPTER 3

### METHODOLOGY

Methodology is the blueprint of any study. It covers selection of areas and respondents, collection of data and data interpretation and report preparation. These are described here under:

- **Selection of Area**

Though 68 FPOs were working in different districts of Jharkhand, Ranchi district was selected for the study.

- **Selection of FPOs**

15 FPOs were working in Ranchi district, based on the present status and working of 15 FPOs, 5 FPOs were selected for collection of data.

- **Collection of data**

Primary data was collected from 5 FPOs working in Ranchi district. The data was collected from FPOs based on prepared questionnaire.

Secondary data was collected from SFAC, NABARD, journals, magazines, internet source.

- **Data analysis**

Primary data was collected based on prepared questionnaire and data was interpreted and discussed.

## CHAPTER 4

### RESULT & DISCUSSION

#### 4.1 Status of FPO in Jharkhand vis-à-vis with other state.

##### 4.1.1 Status of FPO in India.

It is evident from the Table1 that there are 2921 FPOs across the country. The leading states in number of FPOs are Karnataka, Maharashtra and Madhya Pradesh and their numbers are 306,262 and 249 respectively.

All the FPOs are supported and monitored by SFAC and NABARD. The FPOs across the state are promoted by various agencies such as KVKs, NGOs, Cooperatives societies, SHGs, CIGs, FIGs etc.

The major activities of these FPOs are input management (seed, fertilizers, pesticide, and insecticide), agronomical management (field preparation, nursery raising, crop showing, weed management, disease and paste management etc.) and output management (harvesting of crops, storage, transportation, marketing etc.).The performance of various FPOs varies considerably within the state.

**Table 1: State wise FPOs in India (2018)**

| Sl. No.    | State             | FPOs promoted by SFAC(No.) | FPOs promoted by NABARD(No.) | Total FPOs (No.) |
|------------|-------------------|----------------------------|------------------------------|------------------|
| 1.         | Andhra Pradesh    | 7                          | 2                            | 9                |
| 2.         | Arunachal Pradesh | 4                          | 106                          | 110              |
| 3.         | Assam             | 15                         | 1                            | 16               |
| 4.         | Bihar             | 35                         | 40                           | 75               |
| 5.         | Chhattisgarh      | 28                         | 102                          | 130              |
| 6.         | Delhi             | 4                          | 57                           | 61               |
| 7.         | Goa               | 2                          | 2                            | 4                |
| 8.         | Gujarat           | 21                         | 115                          | 136              |
| 9.         | Haryana           | 27                         | 50                           | 77               |
| 10.        | Himachal Pradesh  | 5                          | 54                           | 59               |
| 11.        | Jammu &Kashmir    | 7                          | 12                           | 12               |
| <b>12.</b> | <b>Jharkhand</b>  | <b>10</b>                  | <b>65</b>                    | <b>73</b>        |
| 13.        | Karnataka         | 120                        | 186                          | 306              |
| 14.        | Madhya Pradesh    | 144                        | 105                          | 249              |
| 15.        | Maharashtra       | 102                        | 160                          | 262              |

|                                  |               |             |     |     |
|----------------------------------|---------------|-------------|-----|-----|
| 16.                              | Manipur       | 8           | 118 | 126 |
| 17.                              | Meghalaya     | 4           | 5   | 9   |
| 18.                              | Mizoram       | 3           | 9   | 12  |
| 19.                              | Nagaland      | 2           | 15  | 17  |
| 20.                              | Odisha        | 41          | 100 | 141 |
| 21.                              | Punjab        | 7           | 67  | 74  |
| 22.                              | Rajasthan     | 42          | 143 | 185 |
| 23.                              | Sikkim        | 30          | 4   | 34  |
| 24.                              | Tamil Nadu    | 11          | 170 | 181 |
| 25.                              | Telangana     | 20          | 74  | 94  |
| 26.                              | Tripura       | 4           | 1   | 5   |
| 27.                              | Uttarakhand   | 7           | 113 | 120 |
| 28.                              | Uttar Pradesh | 50          | 52  | 102 |
| 29.                              | West Bengal   | 87          | 146 | 233 |
| <b>Total No. of FPO in India</b> |               | <b>2921</b> |     |     |

**Source: SFAC and NABARD**

**Table 2: Top 5 FPOs in India**

| <b>Sl. No.</b> | <b>Name of FPOs</b>                     | <b>Web</b>   | <b>State</b>   |
|----------------|---|--|----------------|
| 1.             | Krishak bhandu farmer producer company. | <a href="http://www.vrutti.org">www.vrutti.org</a>     | Karnataka      |
| 2.             | Nimad Farmer Producer Company Ltd.      | <a href="http://www.asaindia.org">www.asaindia.org</a> | Madhya pardesh |
| 3.             | Barwani Farmer Producer Company Ltd.    | <a href="http://www.asaindia.org">www.asaindia.org</a> | Madhya pardesh |
| 4.             | Khargone Farmer Producer Company Ltd.   | <a href="http://www.asaindia.org">www.asaindia.org</a> | Madhya pardesh |
| 5.             | Vrindavan Pushpa Utpadak.               | <a href="http://www.baif.org">www.baif.org</a>         | Maharashtra    |

#### 4.1.2 Status of FPOs in Jharkhand

**Table 3: District wise FPOs in Jharkhand (2018)**

| <b>Sl. No.</b> | <b>Districts</b>  | <b>No. of FPO</b> |
|----------------|-------------------|-------------------|
| 1.             | <b>Ranchi</b>     | <b>15</b>         |
| 2.             | <b>Hazaribagh</b> | <b>7</b>          |
| 3.             | <b>Gumla</b>      | <b>6</b>          |
| 4.             | Ramgarh           | 5                 |
| 5.             | Dumka             | 4                 |
| 6.             | Pakur             | 4                 |
| 7.             | Khunti            | 4                 |
| 8.             | Palamu            | 3                 |

|     |                    |          |
|-----|--------------------|----------|
| 9.  | West singhbhum     | 3        |
| 10. | Dhanbad            | 3        |
| 11. | Deoghar            | 3        |
| 12. | Lohardaga          | 2        |
| 13. | Latehar            | 2        |
| 14. | Saraikelakharsawan | 2        |
| 15. | Sahebganj          | 2        |
| 16. | Chatra             | 2        |
| 17. | Koderma            | 2        |
| 18. | Garwha             | 1        |
| 19. | Jamtara            | 1        |
| 20. | Bokaro             | 1        |
| 21. | East singhbhum     | 1        |
| 22. | <b>Simdega</b>     | <b>0</b> |
| 23. | <b>Godda</b>       | <b>0</b> |
| 24. | <b>Giridih</b>     | <b>0</b> |

**Source: SFAC and NABARD**

It is observed from Table 3 that there are 73 FPOs working across different districts. Ranchi is the leading district in number of FPOs i.e. 15 FPO are working in the Ranchi followed by Hazaribagh (7 FPOs) and Gumla (6 FPOs) and there are no FPOs in Godda, Giridih and Simdega.

#### **4.1.3 Status of FPOs in Ranchi**

The detailed information about district name of resource institution, name of FPOs, registration no., registration date, FPOs address and business activity of their 15 FPOs is given in the Table 4.

**Table 4: Basic information of FPOs in Ranchi**

| <b>Sl. No</b> | <b>Name of resource institution</b> | <b>Name of FPOs</b>                        | <b>Registration No.</b> | <b>Registration Date</b> | <b>FPOs Address</b>                            | <b>Business Activity</b> |
|---------------|-------------------------------------|--|-------------------------|--------------------------|--|--------------------------|
| 1.            | JASCO Lamp                          | Dahar primary lac producer company Ltd.    | 02/ran/2015             | 16/3/2015                | Sukurhutu, Po-Hulhundu Ps-Dhurwa, Block-Namkum | Processing               |
| 2.            | Light house                         | Mahotsava agri farms producer company Ltd. | U01100jh2016pt c008825  | 5/31/2016                | S/o DumbaiOraon, Burakhukhra, mandar,          | Marketing                |

|     |                            |  |                                 |            |   |              |
|-----|----------------------------|--|---------------------------------|------------|---|--------------|
|     |                            |  |                                 |            | Ranchi  |              |
| 3.  | ASA                        | Sarayful mahila farmer producer company Ltd.                   | U01100jh2016pt c009262.         | 10/29/2016 | H/o somarmahto, near D.V.C Plant Hesal, District-Ranchi               | Input supply |
| 4.  | Divyayan KVK, R. k Mission | Vivekanand madhu utpadak swawlambi sahakari samiti Ltd, Ranchi | Jkd-01-01-01-03 oth(dco-ranchi) | 30/5/2016  | Aamtanr, ratuchatti, Ratu, Ranchi, Jharkhand                          | Marketing    |
| 5.  | KGVK                       | Navkiran farmers producer company Ltd.                         | U01100jh2016pt c009029          | 1/8/2016   | Village chamgatirajade raangara Ranchi                                | Others       |
| 6.  | MahilajagritiSamiti.       | Deorimaa farmer producer company Ltd.                          | U01403jh2016pt c003620          | 18/3/2016  | 12, Mjsbhawan, ketaribagansa mlong, Namkum Ranchi                     | Marketing    |
| 7.  | Birburu Vikas Kendra       | Sonahatu agro producer company Ltd.                            | U01100jh2016pt c009069          | 8/16/2016  | R/o Rajesh kumarsinha, panchwatiinndrapuri road                       | Input supply |
| 8.  | CTRAN                      | Burmu Fresh Vegetable Producer Company Ltd.                    | U01400JH2013P TC001377          | 3/4/2013   | H.No. 239, Road No. 4 , Ghutru , Magistrate Cold Ranchi               | Marketing    |
| 9.  | CTRAN                      | Green Gold Vegetable Producer Company Ltd.                     | U01403JH2013P TC001436          | 3/4/2013   | Ratu Near Makhmandaro Bazar Tal & Dist: Ranchi.                       | Marketing    |
| 10. | Indian Grameen Services    | Johar Vegetable Producer Company Ltd.                          | Not Available                   | 3/4/2013   | House No. 239, Road No. 4, Magistrate Colony, Doranda, Dist : Ranchi, | NA           |

|     |                         |   |                            |           |  |           |
|-----|-------------------------|---|----------------------------|-----------|--|-----------|
| 11. | Indian Grameen Services | Kanke Fresh And Green Vegetable Producer company Ltd. | U01403JH2013P TC001381     | 7/4/2013  | Pithoria, Main Road Pithoria, Tal &Dist: Ranchi, Jharkhand.                    | Exporting |
| 12. | Indian Grameen Services | Surya fresh Vegetable producers company Ltd.          | U01403JH 2013PTC 001109    | 3/4/2013  | H.No. 239, Road No. 4, Magistrate Colony, Doranda Ranchi.                      | Others    |
| 13. | Indian Grameen Services | LaxmiFalSabji Utpadak SahkariSamiti Ltd.              | JKD-01-01-02FV-18/RFT/2012 | 13/9/2012 | Gram Palana Post, Babhuram Ranchi  | NA        |
| 14. | Indian Grameen Services | Radha Rani FalSabjiUtpadakSwahiSahkariSamiti Ltd      | JKD-01-01-02FV-23/2012     | 3/10/2012 | Gram-Baredih Post-Bhardiah ,Thana Budu Prakhand Subdivision-Budu Dist- Ranchi. | NA        |
| 15. | Indian Grameen Services | JyotiFalSabjiUtpada Samiti Ltd                        | 57/ R/2012                 | NA        | Bachaya, Nagadi, Ranchi  | NA        |

**Source: NABARD & SFAC**

It is observed from Table 4 that there are 15 FPOs working in Ranchi district. The FPOs are promoted by JASCO Lamp, Light house, Asa, Divyan (KVK), KGVK, Mahila Jagriti Samiti, Birburu Vikas Kendra, CTRAN and Indian Grameen Service.

To know the status of FPO in Jharkhand, field survey was conducted. The questionnaire was prepared for Farmer Producers Organization and it covers all aspects of basic profile of Producer Company, membership profile of Producers Company, business performance of Producer Company and the Farmers awareness and perception of the producer company and it is given in annexure.

The 5 FPOs is selected in Ranchi district for the study are Vivekanad Maddhu Utpadak (Divyan), Sonhatu Agro Producers company, Green Gold Vegetable Producers Company, Kanke Fresh and Green vegetable Company and Navkiran Farmer producers Company(KGVK).

The basic profile, membership profile, membership profile, business performance profile, farmer awareness and perception of the FPOs in ranchi are given respectively in Table 5, Table 6, Table 7 and Table 8.

**Table No 5: Basic profile of FPOs in Ranchi**

| Parameters                            | Vivekanad madhu utpadak Ltd. | Sonhatu Agro ProducersCo. Ltd.         | Green Gold Vegetable producers Co Ltd. | Kanke Fresh and Green vegetable producers Co Ltd. | Navkiran Farmer Producers      |
|---------------------------------------|------------------------------|--|--|---|--------------------------------|
| Authorised capital (Rs Lakh)          | 10                           | 10                                     | 5                                      | 5   | 5                              |
| Share capital (Rs. Lakh)              | 2.22                         | 1                                      | -                                      | -   | 1.25                           |
| <b>Types of holder</b>                |                              |  |  |   |                                |
| <b>Initial</b>                        |                              |  |  |   |                                |
| Individual                            | 32                           | 15                                     | 2200                                   | 1800  | 25                             |
| Group                                 | -                            | -                                      | -                                      | -   | -                              |
| <b>Now</b>                            |                              |  |  |   |                                |
| Individual                            | 445                          | 1000                                   | 2000                                   | 2000  | 500                            |
| Group                                 | -                            | -                                      | -                                      | -   | -                              |
| Shares per member                     | 500                          | 100                                    | 250                                    | 250   | 250                            |
| FIG/SHG/Coop. Associated              | 2 coop.                      | -                                      | 6 (FIG)                                | -   | -                              |
| No. of directors                      | 11                           | 8                                      | 7                                      | 11  | 5                              |
| No. of Prof. Managers (who pays them) | 1                            | 2                                      | -                                      | -   | NA                             |
| Total No. of employees                | 20                           | 15                                     | -                                      | -   | -                              |
| Main business                         | Honey                        | Organic inputs, manures, lac, mushroom | Paddy, vegetables                      | Vegetables  | Lac processing, Vegetable seed |

**Source: Primary data**

**Table 6: Membership profile of FPOs in Ranchi**

| <b>Producer company Parameters</b>                    | <b>Vivekanadm adhuutpada k Ltd.</b> | <b>Sonhatu Agro Producers Co. Ltd.</b> | <b>Green Gold Vegetable producers Co Ltd.</b> | <b>Kanke Fresh and Green vegetable producers Co Ltd.</b> | <b>Navkiran Farmer Producers Co Ltd.</b> |
|---|-------------------------------------|--|---|--|--|
| <b>Total users</b>                                    | 445                                 | 1008                                   | 2000  | 2000   | 500                                      |
| <b>Member</b>   | 445                                 | 1000                                   | 2000  | 2000   | 500                                      |
| <b>Non member</b>                                     | 0                                   | 8                                      | -   | -  |  |
| <b>% of total business from non-members</b>           | 0                                   | 10                                     | 0   | 0  | 0  |
| <b>Avg. Size of holding of member (Range) in acre</b> | 2 boxes – 250 boxes                 | 2-12                                   | 2-10  | 1-10   | 2-8                                      |

Source: Primary data

**Table 7: Business Performance and Profile of FPO in Ranchi.**

| <b>Parameters</b>           | <b>Vivekanadm adhuutpada k Ltd.</b> | <b>Sonhatu Agro Producers Co. Ltd.</b> | <b>Green Gold Vegetable producers Co Ltd.</b> | <b>Kanke Fresh and Green vegetable producers Co Ltd.</b> | <b>Navkiran Farmer Producers Co Ltd.</b> |
|-----------------------------|-------------------------------------|--|---|--|--|
| <b>Year (2015-16)</b>       |                                     |  |   |  |  |
| <b>Turnover (Rs. Lakh)</b>  | -                                   | -                                      | -   | -  | -  |
| <b>Profit (loss) in Rs</b>  |                                     |  |   |  |  |
| <b>Year (2016-17)</b>       |                                     |  |   |  |  |
| <b>Turnover (Rs. Lakh)</b>  | 5                                   | 5                                      | -   | -  | -  |
| <b>Profit (loss) in Rs.</b> |                                     |  |   |  |  |

|                             |    |    |   |   |   |
|-----------------------------|----|----|---|---|---|
| <b>Year (2017-18)</b>       |    |    |   |   |   |
| <b>Turnover (Rs. Lakh)</b>  | 45 | 15 | - | - | 7 |
| <b>Profit (loss) in Rs.</b> |    |    |   |   |   |

Source: Primary data

**Table 8: Farmer awareness and perception of the FPOs Ranchi.**

| <b>Parameter</b>                               | <b>Vivekanadmadhuutpadak Ltd.(Ranchi)</b> | <b>Sonhatu Agro ProducersCo. Ltd.</b> | <b>Green Gold Vegetable</b> | <b>Kanke Fresh and Green vegetable</b> | <b>Navkiran Farmer Producers Co Ltd.</b> |
|--|---|---------------------------------------|-----------------------------|--|--|
| <b>Total no. of farmer</b>                     | 445                                       | 1000                                  | 2000                        | 2000                                   | 250                                      |
| <b>Aware of company business (%)</b>           | 20  | 60                                    | -                           | -                                      | 50                                       |
| <b>Rate it satisfactory (%)</b>                | 90  | 70                                    | -                           | -                                      | 80                                       |
| <b>Input purchase from co.(%of total used)</b> |   |                                       |                             |  |  |
| <b>Seed</b>                                    | -   | 30                                    | -                           | -                                      | 100                                      |
| <b>Fertilizer/feed</b>                         | -   | 100                                   | -                           | -                                      | 60                                       |
| <b>Pesticides</b>                              | -   | 60                                    | -                           | -                                      | 60                                       |
| <b>Satisfaction with various services (%)</b>  |   |                                       |                             |  |  |
| <b>Input</b>                                   | -   | 80                                    | -                           | -                                      | 100                                      |
| <b>Output</b>                                  | 100                                       | 80                                    | -                           | -                                      | 70                                       |
| <b>Management of PC</b>                        | 100                                       | 90                                    | -                           | -                                      | 60                                       |

Source: Primary data

## **Vevakanad Maddhu Utpadak Ltd. (Divyan)**

Vevakanad Maddhu Utpadak Ltd. (Divyan) is located in district Ranchi of Jharkhand, promoted by Divyan which was registered on 5/3/2016 with corporate Id. JKD-01-01-01-03 OTH (DCO-RANCHI).The authorized capital of the company was Rs. 10 lakh and the share capital Rs. 2.2 lakh in 2018. Total numbers of farmers are 445 and 11 BOD in the PC. The main business of the PC are production of honey and its turnover was Rs. 5 lakhs in the financial year 2016-17 and Rs. 45 lakhs in the financial year 2017-18.



**Vevakanad Maddhu Utpadak Ltd. Divyan (KVK)**

## **Sonahatu Agro Producers Company Ltd.**

Sonahatu Agro Producers Company Ltd. is located in district Ranchi of Jharkhand, promoted by Birburu Vikas Kendra which was registered on 6/8/2016 with corporate Id U01100JH2016PTC009069. The authorized capital of the company was Rs. 10 lakh and the share capital Rs. 1 lakh in 2018. Total numbers of farmers are 1000 and 8 BOD in the PC. The main businesses of the PC are production of organic input, manures, seed, plantation supply, mushroom and its turnover was Rs.5 lakhs in the financial year 2016-17 and Rs.15 lakhs in the financial year 2017-18.



**Mr. Rajesh kumar Shinha BOD of Sonahatu Agro Producers Company.**

### **Green Gold Producers Company Ltd.**

Green Gold Producers Company Ltd. is FPO located in district Ranchi of Jharkhand, promoted by CTRAN which was registered in the year 2013 with corporate Id U01403JH2013PTC001436. The authorized capital of company was Rs. 5 lakhs in the year 2018. Total numbers of farmers are 2200 and 3 BOD in the PC. The main business of the PC are Producing vegetable and exporting to other states.



**Mr. Vijay Bhagat MD of Green Gold producer company Ltd.**

### **Kanke Fresh and Green Vegetable Producers Company Ltd.**

Kanke Fresh and Green Vegetable Producers Company Ltd. is FPO located in Jharkhand promoted by CTRAN which was registered in the year 2013 with corporate Id U01403JH2013PTC001381. The authorized capital of the company was Rs. 5 lakhs. Total numbers of farmers are 2200 and 9 BOD in the PC. The main businesses of the PC were producing vegetables and exporting to other state. This PC is not functional now



**Mr. Nakul Mahto MD of Kanke Fresh and Green Vegetable Producer Company Ltd.**

### **Navkiran Farmer Producers Company Ltd.**

Navkiran Farmer Producers Company Ltd. is FPO located in district Ranchi of Jharkhand, promoted by KGVK which was registered on 8/1/2016 with corporate Id U01100JH2016PTC009029. The authorized capital of the company was Rs. 5 lakh and the share capital Rs. 1.25 lakh in 2018. Total numbers of farmers were 500 and 3 BOD in the PC. The main businesses of the PC were lac processing and vegetable seeds its turnover was Rs.7 lakhs in the financial year 2017-18.



**Navkiran Farmer Producers Company Ltd. (KGVK)**

## **4.2 Recommendation to improve the operation of FPOs in Jharkhand.**

The basic purpose to improve the operation of FPOs is to make quality inputs available timely at reasonable prices, to get remunerative prices for the produces, enhance productivity by crop intensification and diversification.

The following committee should be made in the FPOs to improve the operation of FPOs in Jharkhand.

### **a) Procurement committee**

- The purchase of input materials (seed, fertilizers, pesticides, insecticides etc.) should be done directly from distributors/companies as per requirement to reduce the input cost.
- The proper management of inventory is very essential to reduce the input cost and proper planning of various activities on time.
- The custom hiring of farm equipments should be done in the initial years to reduce the fixed cost till the FPOs purchase its own equipment.
- The mechanization of farm operation is very essential to reduce the operation cost and timely crop sowing, crop management and post - harvest operation.

### **b) Technical advisory committee**

- The FPOs should tie up with agricultural universities/ICAR institutes/private companies etc. for best technical knowledge so that the farm activities can be done properly.
- The FPOs should train their members with skill needed for their farm activities.
- FPOs should hire the service of third party for soil analysis, disease and pest management and others.

### **c) Monitoring committee**

- The FPOs should monitor the activities of BOD, CEO and Staff for smooth management of the company.
- FPOs should track the activities of various committee time to time.
- Provide reports to the concerned committee if there is any problem.

### **d) Finance management committee.**

- FPOs should discuss details about the financial need and expenses and verify the detailed account records of the company.

- FPOs should coordinate with banks for availing finance and share the financial status of the companies during the board meeting.
- FPOs should Audit the income and sales statement and prepare annual report.

**e) Marketing committee.**

- The farm enterprise selected under FPOs should be based on market assessment as per market need, so that farm produce can be sold easily in the market and better price can be realized.
- The proper use of marketing tools developed by government departments such as e-NAM ([www.enam.gov.in](http://www.enam.gov.in)) and other such information available with other government/ private agencies for better price realization of farm produce.
- The tie up should be done for purchase for perishable produce (vegetables, fruits, milk etc.) so that losses can be reduced and better price can be realized.
- The tie up should be done with private companies for supply of farm produce as per their need, so that they can export the farm produce or can process it.
- The farm produce can be sold directly to consumers at farm or by creating own marketing space in nearby town so that better price can be realized.

## CHAPTER 5

### SUMMARY AND CONCLUSION

- In India total numbers of FPOs are 2921 running across the States. The top 3 leading states in the number of FPOs were Karnataka, Maharashtra and MP and there numbers are 306, 262 and 249 respectively.
- Jharkhand is in 16<sup>th</sup> position in country with 65 numbers of FPOs running across 21 districts of the state. Ranchi district is leading in the number of FPOs & 15 FPOs are working in Ranchi district followed by Hazaribagh (7 FPOs) and Gumla (6 FPOs).
- All FPOs were promoted by NGOs (JASCO Lamp, Light house, Asa, Divyan, KGVK, Mahila Jagriti Samiti, Birburu Vikas Kendra, CTRAN and Indian Grameen Service).In Ranchi the numbers of farmers in FPOs range from 250-1000.The membership ranges from 445-1000.And the annual turnover ranges from Rs.7-45 lakhs. Some PCs of Ranchi were not able to raise share capital and some of them were not in functional now.
- FPOs should make the different committees like procurement committee, technical advisory committee, monitoring committee, finance management committee and marketing committee for smooth running of the company.
- The purchase of input materials (seed, fertilizers, pesticides, insecticides etc.) should be done directly from distributors/Companies as per requirement to reduce the input cost. The proper management of inventory is very essential to reduce the input cost and proper planning of various activities on time. The custom hiring of farm equipments should be done in the initial years to reduce the fixed cost till the FPO purchase its own equipment. The FPOs should tie up with agricultural universities/ICAR institutes/private companies etc. for best technical knowledge so that the farm activities can be done properly.
- The FPOs should train their members with high skill needed for their farm activities & FPOs should hire the service of third party for soil analysis, disease and pest management and others. The FPOs should monitor the activities of BOD, CEO and Staff for smooth management of the company. FPOs should track the activities of various committee time to time. FPOs should discuss details about the financial need and expenses and verify the detailed account records of the company and FPOs should coordinate with banks for availing finance and Share the financial status of the companies during the board meeting.

- The farm enterprise selected under FPO should be based on market assessment as per market need, so that farm produce can sell easily in the market and better price can be realized. The proper use of marketing tools developed by government departments such as e-NAM ([www.enam.gov.in](http://www.enam.gov.in)) and other such information available with other government/ private agencies for better price realization of farm produce. And the farm produce can be sold directly to consumers at farm or by creating own marketing space in nearby town so that better price can be realized.

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## **NABARD**

(<https://www.nabard.org/demo/.../FARMER%20PRODUCER%20ORGANISATIONS.>) Accessed  
: August 1 ,2018

## ANNEXURE

### Company questionnaire

#### General information of FPC

| Sl. No. | Producer company parameters  |  |
|---------|------------------------------|--|
| 1.      | Name of the FPC              |  |
| 2.      | District                     |  |
| 3.      | Name of resource institution |  |
| 4.      | Legal form of FPC            |  |
| 5.      | Registration number          |  |
| 6.      | Date of registration         |  |
| 7.      | FPO address                  |  |

#### Basic profile of FPCs

| Sl. No. | Producer Company Parameters  |  |
|---------|--|--|
| 1.      | Authorised capital (Rs Lakh)   |  |
| 2.      | Share capital (Rs. Lakh)   |  |
| 3.      | <b>Shareholding Pattern</b><br><b>Types of holder</b><br><i>Initial</i><br>-Individual<br>-Group<br><i>Now</i><br>-Individual<br>-Groups |  |
| 4.      | Shares per member  |  |
| 5.      | No. of directors   |  |
| 6.      | No. of Prof. Managers (who pays them)  |  |

|    |                                   |  |
|----|-----------------------------------|--|
| 7. | Total No. of employees            |  |
| 8. | Main business                     |  |
| 9. | Cost for incorporation of company |  |

### Membership Profile of FPCs

| Sl. No. | Producer Company Parameters                       |  |
|---------|---|--|
| 1.      | <b>Total users</b><br>- Member<br>- Non-member    |  |
| 2.      | % of total business from non-members              |  |
| 3.      | Avg. Size of holding of member<br>(Range) in acre |  |

### Business Performance and Profile of FPC

|   |  |
|---|--|
| Year (2015-16)<br>Turnover (Rs. Lakh)<br>Profit (loss) in Rs. |  |
| Year (2016-17)<br>Turnover (Rs. Lakh)<br>Profit (loss) in Rs. |  |
| Year (2017-18)<br>Turnover (Rs. Lakh)<br>Profit (loss) in Rs. |  |

### Farmer awareness and perception of the FPCs

| Sl. No. | Producer Company Parameters             |  |
|---------|---|--|
| 1.      | Total no. of farmer                     |  |
| 2.      | Aware of company business (%)           |  |
| 3.      | Rate it satisfactory (%)                |  |
| 4.      | Input purchase from co.(%of total used) |  |

|    |  |  |
|----|--|--|
|    | <ul style="list-style-type: none"><li>- Seed</li><li>- Fertilizer/feed</li><li>- Pesticides</li></ul>                                      |  |
| 5. | <p>Satisfaction with various services</p> <ul style="list-style-type: none"><li>- Input</li><li>- Output</li></ul> <p>Management of PC</p> |  |