

PROMOTION & STABILIZATION OF FARMER PRODUCER ORGANIZATIONS

IMPACT REPORT

OF 8 LIGHTHOUSE FPOs

SEPTEMBER 2023



PROJECT APPROACH

Since 2020, Tanager has served as lead implementer of the Promotion & Stabilization of Farmer Producer Organizations (PSFPO) project, where it has partnered with the Government of Odisha in India and other stakeholders to build an inclusive, enabling ecosystem for Farmer Producer Organization (FPO) growth and sustainability.

INFRASTRUCTURE FACILITY

Supported input shops, collection centers, cold storage, and other infrastructure facilities

MANPOWER SUPPORT

Provided manpower support like extension and marketing officers and community resource persons

ACCESS TO FINANCE

Provided linkages with non-financial institutions such as NABKISAN and SAMMUNATI for FPOs to get loans, especially working capital

MARKETING LINKAGES

Established hub and spoke model to provide enhanced collective marketing and distribution network

CONVERGENCE

Linked FPO members with government schemes that provided support in terms of quality seeds and other benefits

INCOME DIVERSIFICATION

Drove capacity development and generation of business opportunities, specifically for women farmers

PROJECT DEMOGRAPHICS

Total Members

4366



Female

62%

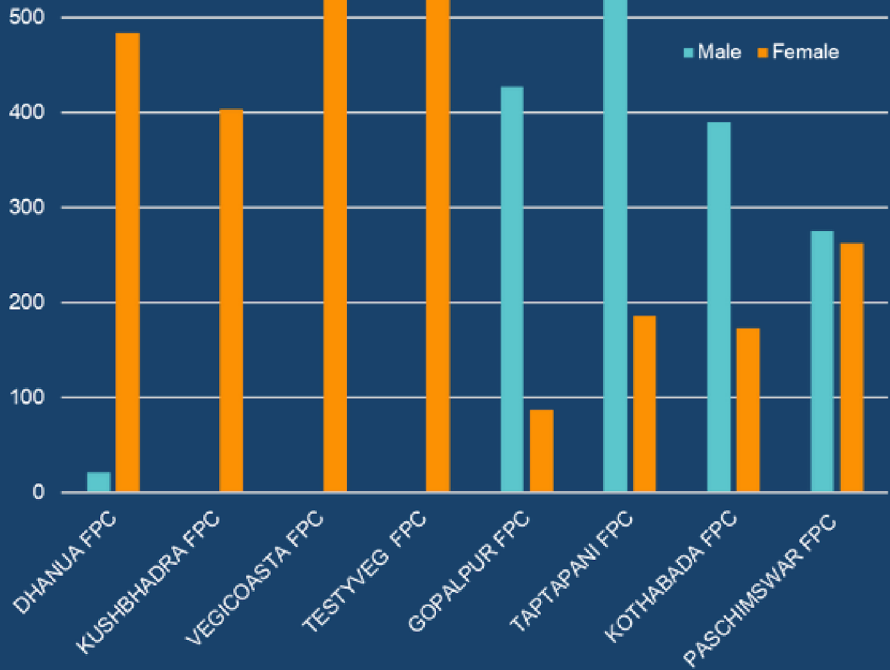
Male

38%



Members increased

662%



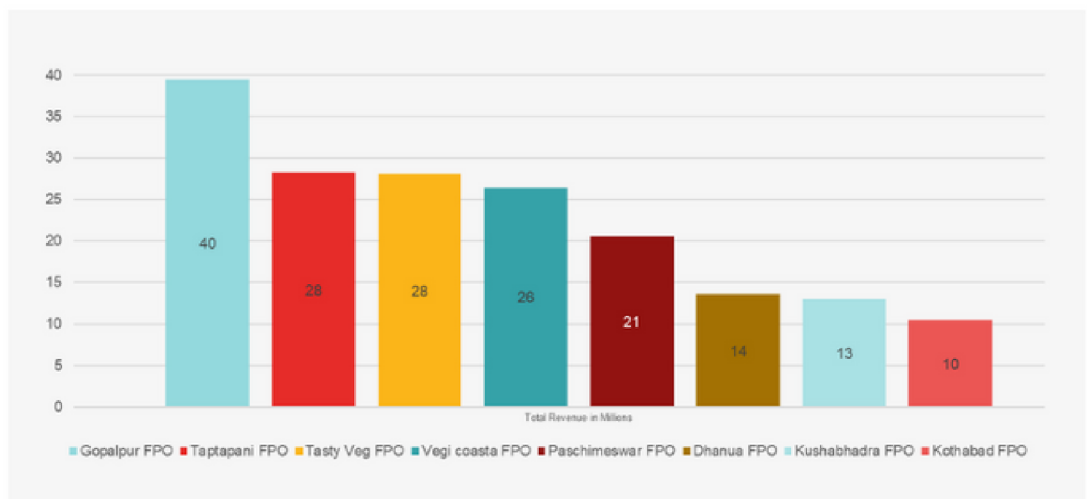
8 Lighthouse FPOs **4** Districts **5** Focus crops
235 VILLAGES & 53 PANCHAYATHS

FPO REVENUE

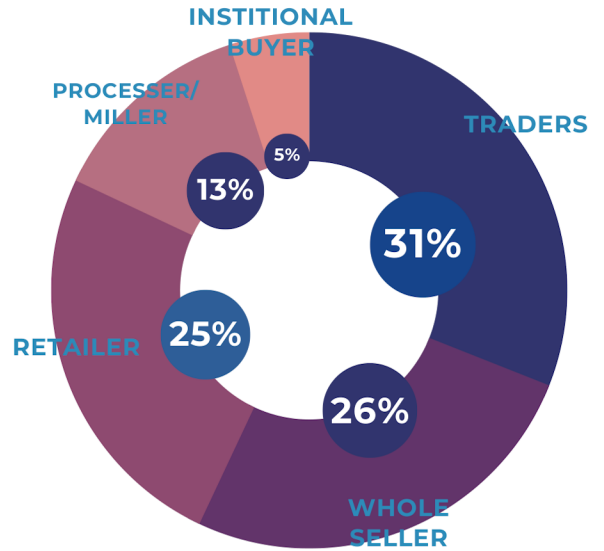
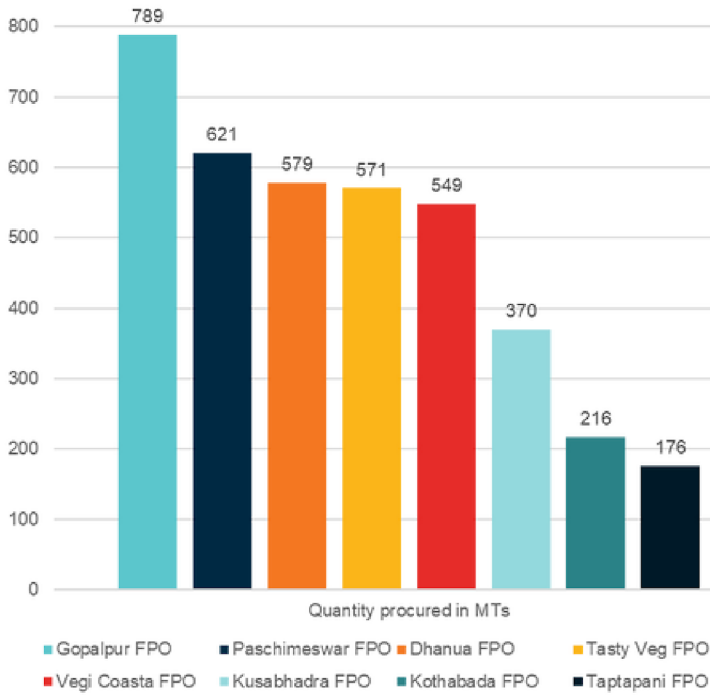


2023 audit report yet to received

The 8 lighthouse FPOs achieved a **387%** increase in revenue from 2019 to 2023

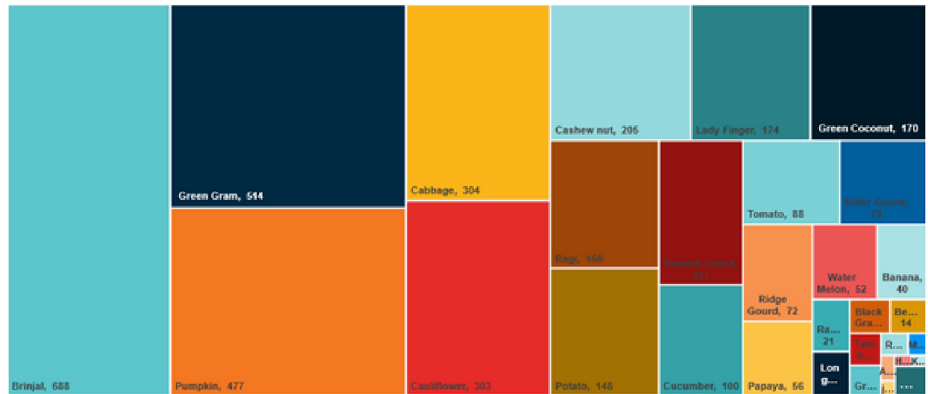


FPO PROCUREMENT



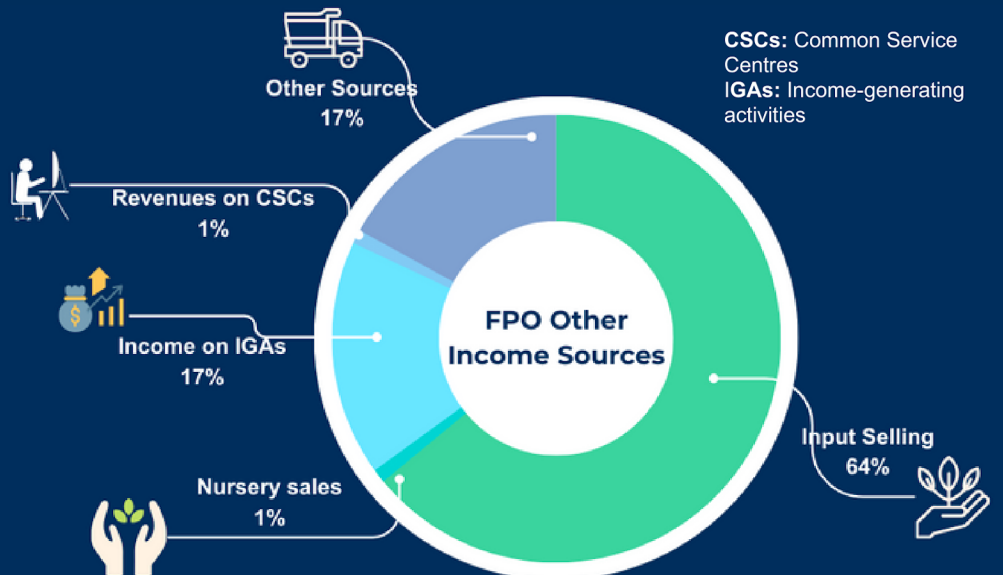
COMMODITIES SOURCED

The main crops of the FPOs include all kinds of vegetables, pulses, raw cashew nuts, and millets



OTHER SOURCES OF FPO INCOME

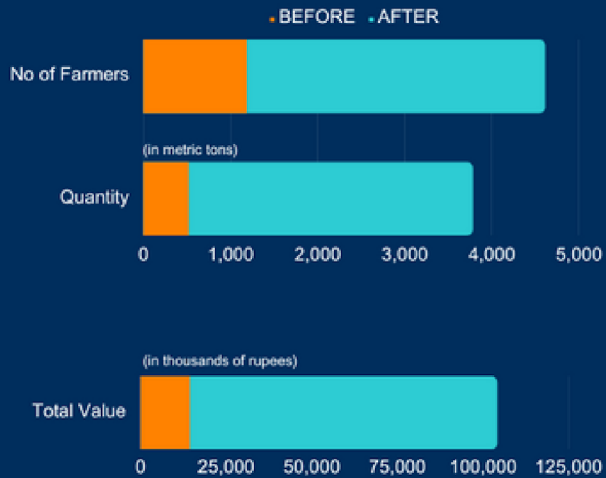
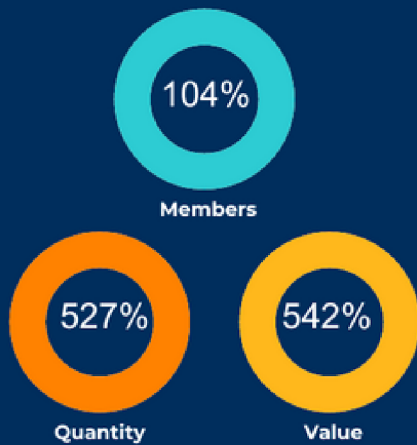
PSFPO identified 5 different income sources where FPOs can put less effort and get more income



IMPACT OF HUB AND SPOKE

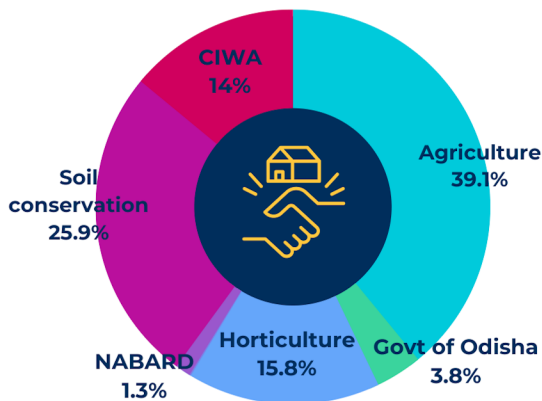
The hub and spoke model is a distribution network that resembles a bicycle wheel. The hub sits in the middle, allowing each of the spokes to move in one direction of delivery and meet at a central location

Percentage increases after Hub & Spoke implementation



CONVERGENCE WITH LINE DEPARTMENTS

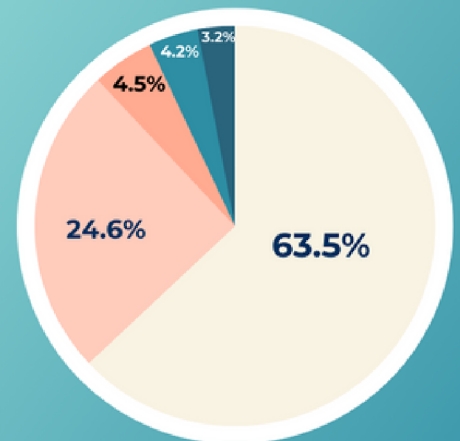
The PSFPO project facilitated FPOs' access to government schemes/subsidies. The project leveraged **INR 3.57 million** and about **900 farmers received benefits** from the Horticulture Department, the Agriculture Department, Krishi Vigyan Kendras (KVKs), NABARD, Soil Conservation, and the Indian Council of Agricultural Research's Central Institute for Women in Agriculture (CIWA)



ACCESS TO FINANCE

Access to financing is a major bottleneck to FPO growth, but with PSFPO support, the 8 lighthouse FPOs received a total of INR 9.4 million.

- NABKISAN**
Provided approx. INR 60 Lakhs for working capital to all the FPCs
- SAMUNNATI**
Taptapani and Kothabada FPCs received about INR 24 Lakhs
- Chola Mandalam**
Paschimeswar FPC was able to get a loan for vehicle purchase, approx. INR 3.5 Lakhs
- NABARD**
Provided INR 4 Lakhs to Paschimeswar FPC as grant for business development
- Others (BoD)**
One of the Board of Directors from Gopalpur FPC provided INR 3 Lakhs for establishing the FPC's input shop



Tanager, an ACDI/VOCA affiliate, empowers people to realize life-changing economic and social opportunities. We have 30 years of experience integrating gender empowerment and nutrition into agriculture, connecting market actors across the production supply chain, fostering access for women and other systemically excluded groups, and unlocking sustainable, climate-smart economic opportunities for all.

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To read the full PSFPO Impact Report, visit:

