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.
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

- INR 15,655,482 2019-2020
- INR 18,146,146 2020-2021
- INR 32,210,325 2021-2022
- INR 28,654,187 2022-2023
- INR 68,972,814 APRIL-JULY 2023

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

- **3870 MTS Produce Sold**
- **INR 105 Million Value**
- **150 Local, National Buyers**
- **5 Different Channels**

**Graph**

- Quantity procured in MTs
- Gopalpur FPO: 789
- Paschimeswar FPO: 621
- Dhanua FPO: 579
- Tasty Veg FPO: 571
- Vegi Coast FPO: 549
- Kusabhadra FPO: 370
- Kothabada FPO: 216
- Taptaparni FPO: 176

**Institutional Buyers**
- Processer/Miller: 13%
- Traders: 31%
- Retailer: 25%
- Whole Seller: 26%

**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.
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.

**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**.

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: