

Establishment of Agro inputs Shop and Seed Farm Eliminating middle men benefitting the Farmers of Sothuparai Farmer Producer Company Limited

Sothuparai FPCL is located at Periyakulam block, Varaganathi subbasin of Theni district. Millet, coconut, and mango are the main crop cultivated in the area. Sothuparai FPCL has been registered in March 2022 under the companies act 2013. TNIAMP 2019-2020 Sothuparai Farmer Producer Company covers around 8 villages in 1 block. The Company has 1000 farmers, including 140 women farmers as its shareholders with a share capital of INR 10 Lakhs.

Sothuparai FPCL is mainly involved in two major business activities. The first is an aggregation of commodities from the farmers which helps to eliminate the middleman and to get a fair price for the farmers. The other activity is the Agro input shop which is mainly to provide good quality inputs to the farmers at an affordable price. The company has been handling the aggregation of coconut, mango, and millet from the farmer members which benefited more than 150 members of the FPCL. Quality inputs are sold to the members from the Agro input shop, for a minimum price when compared to the private shops.

As mango is one of the major crops cultivated in this region, to increase the yield of the mango NAF has given training to 112 farmer members from the FPCL, which increased the demand for quality Agro inputs and this in turn increased the sales of inputs through the Company. Around 750 members and non-members of the company have benefited from this initiative.

Sothuparai FPCL has an annual turnover of INR 1.50 crores and is looking to expand its business to benefit its members. The members are exploring the following options to strengthen their future business:

- Establishing Seed farms and producing good quality seeds by encouraging farmers to promote seed farms which in turn reduce the dependability of FPC relying on other companies for seed supply.
- The FPCL is planning to establish a Custom Hiring Centre which will ensure timely availability of farm implements and harvesting machinery for doing farm operations at low rent to its members.
- Establishing a value addition unit that will increase the farmer's income by selling their value-added products through FPC.

National Agro Foundation has been hand holding and providing trainings on business development, institutional strengthening, forward and backward linkages and above all addressing the knowledge

gaps of the farmers institutions helping them run sustainable business leading to improved profits for the farmers.





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