



भारतीय कृषि एवं खाद्य परिषद्
INDIAN CHAMBER OF FOOD AND AGRICULTURE

FPOs - INDUSTRY PARTNERSHIP PROGRAM 2.0

10 Events, involving 3000+ FPOs, Connecting 30 Crore+ Farmers

20th December 2024 - 12th September 2025

Workshops | Exhibitions | Business Meets



**Farm Services | Inputs | Technologies | Produce Sourcing | Contract Farming
Agri-Processing | Exports | Partnerships**

www.fpo.icfa.org.in | www.icfa.org.in

Overview

Agriculture in India continues to be a powerful engine for livelihood security, economic growth and social transformation. The current situation in Indian agriculture is characterized by two different scenarios. On the one hand we have problems of slow growth, poor economic returns from farming operations, widening urban rural income divide, inadequate oilseed stocks etc. And on the other hand, powered by policy initiatives, we see hectic pace of happenings in the market place with large corporate entering into agriculture to provide the missing links, agri graduates taking up new agribusiness models, newer kinds of farming models being perfected by innovative farmers, substantially enhanced role of banks and development institutions, and emergence of new village level institutions, The Farmer Producer Organisations.

The FPOs are the new age rural institutions, formed under the FPC Act, blending the beauty of commercial company, cooperative and not for profit entity. FPOs are emerging to play vibrant role in agribusiness development and connecting farmers with the markets. Government of India is handholding and supporting them massively, and so are the other key stakeholders, including corporate. While there is great potential for the FPOs to bring about transformational changes in agricultural economy of the country, but many FPOs are facing challenges, ranging from trained human resource to business modelling to finance and marketing. There is need to bring all key stakeholders on one platform so that they could support, partner and participate with FPOs.

Keeping this in view, ICFA is hosting the state level events of FPOs to understand their issues and facilitate them to partner with Industries and institutions for enhancing their operational and economic viability. Accordingly, ICFA is organising 10 states level events, comprised of workshops, expos and business meets, involving @3000 FPOs and other stakeholders, including State Government officials, bankers, development institutions, experts, food industry and corporates. The events aim to facilitate market linkages, inputs and technology deliveries, produce sourcing, financing, agro processing and export through farmer-industry-institutional partnerships.



Millets in Everyday use

Millet, ancient grains packed with modern benefits, have swiftly gained traction in daily diets, and should be in daily diets. Their versatility is unmatched, from healthy morning porridge to crunchy evening snacks, millets adapt seamlessly. Offering a powerhouse of nutrients - fiber, protein, and an array of minerals - millets excel at nurturing health. Embracing millets isn't just a culinary choice, it's a sustainable step towards a more nourished and resilient future. As the UN has declared 2023 as International Year of Millets on the proposal of India, which accounts for 20% of the world's production, there are massive opportunities emerging. Fortunately, the Government, industry and institutions, FPOs, and importantly the Startups are working in tandem to realize this potential. ICFA is providing this platform for Millets players to participate, display and discuss their issues and opportunities and collaborate.

State Agriculture Summit

Agriculture is the state subject in India, and State Governments are making concerted efforts to develop it and empower the farmers. There is however need for convergence of efforts and actions among key stakeholders to best results. The State Agriculture Summit stands as a paramount platform where innovation, knowledge, and collaboration converge to shape the future of agriculture. This dynamic event serves as a common platform for farmers, researchers, policymakers, startups, FPOs and industry leaders, fostering insightful discussions on sustainable practices, technological advancements, and marketing. Through its concise format of two sessions, this State Agri Summits aim to bring diverse stakeholders on one platform to discuss the issues and opportunities, programs and initiatives, and facilitating partnerships to propelling the agriculture towards heightened efficiency, resilience, and growth.

Reports on State Agriculture

States have enormous potential for development of agriculture, including horticulture, animal husbandry and fisheries and forestry. The same needs to be documented and analyzed from the perspective of investments and technologies, and markets and agribusinesses so as to enable industry and investors, technology institutions, and startups to make decisions for partnering and participating in the state's agricultural growth journey. This comprehensive assessment reports to be released during the FPOs-Industry Partnership Program, would underscore the challenges and opportunities, and offering a roadmap for sustainable growth. With data-driven insights, these reports shall navigate through the sector's highs and lows, guiding policymakers and stakeholders towards innovative solutions. As a catalyst for change, the reports spark a collaborative effort to propel agriculture into resilient future.

Launching of ICFA State Agriculture Councils

The launch of ICFA State Agriculture Councils marks a transformative stride in agricultural development. ICFA State Agriculture Councils bring all key stakeholders in the State on one platform to collectively contribute to the common vision of holistic development of the State by synergizing the expertise, efforts and actions. The SACs, thus, stand as beacons of progress, heralding a new dawn for agricultural prosperity and food security. These councils, a collaborative effort among various stakeholders, promise to reshape the agricultural landscape by paving the way for innovations, sustainable practices, and holistic growth. These councils would act as state level convergence platforms for all stakeholders to work on a common vision by knowledge exchange, unlocking the potential of trade and agribusinesses, facilitating backward and forward linkages and fostering adaptive solutions tailored to each state's unique challenges.

Objectives :

- To discuss the broad issues related to FPOs and CBBOs, and the scope and opportunities for institutional linkages
- To discuss the potential of linking FPOs with industry to achieve sustained growth through policy push and partnerships
- To discuss the issue of access of services, inputs, credit, insurance, trade and technology, and partnerships
- To discuss various governmental policies, programs and interventions and the role of FPOs in mobilising them to farmers
- To discuss the challenges in produce marketing, processing and logistics, value chain and supply chain development
- To facilitate partnerships with the industry for inputs and technologies, sourcing of produce, value addition and exports
- Analyzing gaps in the exports related infrastructure and services and to mobilize agencies to partner with FPOs to help them export
- To create new breed of FPO exporters by providing them necessary training, and handholding to develop as agri export FPOs
- To bring at one place all export services agencies and facilitation for boosting agro processing and exports .



Schedule:

Day Long Program

Inaugural Session	10:00 AM - 11:00 AM
TEA BREAK	11:00 AM - 11:15 AM
Session 1 : Leveraging the power of FPOs as credible sourcing partners for agro produce	11:15 AM - 12:15 PM
Session 2 : FPOs as effective channel partners for delivery of inputs and technologies	12:15 PM - 01:15 PM
LUNCH	01:15 PM - 02:00 PM
Session 3 : FPOs-Industry partnership in driving millets development	02:00 PM - 03:00 PM
Session 4 : Partnering with FPOs for boosting agro exports	03:00 PM - 04:00 PM
Session 5 : Role of FPOs in value addition and agro processing	04:00 PM - 05:00 PM
Concluding Session	05:00 PM - 05:30 PM
Concluding Tea	05:30 PM - 06:00 PM

FPO Events Schedule :

S.no.	City	Date	S.no.	City	Date
1.	Lucknow	20th December 2024	6.	Gandhinagar	16th May 2025
2.	Karnal	24th January 2025	7.	Pune	20th June 2025
3.	Ludhiana	7th February 2025	8.	Bengaluru	11th July 2025
4.	Jaipur	5th March 2025	9.	Vijaywada	22nd August 2025
5.	Bhopal	25th April 2025	10.	Hyderabad	12th September 2025

Benefits of Participation :

- Explore market and business opportunities with FPOs
- Linkages with FPOs and their member farmers network
- Institutional tie ups for supplies of inputs and technologies
- Partnering to source of quality agro produce on competitive prices
- Direct procurement, thus eliminating the role of mandi and brokers
- Enhancing branding and rural market presence by partnering with FPOs



Invitees :

FPOs as per the numbers indicated above for each location	State Government officials	Bank and Development Institutions	Industry and Exporters	Marketing and Services Agencies
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Sponsorship Packages :

S.no.	Category	Cost*	Locations	Deliverables
1	Title Sponsor	100.0 Lakhs	All 10 Locations	Stall 27sqm
2	Main Sponsors	70.0 Lakhs	All 10 Locations	Stall 18sqm
3	Sponsors	40.0 Lakhs	All 10 Locations	Stall 12sqm
		25.0 Lakhs	5 Locations	
		5.0 Lakhs	Per Location	
4	Co-Sponsors	30.0 Lakhs	All 10 Locations	Stall 9sqm
		15.0 Lakhs	5 Locations	
		4.0 Lakhs	Per Location	

* GST @ 18% Extra

Sponsorship Deliverables

PRINCIPAL/TITLE SPONSOR

- Official Status of Principal/Title Sponsor of the Events
- Name and logo to appear along with the organizers in all the promotional materials, program banners, event souvenir, presentations and onsite publicity.
- Free furnished space of 24 sq. mt. at most prominent location.
- One person to share inaugural and concluding dais.
- Name and logo to appear prominently in all advertisements in national and regional newspapers, magazines, websites, hoardings etc.
- 15 mins slot for Corporate Presentation
- Organizations corporate video to run during session breaks at all activities.
- Special acknowledgement during inaugural and concluding functions.
- 04 Standees/Banners can be placed at the venue.
- Data of all FPOs will be shared post event.
- 2 Company brochures/pamphlets can be inserted in kit bag

MAIN SPONSORS

- Official Status of Main Sponsor of the Event and prominent logo placement
- Names and logos to appear in the main promotional material, program banner, event souvenir presentation and onsite publicity.
- Free furnished space of 18 sq. mt. at prominent locations
- Organizations corporate video to run during session breaks at all activities.
- Acknowledgment during inaugural and concluding ceremony.
- 10 mins Slot for Corporate Presentation

- 02 Standees/Banners can be placed at the venue.
- Data of all FPOs will be shared post event.
- 1 Company brochures/pamphlets can be inserted in kit bag

SPONSORS

- Official status of Sponsor of the event.
- Names and logos to appear in the main promotional brochure, event souvenir, presentations and onsite publicity.
- Free furnished space of 12 sq. mt. at prime location
- Acknowledgment during inaugural and concluding ceremony.
- 05 mins Slot for Corporate presentation
- 01 Standee can be placed at the venue

CO-SPONSORS

- Official status of Co-Sponsor of the event
- Names and logos to appear in the main promotional brochure, event souvenir, presentations and onsite publicity.
- Free furnished space of 09 sq. mt. in relevant location
- Acknowledgment during inaugural and concluding ceremony
- 03 mins Slot for Corporate presentation

STALL BOOKING

*Limited number of stalls are available for booking Rs. 1.0 Lakhs + GST Per Stall, Per Location of 6sq.mt each (*GST extra). One organisation can book maximum of 3 stalls only.*

Priority will be given to the sponsors.

WHY ICFA AS ORGANIZER :

ICFA has extensive experience in organizing a large number of national and international events on different topics related to agriculture.

1. The only organization in the country, which possess extensive experience and expertise in hosting national and international events.
2. Having a team of professionals for agro events.
3. Wide ranging contacts in agri-inputs industry and thus always achieves good participation of agri-input organizations.
4. All its past events organized jointly with Governments and Trade Chambers.
5. Successfully organized national agro events, and co-hosted many international events like India International Agro Trade Fair 2018, AgroWorld 2019 and Uttar Pradesh AgriVision 2021, AgroWorld 2022 and now going to organize FoodWorld 2023 and AgroWorld 2024 in coming months.
6. Organising Agriculture Leadership Summits since 2016.
7. ICFA founded Alliance of Indian Farmers Associations in 2015 with 40 top bodies
8. ICFA has been hosting All India Farmers Conventions in Delhi and State levels
9. The only organization in the country, having done series of policy and trade events on each sub-sector of agriculture
10. ICFA has got extensive industry support through its various working groups, technology councils and professional bodies.

MEDIA COVERAGE :



ABOUT ICFA :

The Indian Chamber of Food and Agriculture is the apex body in India, working on business, policy, and development agendas and serving as a global platform for trade facilitation, partnerships, technology, and agribusiness services. A proactive approach helps ICFA discern critical challenges emerging in Indian agriculture and create opportunities for development, value addition, and international trade to accelerate growth in the food and agriculture sectors globally. ICFA, with more than 25 industry Working Groups and sector-specific Business Councils, represents the interests of key stakeholders at the national level and, through its international platforms and partnerships, facilitates India's global engagement in the food and agriculture sectors.

For enhanced sustainability, food safety, and quality standards, ICFA has taken up the Agriculture Stewardship Program by launching the Healthy Food Initiative program and the Good Agriculture Practices (GAP) project. In a short period of more than ten years, the Chamber has signed MoUs with the ICAR, APEDA, NRDC, RAKEZ Group, ASYAD Group, University of California, University of Maryland, Michigan State University, Iowa State University, Western Australia University, German Agribusiness Alliance, Borlaug Institute for South Asia, African Asian Rural Development Organization, NASSCOM, Sociedad Rural Argentina (SRA), FAMATO, CCI Pau Béarn, IFPRI, etc. Through international partnerships, ICFA envisions mobilizing technologies and investments that will catalyze agribusiness and agri-startups. The more than 35-member ICFA Board has distinguished luminaries, with the Pioneer of India's Green Revolution, Prof. MS Swaminathan, as its Patron.

ICFA PARTNERS



ICFA MEMBERS



Connect with us to be part of agri revolution

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