It's time to reimagine Cooperative Incubation in India.
Our Collective Aspirations and Challenges

Doubling incomes by 2022:

- Watershed and Micro-irrigation
- Seeds
- Nutrients
- Investments in Warehousing and Infrastructure
- Value Addition
- Diversification and Ancillary Activities (Poultry, Fisheries)

Ecosystems, including Incubators

50% of Population

13.7% of GDP

Growth rate of ~2% (FYP targets: 4%)

Risk | Uncertainty | Unsustainability
The Beehive Model of ALC India | Focus on Women & Tribal Youth

- Organised small producers to form a producer-owned collective.
- Connected to the market through branding and distribution.
- Evolved a business design based on supply-demand analysis.
- Raised low-interest finance to build infrastructure, buy cattle etc.
- Created infrastructure for storage, processing and packaging.
- Nurtured people skills in key functional areas.

5 States | 54 Producer Organizations | 65,000 Beneficiaries
<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Andhra Pradesh</td>
<td></td>
<td></td>
<td>4</td>
<td>2</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Karnataka</td>
<td></td>
<td>3</td>
<td></td>
<td></td>
<td></td>
<td>16</td>
</tr>
<tr>
<td>Kutch, Gujarat</td>
<td>2</td>
<td>4</td>
<td></td>
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<td></td>
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<tr>
<td>Maharashtra</td>
<td></td>
<td></td>
<td>3</td>
<td>1</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Odisha</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5</td>
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<tr>
<td>Tamilnadu</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
</tr>
<tr>
<td>Telangana</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td>3</td>
<td></td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td>1</td>
<td>2</td>
<td>6</td>
<td>13</td>
<td>3</td>
<td>29</td>
</tr>
</tbody>
</table>
## Incubated Enterprises: 54

<table>
<thead>
<tr>
<th>Marginalized Community</th>
<th>Number of enterprises</th>
<th>Membership</th>
</tr>
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<tbody>
<tr>
<td>Dairy farmers</td>
<td>2</td>
<td>21,920</td>
</tr>
<tr>
<td>Handloom weavers</td>
<td>2</td>
<td>339</td>
</tr>
<tr>
<td>Livestock farmers</td>
<td>6</td>
<td>5,495</td>
</tr>
<tr>
<td>Small &amp; Marginal Farmers</td>
<td>25</td>
<td>21,458</td>
</tr>
<tr>
<td>Tribal farmers</td>
<td>17</td>
<td>12,174</td>
</tr>
<tr>
<td>Vulnerable community (Displaced community)</td>
<td>1</td>
<td>1,060</td>
</tr>
<tr>
<td>Vulnerable community (Persons with Disability)</td>
<td>1</td>
<td>260</td>
</tr>
<tr>
<td><strong>Grand Total</strong></td>
<td><strong>54</strong></td>
<td><strong>62,706</strong></td>
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</table>
The Impact

ALC India’s Incubation Clusters

Award-winning enterprises:
East Godavari, AP
Mulukanoor, TS
Husnabad, TS
Kutch, Gujarat

Map showing regions in India with award-winning enterprises and communities.
Kodangal Cluster

Husnabad Farmer Services Producer Company Ltd.

Angadi Raichur Farmer Services Producer Company Ltd.

Kodangal Farmer Services Producer Company Ltd.

Kodangal, Vikarabad, Telangana.
Solutions for Bharat...Inclusion by

Key Activities

Democratic Process
Agri Inputs at Doorsteps of Farmers
Procurement
Commodity Processing
Marketing
Capacity Building
Farming Machinery
Credit and Savings

Farmers’ Enterprise
Kodangal Cluster

- 2874 Member Farmers
- Rs. 20.38 Lakhs Share Capital
- Rs. 15.6 Crore Business in 2016-17
- 2 PCs Purchased Land

Primarily deals with Red Gram apart from Green Gram, Black Gram and Cotton
Kodangal Godown Layout DWGS

Typical Godown layout

Office building layout

Office Block elevation details
Dal Processing Technology
Srikakulam Cluster

Neelamani Tribal Farmers Producer Company Ltd.

Girilaxmi Tribal Farmers Producer Company Ltd.

Kotturu Tribal Farmers Producer Company Ltd.

Melliaputti Tribal Farmers Producer Company Ltd.

Swayamkrushi Tribal Farmers Producer Company Ltd.

Ramgiri Tribal Farmers Producer Company Ltd.

Kotturu & Melliaputti, Srikakulam, Andhra Pradesh
Srikakulam Cluster

Cashew

Pineapple

Turmeric

Tamarind

Hill Broom

Paddy

Rs. 12.96 Lakhs
Share Capital

6420
Member Farmers

Rs.67 Lakhs
Business in 2015-16
Bio Pesticide & Seed Treatment Technology
Ambhora Tribal Farmers Producer Company Ltd.

Ganutola Tribal Farmers Producer Company Ltd.

Sindhibiri Tribal Farmers Producer Company Ltd.

Ilda Tribal Farmers Producer Company Ltd.

Paoni Tribal Farmers Producer Company Ltd.

Deori & Arjuni Morgaon, Gondia, Maharashtra
Gondia Cluster

- **5182 Member Farmers**
- **Rs. 17.66 Lakhs Share Capital**
- **Rs. 33 Lakhs Business in 2016-17**
- **All 5 PCs registered and BoDs Elected**
- **Paddy Seed Business Worth Rs. 16 Lakhs**
- **Paddy Business Worth Rs. 15 Lakhs**
- **Skill Development in Bee Keeping and Quality Seed Growing**

**Produced Goods:**
- Paddy
- NTBP Produce
- Mahua
Improved Paddy Farming Technologies
Jharsuguda Cluster

IB Srushti Women Livelihoods Services Producer Company Ltd.

Promoted in Partnership with Odisha Power Generation Corporation.

Banharpalli, Jharsuguda, Odisha
Jharsuguda Cluster

- Rs. 4.43 Lakhs Share Capital
- 887 Member Farmers
- BoD Elected and 1st AGM Conducted
- Insurance for 120 Fisher folk
- Branding Initiated
- 44 SHGs revived

- PC Registered
- Branding Initiated
- Skill Development for 10 Local Youth
- Poultry activities initiated
Desi Poultry

Brooding Technology

Chick Management

Poultry shed with Local Materials

Cage Technology for Poultry
Maval Cluster

Maval Dairy Farmers Services Producer Company Ltd.

Promoted in Partnership with Tata Power

Maval, Pune, Maharashtra
Solutions for Bharat...Inclusion by

Key Activities

Dairy Farmers' Producers Company
Dairy Farm
Dairy Manufacturing Plant
Traditional Sweets Selling Outlets
Livestock Services Centres
Fodder Enterprises
Cattle Infusion
Feed Mixing Plant

Dairy Farmers' Enterprise
Maval Cluster

Plan
1. 10,000 LPD dairy plant
2. Livestock service centers LSC
3. Traditional sweet making unit
4. Dairy farm
5. Fodder & Feed plant

Progress
1. PC registered & have 910 members
2. LSC operational – 11 local staff
3. Feed business initiated - Rs. 55 lakhs
4. Land purchased and construction of dairy plant initiated
5. Trained 102 Mini Dairy Entrepreneurs and 1,111 dairy Farmers
Innovative Design

Lives tock Service Cente

Enter the request and contact the veterinary staff, confirm time of visit.

Veterinary Staff
Operation of The LSC

Request for service

Livestock Service Centre

Visit by veterinary staff and treatment

Service Provided

Completion of the request is reported back to the LSC

Dairy Farmer
Diary Farm Feed Mixing Plant Layout Design
10 LKPD Dairy Plant Layout Design
Dairy Plant Machinery
Soil Testing (Soil strata)
Feed & Fodder Technology

Azolla Cultivation

Hydrophonics Production
Godavari Women Weaver’s Services
Producer Company

Promoted in Partnership with Society for Elimination of Rural Poverty (SERP) AP and Chitrika.

East Godavari, Srikakulam, Andhra Pradesh
Weavers’ Enterprise

Solutions for Bharat...Inclusion by

Key Activities

- Weaver Producer Company
- Handlooms
- Production logistics
- Production Infrastructure
- Skill Development
- New Designs
- Technology integration
- Marketing
Godavari Women Weavers’ Services Producer Company

- 64,000 metres
- Rs. 1.28 Crores turnover
- Rs. 9.72 Lakhs net profit
- 0% bad debts
- Rs. 1 crore working capital

- Streamlined major production systems
- Development of new designs
- Sales through wholesale, retail, PC outlet, exhibitions, and online channels

190 Looms | 380 Weavers | 10 Villages
High Temperature High-Pressure Dyeing Unit
Pre-Loom unit - Centralized sizing unit with amenities/tensioning device/standardized recipe
Workshed model for weaving
Customized Integrated ERP Services
E Commerce Technology

JAYPORE
Blue Handloom Cotton Kurta with Pleats
Rs. 2290  Buy It »

JAYPORE
Green Handloom Cotton Angrakha with Pintucks
Rs. 3990  Buy It »

JAYPORE
Purple Handloom Cotton Kurta with Top Stitch
Rs. 2890  Buy It »
Integrated Technology Services

Preloom - Then & Now

Dyeing
Colors
Winding
Warping
Sizing
Weaving
Design Training
Dyeing
Colors
Winding
Warping
Prin Winding
Weaving
Incubation Services
Incubation: Key Design Elements

- Build Lease Operate Transfer (BLOT)
- Focus on 5-6 Priority communities
- Compact Area Approach => 30-50 villages
- Target Beneficiaries: 5000 Households (HHs)
- Agri+Horti+Allied
- Producer to Consumer Model (P2C)
- Integrated Services at Doorstep
- Investment of Rs. 33,000/HH
- Governance Position for ALC India
<table>
<thead>
<tr>
<th>Phase</th>
<th>I</th>
<th>II</th>
<th>III</th>
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<tbody>
<tr>
<td>Period</td>
<td>24 months</td>
<td>25 - 60 months</td>
<td>61 - 96 months</td>
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<tr>
<td>Key Activity</td>
<td>Establishment</td>
<td>Business Operations</td>
<td>Business Sustenance</td>
</tr>
<tr>
<td>Key Measurement Parameter</td>
<td>Grant/One Time Investment</td>
<td>Turnover Linked</td>
<td>Profit Linked</td>
</tr>
<tr>
<td>Terms</td>
<td>Rs. 1500/- to Rs. 2500/- per producer</td>
<td>2% to 4%</td>
<td>10% to 15%</td>
</tr>
</tbody>
</table>
ILABs in Action: Women Dairy Farmers’ Enterprise Marketing Services

Marketing Services

Total Cumulative Marketing Support worth Rs.29.31 Crores
Marketing Partnerships

- Jaypore
- Upasana
- Fabindia
- SFAC
- T.S. MARKFED
- Safe Harvest
- Godrej Agrovet
- Farmers Pulse Private Limited
- NCDEX

National Commodity & Derivatives Exchange Ltd.
Rs. 20 Crores working capital in 4 years

Assured Credit to PC ➔ Assured Business by PC ➔ Assured Income to PC

Crowd Funding:
Mobilised Rs.70 Lakhs for 1400 farmers in 2 Producer Organisations through Rang-De

Loans:
5 Crores loans mobilized for 15 Producer Organisations
Incubation Fund Mobilisation - MoU With BoB

ALC India entered in to a MoU with Bank of Baroda. A photo taken on the occasion showing Top Executives of the Bank, Head - ALDF (ALC India) and a few members of Producer Companies

Bank of Baroda, HO Circular to all branches in India advising them to provide credit to all Producer Companies promoted by ALC India
Incubation Fund Mobilisation – ALF & NABKISAN

ALF Sanction Letter to ALC India for Rs. 140 Lakhs credit facility

NABKISAN sanction letter for Rs. 500.00 lakhs credit facility

NABKISAN officials’ field visit
<table>
<thead>
<tr>
<th>42</th>
<th>Individual Investors</th>
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<tbody>
<tr>
<td>1.05</td>
<td>crores raised</td>
</tr>
<tr>
<td>4%</td>
<td>Interest</td>
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<tr>
<td>7</td>
<td>year tenure</td>
</tr>
</tbody>
</table>

Second Phase of the opportunity to be launched this month.
Institution
Development
Institution Development Processes

Padyatras

Annual General Body Meetings

RGB & FAG Meetings
Enterprise Acceleration Programme
Support for Acceleration

Access to Capital
Capacity Building
Strategic Guidance
Access to Networks

Integrated package of services for six years
Service delivery and quality ensured through fellows
Pre-Incubation Services
Transforming India Initiative (TII) for entrepreneurs & enterprises, is a one of its kind fellowship programme that will equip the fellows to become responsible entrepreneurs who will design and establish enterprises built on systematic solutions to the most pressing challenges facing India today.
Transforming India Initiative Fellowship

- 2 Years
- 10 Fellows
- 6 Learning Tours
- 35 Practitioner Talks
- 4230 Hours of Entrepreneurial Practice
- 6 Years of Post-fellowship Incubation Support
Curriculum Components

Self-transformation  
Entrepreneurial Mindset  
Entrepreneurial Skills  
Enterprise Excellence
Main Office

17-1-383/47, 4th Cross Road,
Vinay Nagar Colony
Saidabad, Hyderabad - 500059
reimagine@alcindia.org
www.alcindia.org
Ph: +91 40 2453 2729

Contact

Our locations

Bhubaneswar (Odisha)
Jharsuguda (Odisha)
Kodangal (Telangana)
Mandapeta (Andhra Pradesh)
Deori (Maharashtra)
Kotturu (Andhra Pradesh)
Maval (Maharashtra)