

THOUGHTS ON DRIVING GROWTH IN AGRICULTURE SECTOR:
HOW SERVICES OF CHARTERED ACCOUNTS CAN BOOST PRODUCTIVITY
FOR FARMERS AND THE NATION?

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Introduction

India has the largest arable land area in the world, followed by the United States, Russia, China, and Brazil. Agriculture in India provides livelihoods for over 58% of the population and 44% of the workforce, making it one of the most dominant sectors. Given its massive contribution to the economy, agriculture is often considered the backbone of India's economic strength. The recent surge in digital and technological innovations has further boosted the sector's performance. In recent years, we've seen a rapid rise in technological advancements in agriculture and the growth of Agri-Entrepreneurship, including Agri-Tech start-ups, largely driven by increased investment. These developments are improving efficiencies across the value chain. Key policy reforms such as Atmanirbhar Bharat, Rashtriya Krishi Vikas Yojana, and Pradhan Mantri Fasal Bima Yojana, along with advances in digital technology, have been crucial in transforming the agricultural landscape.

As agripreneurs emerge and the sector grows, they often face challenges related to compliance, financial management, and attracting investors. Here, the expertise of Chartered Accountants (CAs) becomes invaluable. CAs, with their broad skillset in finance, regulatory compliance, and strategic planning, can mentor agripreneurs through these challenges. They can help with everything from navigating complex compliance procedures to advising on sound financial strategies and assisting in preparing business plans that attract investors. **By partnering with a CA, agripreneurs can focus on their core business goals, knowing they have expert support on the financial side.**

IGNITE YOUR UNLIMITED GOALS WITHOUT ANY BOUNDARY AND

SHARE YOUR EXPERTISE

If success is an engine then passion is fuel to that engine. Have you ever wondered how successful people are better able to stick to their plans and achieve even more success in their life? Well the mantra is

**PASSION- START- CONSISTENCY-SHARING THE EXPERTISE-GROW WITH
ALL**

As we have said earlier passion tends to drive success, mere passion will not help to achieve everything you want if you don't start.

“Everything is created twice, first in the mind than in reality”

The famous book by Robin Sharma, ‘The Monk Who Sold His Ferrari: A Fable About Fulfilling Your Dreams And Reaching Your Destiny’ echoes the above thought and gives a powerful formula for success and happiness.

There is no good time to start than now, things will happen the way you want them to happen only if you start working on it.

Mere saying that “I Want” won't let it happen you need to set your goals and remember there is no limit to your goals. Additionally set goals that motivate you, meaning such goals that make you happy, that are important to you.

It is equally important that you are committed to your goal, to maximize the likelihood of success. To make sure this write down all your goals and why they are important to you this will help you to refresh again whenever you will lose confidence in your ability to make it happen.

They say the setting goal is much simpler than being consistent on it, perhaps the power of consistency may be the only factor that separates successful and unsuccessful people. Successful people are successful because they chose to be consistent with their goals, actions, and passion. Remember there is no shortcut to hard work.

If you make it this far let us now discuss how to share your knowledge.

See having knowledge and expertise is one thing and sharing them among fellow aspirants is another thing. When you share your knowledge it helps to deepen your knowledge and engrains what you know.

Be A Leader- Stand Up – Be Vocal About What You Have To Offer

The legendary Greek Philosopher “Aristotle” once said- “Man is by very nature a social animal; Society is something that precedes the individual.”

Therefore if we know something it becomes our duty to reach out as success is not just about achieving your goal but to inspire others. We are blessed to be born in the internet age where we can meet 1000s of people on a single digital platform. It helps us to reach out to society that needs our services.

Powerful social media tools such as Facebook, Linked-in, Gmail, You-tube, Blogs websites, Twitter, What’s app, Instagram, e- articles, etc. allows us to share our knowledge and expertise and helps connecting people even though they are living miles apart.

Collaborating and knowledge sharing:

The Internet has been the single biggest achievement of humans in the last 20 years that has removed almost all communication barriers. Social media apps have emerged as collaborating and knowledge-sharing tools that permit individuals to join a community share and collect relevant knowledge. The Facebook group can join 6000 groups, similarly, a person can send over 2000 emails daily, and professional expertise tools such as linked in allows you to be part of 100s of the group. Additionally, a certain platform such as Twitter, blogs, podcasts helps to put our viewpoints.

Podcast power:

Although there are lots of tools available across the internet for knowledge sharing, audio content is more digestible and absorbable, than is possible through the podcast.

For whom podcast is beneficial:

Consultant, Advisors, Motivational coach, experts- podcast allows such professionals who have the desire to motivate others and possess valuable knowledge and expertise that they can

share with society. Not only this will benefit the end-user but their experience will add to their learning.

You may be a legal professional, or a doctor, or a sports person, and there is no code of ethics of profession that will debar you from your knowledge sharing. A doctor will share his health tips, a sportsperson may share his fitness tips and a lawyer may share his knowledge for general legal awareness.

Before the digital age, book writing, news articles were such few channels of knowledge sharing, although these are equally important in the present age, with little technological advancement you will reach your fellow learners perhaps much faster.

We take this opportunity to invite the knowledge-sharing hub as we feel it is our prime duty to share what we know with society. Let us become members and address the community which needs our services.

At this juncture, we find it apt to remember English Historian and Geologist Charles Darwin's famous quote

**“In the long history of humankind those who learned to collaborate
and improvise most effectively have prevailed.”**

Recent Trends in the Agriculture Sector

1. Digital Innovation: Digital tools are transforming infrastructure, supply chains, and even areas like crop quality, traceability, and logistics. Chartered Accountants can assist Agri-Tech start-ups in managing the financial aspects of adopting and scaling digital innovations, helping them stay compliant with tax regulations and optimize their financial growth.
2. Leveraging Farmer Producer Organisations (FPOs): Initiatives like FPOs offer significant opportunities by connecting large numbers of farmers and improving access to resources like insurance, quality assessments, and precision farming tools. Chartered Accountants can play a pivotal role in structuring FPOs, managing funds, and ensuring compliance with regulations, helping these organizations scale efficiently.

3. Foreign Investment in Forestry: A loan agreement with the Japan International Cooperation Agency (JICA) for sustainable forest management highlights the importance of foreign investment in agriculture. CAs can assist such projects by helping manage funds, ensuring compliance with international and local regulations, and offering advice on tax implications and investment strategies.

4. Government Support for Forestry: The Indian government's initiatives, such as Van Dhan Vikas Karykram, aim to support the collection, processing, and value addition of Minor Forest Produces. Chartered Accountants can help manage the financial aspects of these programs, assist in securing grants or loans, and ensure the proper allocation and use of funds.

5. Plantation for Sericulture: This initiative to develop intensive plantations for sericulture in specific regions requires sound financial planning and management. CAs can offer business advice, budget management, and help secure the necessary funding from government programs or investors.

6. Start-up Ecosystem: In 2018, over \$1 billion was invested in Indian agri-startups. Chartered Accountants are essential for helping start-ups manage growth, optimize capital structure, ensure financial compliance, and attract investors by preparing robust business plans.

The Significance of Agri-Entrepreneurship

Agri-entrepreneurship is a powerful driver of social and economic development, especially in rural areas. By creating employment opportunities, reducing poverty, and improving food security, agri-entrepreneurship can transform rural economies. With rising unemployment and poverty in rural regions, it's critical to foster agricultural entrepreneurship to boost productivity, increase profitability, and create jobs. This will also help reduce migration from rural areas to cities, as rural youth will have opportunities to stay and thrive in their local communities.

Chartered Accountants can support agripreneurs in this journey by offering their expertise in financial management, taxation, and regulatory compliance, ensuring the smooth operation and growth of agri-businesses.

Opportunities for Agri-Entrepreneurship

1. **Agro Produce Processing Units:** These units involve processing agricultural produce like rice, dal, and other grains. Chartered Accountants can assist in managing finances, ensuring that costs are controlled, and setting up efficient accounting systems to track profits and expenses.
2. **Agro Produce Manufacturing Units:** These businesses take raw agricultural produce and create new products such as sugar, bakery items, or other processed foods. CAs can help structure these ventures financially, advise on funding sources, and ensure that the business complies with regulations while remaining profitable.
3. **Agro-inputs Manufacturing Units:** These units manufacture products that help improve farming, such as fertilizers or agricultural equipment. Chartered Accountants can help with investment planning, business modeling, and ensuring compliance with relevant laws and regulations.
4. **Agro Service Centres:** These centres provide services like repairing farm machinery. CAs can offer advice on setting up the financial side of these businesses, help manage capital requirements, and ensure that financial records are well maintained for long-term success.
5. **Miscellaneous Areas:** Opportunities also exist in areas like setting up apiaries, feed processing units, seed processing units, mushroom farming, organic farming, and more. Chartered Accountants can assist by developing financial models, managing risk, ensuring regulatory compliance, and helping with business planning and financing.

Why Agri-Entrepreneurship Matters?

1. **Locally Available Resources:** Agricultural products are often locally available, reducing the need for significant infrastructure. CAs can help businesses efficiently manage resources, develop cost-effective business models, and ensure sustainable growth.
2. **Economic and Ecological Viability:** Many small-scale agri-businesses are both economically viable and ecologically sustainable. Chartered Accountants can help evaluate the financial sustainability of these ventures and help with planning to ensure profitability while being environmentally responsible.

3. Job Creation: Agri-entrepreneurship creates significant job opportunities in rural areas, particularly for the youth. Chartered Accountants can assist by ensuring that businesses are financially stable, helping to create more long-term employment opportunities.

4. Reducing Migration to Urban Areas: By fostering agri-businesses in rural areas, agri-entrepreneurship can help reduce the migration of rural youth to urban centers. CAs can play an essential role in ensuring these businesses are financially sound and capable of thriving, thereby improving living standards in rural areas.

5. Access to Land and Funds: Land for agricultural purposes is widely available, but securing funds is often a challenge. Chartered Accountants can help agripreneurs access financing, manage budgets, and ensure proper financial management, making it easier to access the capital needed for growth.

Chartered Accountants have a vital role to play in shaping the future of agriculture in India. By offering more than just traditional audit and accounting services, they can become key partners in transforming agriculture through financial management, compliance, and strategic planning. Their expertise can help agripreneurs navigate the complexities of the industry, scale their businesses, and ultimately contribute to national economic growth.

Why Agri-Entrepreneurs Need Professional Guidance

1. Lack of Information and Resources: For many farmers, agriculture is primarily a means of livelihood. However, small-scale farmers often lack the capital, technology, market connectivity, and the right information to transform their farming practices into profitable enterprises.

2. Building Awareness Among Farmers: Before farmers can fully embrace self-employed services, there needs to be greater awareness about the benefits these services can offer. Educating farmers about these advantages is essential for encouraging adoption and improving their productivity.

3. Rethinking Government Services: Many farmers, particularly those aligned with political leaders, still believe that the government is solely responsible for providing extension and technical advisory services. However, to encourage private sector engagement, the

government's free service model needs to be re-evaluated, and farmers should be encouraged to explore other professional services.

4. Need for Support for Self-Employed Technicians: Technicians who work independently in the agricultural sector need continuous support, including technical updates, access to marketing channels, suppliers of inputs and equipment, and collaboration with research institutions working on new technologies.

5. Legal Challenges in Agri-Business: Agri-businesses promoted by people's organizations or cooperatives often face legal obstacles, especially with private traders who bypass rules, disrupting fair trade. Chartered Accountants (CAs) can help navigate these legal challenges by ensuring compliance with trade laws and protecting business interests.

6. Risk Aversion and Low Profitability: Many people's organizations hesitate to invest in modern technologies, limiting profitability. Low profit margins and outdated systems discourage farmers from investing in their own ventures, ultimately leading to a lack of interest in growing the enterprise.

Agriculture Start-ups and the Need for Mentorship

A recurring issue for many agri-entrepreneurs is their lack of awareness about available government schemes or their reluctance to utilize them due to complex application processes. As a result, many agricultural ventures fail within the first few years. To avoid this, it's crucial for agri-preneurs to receive proper mentorship and professional assistance to maximize the benefits of government programs.

Research shows that many entrepreneurs spend up to 80% of their time on statutory and compliance requirements, leaving them little time to focus on growth or capitalize on government incentives. With the constant updates and changes in compliance regulations, they need professional guidance to ensure they meet all requirements while focusing on their core business operations and strategic planning.

This growing demand for professional support in handling financial, regulatory, and procedural matters creates opportunities for professionals well-versed in these areas, such as Chartered Accountants. Recognizing this, the government has provided a mentorship platform through

the Start-up India Portal, where experienced mentors can guide start-ups at various stages of their journey.

Professional Opportunities as a Start-up Mentor

Mentoring start-ups not only contributes to the growth of the nation but also offers several professional benefits. As a mentor, you have the opportunity to:

- Be recognized as a Startup India Mentor: Get official recognition and be part of a prestigious network of mentors.
- Share your expertise: Use your knowledge and experience to guide new ventures.
- Enhance your own skills: Deepen your skills as a mentor while also evolving your own thinking.
- Build relationships: Develop new professional relationships and expand your network.
- Give back to the community: Help shape the next generation of agripreneurs and contribute to sustainable growth in the agriculture sector.

How to Become a Mentor on the Start-up India Portal

To become a mentor, simply follow these steps:

1. Register on the Portal: Visit Start-up India, fill out the registration form, and submit it. You will receive an OTP to verify your email address.
2. Select Your Profile Type: Choose “Enabler” as your persona type, and select “Mentor” from the dropdown menu when asked what type of enabler you are.
3. Profile Moderation: Once your profile is submitted, it will undergo a moderation process (24-48 hours), after which it will go live and be available for start-ups to connect with you.

Key Services You Can Provide as a Mentor

As a professional mentor, you can offer a wide range of valuable services to agri-startups, including:

1. Guiding Start-ups to Get Recognized on the Start-up India Portal: Help start-ups navigate the process of registering and gaining visibility on the platform, opening doors to new opportunities.

2. Legal Document Drafting: Provide expertise in drafting essential legal documents such as:

- Trademarks and Incorporation Documents: Protecting the intellectual property of startups.
- Non-Disclosure Agreements (NDAs): Ensuring confidentiality in business dealings.
- Employment Contracts: Drafting binding clauses for clarity and legal protection.
- Terms and Conditions: Setting clear terms for working relationships.

3. Bylaws and Regulatory Assistance: Help define working rules, security provisions, and business regulations to ensure smooth operations.

4. Business Advisory Services: Offer advice on fundraising, compliance monitoring, and ensuring start-ups meet statutory and legal requirements, helping them stay on track for success.

5. Web Portal Management: Guide start-ups in handling online queries, improving digital marketing strategies, and optimizing their web presence.

6. Accounting and Finance: Provide essential support in managing taxation, finance, and secretarial compliance. Chartered Accountants play a crucial role in ensuring that startups are financially sound and compliant with all relevant regulations.

The role of mentors in agri-entrepreneurship is vital for the growth of the agriculture sector, especially as it embraces digital transformation and modern business models. By leveraging professional expertise in financial management, legal compliance, and business strategies, Chartered Accountants and other professionals can help agri-startups overcome early hurdles and thrive in the long term.

This professional opportunity not only benefits the individual mentors but also helps propel the agricultural sector toward greater efficiency and profitability, creating a ripple effect that positively impacts the entire nation.

Agriculture Loans in India

Agribusiness loans are essentially overdraft facilities designed to provide working capital for agricultural activities like farming and cultivation. These loans typically have lower interest rates and can be availed by farmers to fund various agricultural needs. The repayment terms for these loans can vary depending on the lender and can be settled in monthly, semi-annual, or annual instalments.

Uses of Agribusiness Loans: Agribusiness loans can be used for a wide range of agricultural activities, including:

1. Purchasing farming and irrigation equipment
2. Buying livestock or cattle
3. Acquiring land for agricultural purposes
4. Covering storage and warehousing costs
5. Funding marketing expenses
6. Handling transportation costs
7. Managing day-to-day operational costs

Sources of Agribusiness Loans: In India, various financial institutions provide agribusiness loans, including:

- Government and private banks
- Co-operative societies
- Non-Banking Financial Companies (NBFCs)

Eligibility Criteria for an Agriculture Loan: To be eligible for an agricultural loan, the applicant must meet the following criteria:

1. The applicant should be between 18 and 70 years old.
2. The loan must be used for agricultural land cultivation.

Documents Required for an Agriculture Loan: To apply for an agricultural loan, farmers need to provide the following documents:

1. ID Proof: PAN card, Aadhar card, Ration card, Driving license, or Voter ID
2. Address Proof: Recent bank statement, utility bill (not older than 3 months), Ration card, Driving license, or Passport
3. Land Ownership Proof: Documentation proving ownership of agricultural land

Funding for Your Start-ups

Understanding the need for funding is critical for a start-up. Whether it's for product development, working capital, or expanding operations, identifying the reason behind seeking funds is the first step. Here are some common uses for start-up funding:

1. Prototype creation
2. Working capital needs
3. Hiring employees
4. Legal and consulting services
5. Marketing and sales efforts
6. Obtaining licenses and certifications
7. Purchasing raw materials and equipment
8. Product development
9. Office space expenses

The type of funding a start-up needs often depends on its stage of development. Here's how different stages of a start-up impact funding options:

A. Ideation Stage:

At this early stage, the entrepreneur has a business idea and is working on bringing it to life. The funds required here are usually small, and funding sources are mostly informal:

- **Bootstrapping/Self-financing:** This is when the entrepreneur uses their personal savings or the initial revenue from the business to fund operations, without external investment.
- **Friends & Family:** Many early-stage entrepreneurs turn to their friends and family for funding, as there is inherent trust, and the process is relatively simple.
- **Business Plan/Pitching Events:** Some entrepreneurs participate in pitching competitions or business plan contests to win prize money or grants, which can help cover initial expenses.

B. Validation Stage:

Once the idea has been validated, the start-up needs funds for product trials, customer testing, and team-building. Some funding options at this stage include:

- **Incubators:** These organizations help startups by providing office space, legal assistance, and even grants or equity investments.
- **Government Loan Schemes:** The government offers collateral-free loans to help entrepreneurs get access to low-cost capital. Programs like the Startup India Seed Fund Scheme and SIDBI Fund of Funds support startups in this stage.
- **Angel Investors:** Angel investors are individuals who invest in early-stage startups in exchange for equity. Networks like the Indian Angel Network or Mumbai Angels connect startups with potential investors.
- **Crowdfunding:** This method involves raising small amounts of money from a large number of people, typically through online platforms.

C. Early Traction Stage:

At this point, the start-up is growing, expanding its user base, and developing more products. It typically requires larger funding to scale, and common sources include:

- **Venture Capital Funds:** These funds invest in high-growth startups in exchange for equity. VCs often provide not just money but mentorship and strategic guidance.
- **Banks/NBFCs:** Banks and Non-Banking Financial Companies can provide debt funding to startups with demonstrated traction and revenue.

- Venture Debt Funds: These funds provide debt financing to startups alongside equity rounds, particularly for those with venture capital backing.

D. Scaling Stage:

As the start-up grows and expands into new markets, the funding needs become larger. Common funding sources at this stage are:

- Venture Capital Funds: These funds provide significant investments to late-stage startups that have demonstrated consistent growth.
- Private Equity Firms: Some private equity firms may also invest in fast-growing startups that have a proven track record and steady growth.

E. Exit Options:

At the exit stage, investors look for ways to cash out their investments. Common exit options include:

Mergers & Acquisitions (M&A): This involves selling or merging the start-up with another company in the market.

- Initial Public Offering (IPO): If the startup has shown consistent growth and profitability, it may opt to list its shares on the stock market.
- Selling Shares: Investors may sell their shares to other venture capital or private equity firms.
- Buybacks: Founders may buy back their shares from investors if they have the capital to regain control of the company.

Steps for Start-up Fundraising:

The fundraising process can be broken down into several steps to ensure the start-up is prepared and organized:

A. Assessing the Need for Funding: The first step is to clearly define why the funding is needed. Start-ups should create a milestone-based plan with clear financial projections to understand how much capital is required for the next stages of growth.

B. **Assessing Investment Readiness:** Before seeking funds, it's important to determine if the start-up is ready to attract investors. Investors are looking for signs of growth, a unique value proposition, and a reliable, passionate team.

C. **Preparing the Pitch Deck:** A pitch deck is a presentation that outlines the business's key elements—vision, product, market potential, financials, and team. A compelling pitch is critical to getting the investor's attention.

D. **Investor Targeting:** Identify potential investors who are aligned with the start-up's sector, geographic location, and funding needs.

E. **Due Diligence:** Investors conduct a thorough investigation of the start-up's financials, legal status, and management team to ensure everything is in order before finalizing the deal.

F. **Term Sheet:** Once the investor is satisfied with the due diligence, a term sheet is created. This document outlines the key terms of the investment, such as the valuation, investment structure, and equity split.

Key Factors to attract better Investment for your Start-ups

As different investors use different criteria to judge an investment, the importance of these factors would vary depending on the stage of investment, sector of start-up, management team etc.

Listed below are typical investment criteria used by investors:

1. **Market Landscape:** This refers to the addressable market which the start-up is catering to.
Factors involved: Market size, obtainable market-share, adoption rate, historical and forecasted growth rates, macroeconomic drivers, demand supply
2. **Scalability and Sustainability:** Start-ups should showcase the potential upscale in the near future, a sustainable and stable business plan.
Factors involved: Barriers to entry, imitation costs, growth rate, expansion plans
3. **Objective and Problem Solving:** The offering of the start-up should be differentiated to solve a unique customer problem or to meet customer need. Ideas or products that are patented showcase deemed potential in the startups.
4. **Customers & Suppliers:** Laying out your customers and suppliers, helps investors understand your business better.

Factors involved: Customer relationships, stickiness to the product, vendor terms, existing vendors etc.

5. **Competitive Analysis:** A true picture of competition and other players in the market working on similar things should be highlighted. There can never be an apple to apple comparison, but highlighting the service or product offerings of similar players in the industry is important

Factors involved: Number of players in the market, market share, obtainable share in the near future, product mapping to highlight similarities or differences between competitor offerings

6. **Sales and Marketing:** No matter how good your product or service maybe, but if does not find any end use, there is no good.

Factors involved: Sales forecast, targeted audiences, marketing plan for the target, conversion and retention ratio etc.

7. **Financial Assessment:** A detailed business model that showcases the cash inflows over the years, investments required, key milestones, break-even point and growth rates should be made out well. Assumptions used at this stage should also be reasonable and clearly mentioned.

8. **Exit Avenues:** A startup showcasing potential future acquirers or alliance partners becomes a valuable decision parameter for the investor

9. **Management and Team:** The execution and passion of founder and the management team to drive the company are equally crucial in addition to the all the factors mentioned above

Agriculture Business Ideas with less Investment

1) Agriculture farm

If you have an empty land suitable for farming, you can start with an agricultural farm. Items that are demanded locally can be produced on it. Maintaining good quality can fetch you high profits.

2) Tree farm

A tree farm grows trees and earns money by selling them. The waiting period of earning

money in this business is quite high as the growing of trees requires considerable time. This is one of the best small farm business ideas to start. This might need some maintenance cost.

3) Organic fertilizer production

Vermicomposting or organic fertilizer production has become a household business. It does not require much investment and very easy to initiate with a little know-how of the production process.

4) Business of fertilizer distribution

This business is suitable for people who live in small towns or rural areas. In this business, you are required to buy fertilizers from big cities and make them available in rural areas. This could be one of the best small agricultural business ideas in India to start in small towns.

5) Dry flower business

The business of dry flowers has flourished over the last 10 years. If you have vacant land, you can grow flowers, make them dry and sell to craft stores or hobbyists.

6) Mushroom farming

The business of growing mushrooms can fetch you big profits in a short period of time. It can be started with low investment and it requires less space also. Mushrooms are in great demand at hotels, restaurants, and households.

7) Poultry farming

The poultry farming business has transformed into a techno-commercial industry. In the last few decades, it is one of the fastest-growing industries. If you are looking for small farm income ideas, this could be best fit for you.

8) Hydroponic retail store

Hydroponics is a new plantation technology that does not use soil for growing plants. A hydroponic retail store deals in hydroponic equipment and also develops plants to be sold for both commercial and home use.

9) Organic greenhouse

An organic greenhouse business has good potential to grow because the demand for organically grown products has been increasing consistently. Beforehand, this business was done on small family-run farms, but with increasing demand as people are now buying land for making organic greenhouse.

10) Beekeeping

With the increasing awareness for health, the demand for honey is growing day by day. This way, beekeeping has become a great business opportunity. This business demands day-to-day monitoring of the bees with close supervision.

11) Fish farming – Commercial fish farming business is a very lucrative business that can fetch a huge amount of money. With the implementation of modern techniques, production and quality can be enhanced to a great deal. This is one of the most lucrative Agro business ideas that require moderate to high investment to start.

12) Snail farming – Snail farming business is the process of raising land snails for human consumption. Snails contain a high rate of protein, iron, low fat, and almost all the amino acids needed for the human body. Keeping their nutrient value in mind, they are in high demand. This business opportunity demands discipline and specific knowledge of modern technology.

13) Fruit and Vegetable export – You can initiate the business of exporting fruit and vegetables in which you have to collect fresh fruits and vegetables from local farmers and sell them internationally. For this business, you need to know the import and export policies as well as local markets. This is one of the best agriculture export business ideas to start.

14) Become a florist – Selling flowers are a very profitable retail business. Flower arrangement and bouquets are always in high demand for gifting, at weddings, etc. With some innovation and creativity. You can do wonders in this business.

15) Broom production – For centuries, the broom has been used for sweeping up the floor and removing the dirt and dust in and around workplaces and homes. The process of broom production is quite simple and the project can be initiated with low capital investment. Maintaining a good quality and competitive prices can give you good profits in a short span of time.

16) Fruit juice production – The production process of fruit juice is quite simple and can be initiated with low investment. This business has a huge market opportunity. Hygiene, taste, and quality of fruit have to be kept in mind while starting this business.

17) Groundnut processing – If you can procure good quality raw material (groundnuts) for this business, you can initiate it with moderate capital. Processed groundnuts have very good market potential all over the world.

18) Quail farming – Quail farming is about raising quails for profitable eggs and meat. At the global levels, quail farming business is gaining importance as it fulfills daily family nutrition demand.

19) Tea plantation – With the increasing demand for tea leaves, this business has huge potential. Tea plants typically required acidic soil and heavy rainfall, although they can be grown anywhere from sea level to high altitudes. So, if your demographic situation is suitable

for growing tea, you should go in this business. This is one of the good agriculture business ideas in India that requires high capital.

20) Grocery shopping portal – With the advent of technology and E-Commerce, people find it very wasteful to spend hours buying day-to-day groceries. They prefer ordering groceries to be delivered at their doorsteps so one can start with an E-shopping portal that delivers groceries.

21) Farming of medicinal herbs – Growing of medicinal herbs at the commercial level is one of the most profitable agriculture business ideas. If you possess good knowledge about the herbs and have sufficient land, you can initiate the farming of medicinal herbs. You may need to take certain licenses from local government in the case of medicinal herb business.

22) Cactus arrangement – Cactus has been extensively used as a decor item, either indoor or outdoor. Many cactus plants can coexist happily in the same container. So, with a touch of creativity, you can make beautiful cactus arrangements. It is a very profitable and self-rewarding business.

23) Jatropha farming – Jatropha has been used as a raw material for producing biodiesel. It is one of the most trending money making agriculture business ideas in India, as very few people know about it. By doing some research and gaining some knowledge, you can easily start with this business.

24) Corn Farming – Corn or maize has emerged as one of the most versatile crops that can be grown under varied climatic conditions. Maize is known as the Queen of cereals as it has the highest genetic potential amongst the family. By implementing modern technology and good quality seeds, one can obtain a bumper crop.

25) Potato powder – potato powder is extensively used in the snack food industry. It can be used in any recipe where mashed potatoes are required. It is used as a thickener in ready to eat vegetable gravies and soups.

26) Goat Farming – Goat is one of the main meat-producing animals used globally. For this reason, goat rearing has been flourishing as an economic industry with good prospects.

27) Soil Testing – Soil testing is a technique used for monitoring the nutrients present in the soil as well as for making precise fertilizer recommendations for different crops. Establishing a soil testing laboratory with Government certification is one of the best small farm business ideas.

28) Agro blogging – If you possess good knowledge about agriculture with a niche in writing, you can always try for agro-blogging. It contains blogs related to agriculture and farming. With the advent of the internet in rural areas, farmers have started using technology to improve their

farming skills. They need fair advice on their agricultural problems. This is one of the best agricultural related business ideas to start with zero to low investment.

29) Fodder farming Business – The term fodder is used for the food given to domestic animals for feeding and not the food they graze by themselves. There are plants grown particularly for this purpose like barley, oats, alfalfa, etc. Fodder is used to feed animals like cows, goats, pigs, horses, etc. and always in great demand.

30) Rose farming – Rose is a flower with high commercial value. It is used in flower arrangements and bouquets on a large scale. If you are interested in gardening, you can turn it into a profitable business. It can be initiated on a small piece of land.

31) Rabbit farming – Rearing of rabbits has been started on a commercial level. Angora rabbits are mainly raised for their wool and well known for quality. Rabbits are the best producers of wool on per kg body weight basis.

32) Agriculture consultancy – if you are an expert in a specific field of farming, you can adopt the business of agriculture consultancy. This business is flourishing day by day as farmers need expert advice at many stages.

33) Dairy farming – Demand for milk and milk products can never go down. Commercial dairy farming is one of the most profitable agriculture-based business ideas. Apart from milk, it produces manure in huge quantities. Hygiene and quality should be always kept in mind while doing this business.

34) Spice processing – Organic spices are in high demand locally as well as internationally. The processing and packaging methods are not very complex and can be initiated with moderate capital.

35) Vegetable farming – If you have sufficient land and manpower, you can start with vegetable farming. Vegetables produced with good quality seeds and fertilizers yield good crops and give good returns. If you are thinking about small farm income ideas, you can shortlist this business idea.

36) Soya beans farming – Soya bean is required to produce soya milk, soya flour, soya sauce, soya bean oil, etc. If you have small vacant land, soya bean farming can be initiated to convert it into a profitable business.

37) Landscape expert – Landscape expert is the one who has good knowledge of landscape architecture. It encompasses activities like site analysis, land planning, planting design, storm water management, construction specification. They ensure that the plan meets all the current building codes and all the statutory compliance.

38) Tilapia farming – Tilapia is a kind of fish whose demand is escalating steadily especially in the USA. You can start this highly profitable business.

39) Horticulture crop farming – Horticulturists produce fruits, plants, and vegetables, flowers in greenhouses, and nurseries with highly specialized knowledge. The selection of the crops and method is very important in this business.

40) Certified seed dealer – Seed certification is a process of quality check whereby the seeds are inspected and checked with proper process. In simple words, the system certifies that a box or packet of seed is in accordance with the requirements of a certification scheme. You can start a business that sells only certified seed. There are a few formalities to establish this business. You do not need any land for it. It can be initiated by contract farming.

41) Greenhouse flower export – Many people establish a greenhouse for producing only export-oriented flowers. It is one of the most profitable business ideas it requires substantial capital investment and good knowledge about the process.

42) Potato chip production – It is a small-scale industry based on making potato chips and french-fries. The demand for potato chips and french-fries as an FMCG is increasing steadily in the global market. This is one of the most profitable money making agriculture business ideas in India to start with low to medium capital

Agriculture Marketing and Digital Marketing

Agricultural Marketing is a process which starts with a decision to produce a saleable farm commodity, and it involves all the aspects of market structure or system, both functional and institutional, based on technical and economic considerations, and include pre- and post-harvest operations viz., assembling, grading, storage, transportation and distribution.

Why digital marketing for Agriculture:

The digital marketing for agriculture and the agribusiness sector provides businesses with the opportunity to increase visibility and to generate business-to-business leads more efficiently than ever before. As these industries continue to grow and continue to modernize, the proportion of operations that take place online will grow as well.

Digital marketing for agriculture – including search optimization and paid advertising – gives businesses opportunity for better B2B lead growth as well as for the digital marketing of agriculture e-commerce products.

Agribusiness and farming businesses tend to rely more on non-digital and established business growth strategies making digital marketing more of an accessory. But search engine optimization (SEO) and paid search advertising offer well-established benefits for long-term business performance and are proven strategies. They also cater well to agricultural product sales, wholesale product sales, export/import business and product e-commerce – regardless of industry.

The potential of digital marketing for agricultural commerce

Search engine optimization as part of digital marketing in the agriculture sector is ideal for:

- Ensuring long-term business growth and reliable revenue
- Maintaining or growing industry market share
- Promoting brand recognition and building a business's loyalty base
- Growing traffic to your website across organic, referral, and social segments
- Gaining authority with improved page-linking and natural backlink growth
- Improving sales and revenue affordably, without an ad budget
- Generating leads and sales by catching search traffic for customers who are at the top of the shopping funnel

Paid-ad digital marketing for agriculture

The advantage of this sort of digital marketing in agriculture sectors is that paid ads provide businesses with more website traffic than organic search alone and help boost visibility even further. Paid search advertising as a part of digital marketing in agriculture is good for:

- Gaining traffic or revenue during holidays or during short seasonal periods
- When expanding an agriculture business to a new niche or market
- Rapidly gaining traffic for certain industry keywords
- Quickly gaining visibility to new business sectors and geographical markets
- Targeting traffic in certain regions, countries, states, or cities
- Generating cash-flow or revenue quickly

- Helping promote farm/agriculture brand recognition or for competing against a dominate competitor
- Subsidizing a business's marketing along with SEO content marketing

Paid social media marketing

Popular social media platforms represent one of the fastest growing, and newly most popular marketing channels on the internet. Likewise, platforms like Facebook, LinkedIn, and Instagram still offer opportunities for business-to-business and e-commerce growth.

For agriculture this still provides websites with an opportunity to grow online visibility and revenue.

Social media sites tend to offer a range of ad styles, including:

- Photo and video ads in user feeds
- Messenger ads and mail ads that are designed to reach individuals
- Stories ads
- Shopping and e-commerce focused ads for digital retail opportunity

Social media marketing and paid search ads allow businesses to get the most out of their existing content and their on-site marketing material to naturally grow traffic over time. Increase traffic and a greater social presence help feed SEO by building back-links and boosting website ranking authority.

Focus Areas for Agri-Tech Start-ups

1. **BIG DATA:** Data, as we all know, is the new oil and going forward, development of farm specific, data-driven diagnostics to determine soil and crop health will be a big opportunity area. Startups are leveraging drones or tractor-based solutions to get data on field, pertaining to both weather and agricultural data to determine risk. Growing smartphone penetration will enable precision decision-making in farming activity to farmers and help drive increased productivity and revenue while reducing unit-costs.

Eg.: Agrostar, RML Agtech are investing INR 5 Cr (\$776 K) each in building ground-breaking image recognition technology that enables farmers to receive real-time data on the pest or disease that has affected a crop.

2. **FARMING-AS-A-SERVICE (FAAS):** Agri equipment renting is another area likely to see market traction. As longer gestation periods are a typical feature for this sector and modern equipment is expensive and unaffordable for the average farmer, renting can take the burden of the input costs away from the farmer.

Eg.: EM3 Agriservices offers farming services and machinery rentals to farmers on a pay-for-use basis. Other startups include, Goldfarm, Ravgo, Oxen Farm Solutions and Farmart.

3. **MARKET LINKAGE MODELS:** Innovations to help farmers with timely and accurate estimation of sowing and harvesting in sync with consumer demand patterns.

Eg.: MeraKisan.com helps consumers in India to order fresh food and goods sourced from local farmers.

4. **FINTECH FOR FARMERS:** Farm income is mostly in cash and it presents an opportunity for Fintech startups to digitize payments for farmers through payment gateways linked to their accounts. Such startups can also create the credit profile environment for funders and lenders.

5. **IOT FOR FARMERS:** Smart farming in agricultural business including concepts like high-precision crop control, data collection, automated farming techniques will remove inefficiencies and bolster productivity. Information on crop yields, rainfall patterns, pest infestation and soil nutrition can be used to improve farming techniques over time. Eg.: Stellapps leverages cloud computing, data analytics and wearables to improve agri-supply chain parameters, including milk production, procurement, cold chain, animal insurance and farmer payments.

Some start-ups that are being incubated offer the following solutions -

- Activx Animal Health Technologies branded as Vetz, is a network of Veterinary Doctors which provides immediate connect with customers i.e animal owners via real time tele consultation and doorstep visits.
- SNL Innovations - InnoFarms provides fruit and vegetable pulp processed directly at the farm using an in-house developed monoblock fruit processing platform (on-wheels)

to convert fruits to pulp with shelf life of up to 1 year with complete traceability from farm to customer.

- EF Polymer developed an Eco-Friendly Water Retention Polymer with an aim to solve the water scarcity crisis for farmers. This startup made a super absorbent polymer designed to absorb water in the soil, retain it for a long time, and supply to the crops as required.
- Among the start-ups that have been selected are several start-ups led by women such as A2P Energy Solution that uses AI to track waste bio-mass and then works with farmers to collect it. On one side it generates additional income for farmers and on the other side A2P converts the collected biomass into Next Gen biofuels like energy pellets, green coal and bio oil.
- Kyari Innovations is working on mitigating human wildlife conflict pan India and internationally. They have created an innovative product called ANIDERS- Animal Intrusion Detection and Repellent System. This device works like a mechanized scarecrow that can protect farmlands from animal intrusions.
- Agsmartic Technologies, has a vision to improve crop yield by precise irrigation and disease management through a data driven approach by using AI, IoT and computer vision. Their product Croplytics® is a combination of hardware and software solution that integrates ground sensor data and satellite imagery to translate data into actionable information for creating a precise model for irrigation.

Apart from the above mentioned 6 startups, there are many more with innovative solutions to improve the farming eco system and augment farm household incomes.

In all, a total of 346 startups in the agriculture and allied sectors are being funded for a sum of Rs. 3671.75 lakhs in this phase. This fund will be released in instalments. These start-ups were trained for two months at 29 agribusiness incubation centres (KPs & RABIs) spread across India. These start-ups will lead to employment to youth. Besides, they, directly and indirectly, will contribute to enhancing the income of farmers by providing opportunities to them.

Agriculture Land

Arable land that is used for cultivating permanent crops or pastures is known as agricultural land. The rules pertaining to the sale of agricultural land allow only farmers to transact for this

property. However, several urban investors are finding means to invest in this type of property to reap hefty returns on investment in the long run. The use of agricultural land is limited to farming activities, and owners need to convert the same to non-agricultural property to use the property for residential or commercial purposes.

E.g. - In some states like Telangana, anyone can buy agricultural land, regardless of whether or not they are farmers. However in other states, like Karnataka, only registered farmers or those from farming families can buy agricultural land. Therefore, one should be aware of the rules in the state, prior to buying agricultural land. For instance, in Maharashtra only agriculturist can buy agriculture land. If either of the person’s parents/grandparents are agriculturist then such person can also buy and entitled to purchase. If person hold agriculture land anywhere in India, he can still be deemed to be agriculturist in Maharashtra. The Non Residents of India cannot purchase an agricultural land, plantation property or farmhouse. Since the person cannot directly buy farm land without meeting some other requirements in Maharashtra which are as below

1. Some relative has to own some farm land somewhere
2. Get permission from collector's office proving your intent to engage in agricultural activity
3. Get a job as a farm hand and have that farmer give you a letter of agricultural employment.

According to the law, the *Maharashtra Land Revenue Code, 1966* as anybody cannot buy land unless he is farmer or his father or grandfather is farmer.

The buyer can produce the certificate stating that your grandfather was a farmer to buy agriculture land in Maharashtra.

- Pros and Cons of buying Agricultural Land

Pros of buying Agricultural Land	Cons of buying Agricultural Land
The potential for high ROI: As agricultural land is available in rural and developing areas, with a future possibility of upcoming infrastructure projects such as special economic zones (SEZ) and highways, the	Only farmers can buy agricultural land: In most States in India, only an agriculturalist is permitted to purchase agricultural land. A non-agriculturalist can only inherit said land

<p>value of such land might go up exponentially. This ensures guaranteed high returns on investment and ideal resale value.</p>	<p>in this situation by way of gift or property inheritance through will.</p>
<p>Cost of compensation in case of a government project: Under the Land Acquisition Act, 1894, the government can acquire privately held land for public development purposes and it usually acquires farmland for this purpose. Based on the value of the land and improvements made to the land, the government pays adequate compensation to the landowner, which is higher in the case of rural land in comparison to urban areas.</p>	<p>Complex conversion process: <u>The conversion process</u> of ‘land use’ from agricultural to residential or vice versa involves a lot of paperwork and complicated procedures resulting in delays. Several States have, however, adopted the online route for conversion, bypassing a lot of these hurdles.</p>
<p>Tax exemption: Rural agricultural land is not considered a capital asset, so when you sell this land, it may be entirely exempt from income tax under the head Capital Gains. The compensation received on compulsory acquisition of this land by the government is also non-taxable.</p>	<p>Land Ceiling Act: Land ceiling laws, varying from State to State, define certain limits to the amount of land you can own. If the land is irrigated for two crops a year, the amount of land, which can be held, is much lower than if one crop were grown on it perennially. These laws also prohibit the amount of agricultural land you can lease out.</p>

Due Diligence before buying Agricultural Land in Maharashtra

Agricultural lands are the land which is generally used for farming or cultivation purposes. In Maharashtra, the agriculture land can be purchased by an existing farmer only. The farmer may be anywhere from India. But if you check all the related documents well in advance than you can avoid all the future problems that usually

comes in land transactions. Below is the list of most common documents that needs to be checked before buying a land in Maharashtra.

1. 7/12 Extract – This extract contains details such as survey number, hissa number, gat number, size of the land, full names of the owners, crops that are grown on the land, loans if any on the land, etc. It can be obtained from the Local Talathi office or can be easily downloaded from the website - <https://mahabhulekh.maharashtra.gov.in/> . You will require District name, Taluka, Village name and Gat/Sr number or Owner's Name handy while downloading it.

2. 6/12 Extracts – This extract has various mutation entries about different types of rights that are transferred or created to the legal heirs or the purchasers of the land. It shows the details of how the land has been transferred and what other rights or conditions had been added or modified. Other names of a 6/12 extracts are Fer Far, Mutation extract, Hakka Patra, D Patrak.

3. 8-A Extract – This extract is in the form of book which shows the details of the land revenue tax paid on the land, types of crops, names of the owners, etc. Generally it has to be read with 6/12 and 7/12 extracts.

4. Land Revenue Tax Receipts – The Tahsildar or the officer at Tehsil office gives the receipt of the tax paid on the revenue generated from the land.

5. Village Map & Block Plan (Gaon Nakasha) – This map is needed to identify the location of the land in the village. This is to tally the actual location and location on the document.

6. Access Roads – There has to be a confirmation from the Revenue office. Also there has to be a record of the approach road in the Register-26 of the Panchayat office.

7. Soil Testing – If the purpose of buying the land is to grow crops, then soil testing is very essential. It gives the clarity on which crops are to be grown in the land. Soil testing can be done from the Government as well as from the Private Institutions.

8. Reservations or Acquisitions – Scrutiny should be done whether any part of the land has been acquired by the P.W.D, Panchayat, Irrigation, State Government or any other authorities.

9. Agricultural Land Ceiling – Categories have to be confirmed of the land. A No-Objection certificate has to be obtained from the Collector if required. (For non – agriculturists , take guidance from the local advocates). The size of the land should be in accordance with the Land Ceiling Act of Maharashtra.

10. Original Title Deed – These should be thoroughly checked by the legal advisor in order to ensure that the land is clear from all the litigations and that the title is clear.

11. Public Notice – Notice regarding the purchase of the land should be given in the minimum of two local newspapers to check the title of the land with the guidance of your legal advisor.

12. Encumbrances – Bank loans, Private party mortgages, Government dues or any such charges should be checked and cleared well in advance of the sale deed.

13. Litigations – All litigations, if any, should be carefully studied before the sale deed of the land.

14. Demarcation, Boundaries and Survey – DILR and the Circle Inspectors are the authorized officials to conduct the survey of the land.

15. Disputes relating to boundaries – These types of disputes needs to be settled well in advance before actually commencing the sale deed.

16. Claims from outsiders – Any boja, isaar, power of attorney or any claims should be settled before the sale deed.

17. Family disputes – This has to be known and settled well in advance before the sale deed. All the disputes related to the family, joint-owners, succession entries, etc. need to be solved before.

18. Cultivators Land – This type of land as listed under the Kul-holding u/s 32-G is not allowed to sell by the Collector or the Revenue Tribunal. Hence all the lands of the cultivators should be strictly avoided.

19. Adivasi Land – The lands belonging to adivasis should not be purchased at any cost.

20. Inami Land – There are many conditions attached to these types of lands. It is advisable to not involve in these types of lands.

21. Only an agriculturist can acquire an agricultural land. A non-agriculturist can purchase an agriculture land with the prior consent from the District Collector.

22. Agreement to sell – This should be drafted and executed from your legal advisor with all the terms and conditions.

23. Deed of conveyance – This is to be finally, executed and stamp duty to be paid.

24. Registration of the deed – The conveyance should be duly registered with the registrar of the sub registrar office with all the stamp duties paid for legal effect.

25. The names of the new owners should come on the 7/12 extracts within six months of the registration.

The Rules and Restrictions you must be aware of when purchasing Agricultural Land

Various states follow different procedures for the purchase of agricultural land as per the state land revenue codes/acts. In certain states only an agriculturist can purchase such land whereas there are no restrictions in other states. All over India, NRIs and PIOs can't purchase agricultural land/plantation property/farm houses. They can, however, inherit agricultural lands.

a. Tamil Nadu

There are no restrictions for those looking at investing in agricultural land. The maximum extent of land that can be purchased is 59.95 acres and it can be converted into non-agricultural land by the orders of the district collector, provided that no agricultural activity has been carried out in the said land during the last 10 years (prior to the date of conversion).

b. Karnataka

Only an agriculturist can purchase agricultural land. A non-agriculturist is a person whose income from any source exceeds Rs. 25 lakh per annum (earlier the limit was Rs.2 lakh per annum). Under Section 109 of Karnataka Land Revenue Act, 1964, social or industrial organisations can purchase agricultural land with Government approval.

c. Kerala

Similar to Tamil Nadu, anyone can purchase agricultural land here. The maximum ceiling limit of land area as per the Kerala Land Reforms Act, 1963 is as follows:

- a) In case of an adult unmarried person or a family consisting of a sole surviving member, five standard acres and the ceiling limit shall not be less than six and more than seven-and-a-half acres.
- b) For a family consisting of two or more but no more than five members, 10 standard acres and the ceiling limit shall not be less than 12 and more than 15 acres.
- c) If it's a family consisting of more than five members, 10 standard acres increased by one standard acre for each member in excess of five, and the ceiling limit shall not be less than 12 and more than 20 acres.
- d) For any other person, other than a joint family, 10 standard acres and the ceiling limit shall not be less than 12 and more than 15 acres.

c. Gujarat

Agricultural lands can't be purchased by a non-agriculturist. Earlier, only those residing in the State could invest in agricultural land in Gujarat but in 2012 the Gujarat High Court passed a judgement that allows any agriculturist in the country to purchase such land in the State.

d. Madhya Pradesh and Rajasthan

There are no restrictions in these states. Earlier, under Section 17 of the Imposition of Ceiling on Agricultural Holdings Act, 1973, there were certain ceiling limits on buying agricultural land from the 'Khatiedars' in Rajasthan. The provisions of this section were amended in 2010 and people from other states can now purchase agricultural land here. One has to, however, apply for conversion within a year from acquisition and commence the proposed non-agricultural use within three years from the date of conversion in Rajasthan.

e. Haryana

Certain areas in the State have been declared 'controlled areas' and for those looking at purchasing agricultural land in these areas for non-agricultural purposes, they need to obtain a certificate indicating the change of land use from the Government of Haryana.

f. Himachal Pradesh

Only an agriculturist belonging to the State can purchase agricultural land here. People from other states require prior permission of the Government of Himachal Pradesh u/s 118 of HP Tenancy and Land Reforms Act. The maximum land ceiling limit in is 160 bighas or 32 acres.

g. West Bengal

As per the West Bengal Land Reforms Act, private ownership of agricultural land in the State is capped at 17.5 acres for irrigated areas and 24.5 acres for areas that are only rainfed. In urban areas, private ownership is capped at 7.5 cottahs or one-eighth of an acre. Only tea gardens, mills, workshops, livestock breeding farms, poultry farms, dairies, and townships are exempted from the restrictions of the Land Reforms Act.

Agriculture an attractive sector for FDI

India is among the fifteen leading exporters of agricultural products in the world.

With a rising population, globalization, a rapidly growing economy and surge of demand, it is no surprise that India stands to gain from increased foreign investments in the agriculture sector.

At present, 100% foreign direct investment (FDI) is allowed through the automatic route into India for the following agricultural activities:

- Floriculture, horticulture, apiculture and cultivation of vegetables and mushrooms under controlled conditions
- Development and production of seeds and planting material
- Animal husbandry (including breeding of dogs), fish farming, aquaculture, under controlled conditions
- Services related to agriculture and its allied sectors

Other than these activities, foreign investments of up to 100% under the government route are permitted in the tea sector, including tea plantations.

Agriculture in India is a highly attractive sector. Besides the traditional opportunities, it presents numerous opportunities along its value chain to investors looking to invest in this lucrative sector. Some interesting areas are farm management services, agricultural inputs, logistics services (example: cold storage) amongst a host of others.

Government Initiatives

Below listed initiatives reflect the government's commitment to transforming the agriculture sector, enhancing farmers' income, promoting sustainability, and positioning India as a global agricultural leader.

1. Union Budget 2024-25: The government has allocated Rs. 1.52 lakh crore (US\$ 18.26 billion) for the agriculture and allied sectors.
2. Food Processing Initiatives (January 2024): The Ministry of Food Processing Industries has approved various projects under the Pradhan Mantri Kisan Sampada Yojana (PMKSY), including 41 Mega Food Parks, 399 Cold Chain projects, 76 Agro-processing Clusters, 588 Food Processing Units, and 61 Backward & Forward Linkages Projects.
3. Union Budget 2023-24: The Department of Agriculture, Cooperation and Farmers' Welfare received Rs. 1.24 lakh crore (US\$ 15.9 billion), while the Department of Agricultural Research and Education was allocated Rs. 8,514 crore (US\$ 1.1 billion).
4. Digital Initiatives: The government has launched several digital initiatives like the National e-Governance Plan in Agriculture (NeGP-A) and Digital Public Infrastructure (DPI) to promote IT access nationwide. In 2023, the Soil Health Card system was integrated with Geographic Information System (GIS) technology, allowing test results to be displayed on maps. The use of mobile apps to collect soil samples started in April 2023.
5. Agricultural Technology Management Agency (ATMA): The ATMA Scheme is operational in 704 districts across 28 states and 5 Union Territories, aiming to educate farmers with modern agricultural technologies and best practices.
6. Storage Infrastructure: From 2001 to 2022, the Agricultural Marketing Infrastructure (AMI) scheme helped build 42,164 storage facilities with a combined capacity of 740.43 lakh MT.
7. Cluster Farming Trials: The government has granted approval for 5 private companies to conduct cluster farming on 50,000 hectares of land, with an investment of Rs. 750 crore (US\$ 91.75 million) to grow horticultural crops.
8. PM Formalisation of Micro Food Processing Enterprises (PMFME): In July 2022, the government launched this scheme to provide financial and technical support for setting up or

upgrading micro food processing enterprises. A total outlay of Rs. 10,000 crore (US\$ 1.27 billion) has been earmarked.

9. Kisan Drones: The government is planning to introduce Kisan Drones for tasks such as crop assessment, digitization of land records, and spraying insecticides and nutrients.

10. NABARD's Blended Capital Fund: NABARD is working on creating a fund to support agricultural startups, focusing on those within the farm product value chain.

11. Krishi Vigyan Kendras (KVKs): A network of 729 KVKs has been set up across the country to promote agricultural innovations, improved crop varieties, livestock breeds, and new farming technologies.

12. Dairy Sahakar Scheme (2021): Launched in Anand, Gujarat, by the Union Minister of Home Affairs and Cooperation, this scheme aims to strengthen dairy cooperatives and enhance the dairy sector.

13. Krishi UDAN 2.0 (2021): This initiative supports the air transport of agricultural produce, with a focus on the Northeast and tribal regions, benefiting farmers, freight forwarders, and airlines.

14. APEDA and ICAR-CCRI MoU (2021): This MoU aims to enhance citrus exports and related products through research and innovation.

15. Seed Mini-Kits Distribution (2021): A special program to distribute 820,600 seed mini-kits across 343 districts in major producing states was launched to speed up seed replacement and boost farmers' productivity.

16. Climate-Resilient Crop Varieties (2021): Prime Minister Narendra Modi launched 35 new crop varieties that offer climate resilience and higher nutrient content.

17. Pradhan Mantri Kisan Samman Nidhi Yojana (PM-Kisan): Launched in 2019, PM-Kisan offers direct income support to farmers. In the 2021-22 Union Budget, Rs. 65,000 crore (US\$ 8.9 billion) was allocated to this scheme.

18. Digital Agriculture Mission (2021-25): This mission focuses on adopting new technologies like artificial intelligence, blockchain, drones, and GIS to boost agriculture projects.

19. Partnerships with Tech Companies (2021): The government signed MoUs with companies like CISCO, Ninjacart, Jio Platforms, ITC, and NCDEX e-Markets for pilot projects that assist farmers in crop planning, seed selection, and adopting best practices.
20. Production-Linked Incentive Scheme (PLISFPI): With a budget of US\$ 1.46 billion, this scheme aims to develop global food manufacturing champions and support Indian food brands in the international market.
21. Agri-Infrastructure Fund: The government allocated Rs. 13,681 crore (US\$ 1.6 billion) to support post-harvest infrastructure and community farms under the Agriculture Infrastructure Fund.
22. Agro-Marine Processing and Development (SAMPADA): The government has committed Rs. 6,000 crore (US\$ 729 million) to build mega food parks, aiming to triple the food processing sector's capacity.
23. 100% FDI in Food Products: The government has allowed 100% Foreign Direct Investment (FDI) in food product marketing and e-commerce under the automatic route.
24. Pradhan Mantri Krishi Sinchai Yojana (PMKSY): With an investment of Rs. 50,000 crore (US\$ 7.7 billion), this scheme aims to improve irrigation systems and offer long-term solutions to drought.
25. PACS Computerization: An investment of Rs. 2,516 crore (US\$ 305.9 million) has been approved for the computerization of 63,000 Primary Agricultural Credit Societies (PACS).
26. Agriculture Credit for Animal Husbandry, Dairy, and Fisheries: The government targets Rs. 20 lakh crore (US\$ 24.41 billion) for agricultural credit, focusing on animal husbandry, dairy, and fisheries.
27. Shree Anna (Millets) Promotion: The Indian Institute of Millet Research in Hyderabad will be supported to become a global Centre of Excellence for millets, helping to position India as a leading exporter of this crop.

List of Agricultural Organizations based in India

1. [Abhinav Farmers Club](#)
2. [Agricultural Promotion and Investment Corporation of Odisha Limited](#)

3. [All India Kisan Sabha \(36 Canning Lane\)](#)
4. [All India Kisan Sabha \(Ajoy Bhavan\)](#)
5. [All India Kisan Sangharsh Coordination Committee](#)
6. [All India United Kisan Sabha](#)
7. [BAIF Development Research Foundation](#)
8. [Bharatiya Kisan Sangh](#)
9. [Bharatiya Kisan Union](#)
10. [Central Institute of Agricultural Engineering, Bhopal](#)
11. [Central Sheep and Wool Research Institute](#)
12. [Coconut Development Board](#)
13. [Coffee Board of India](#)
14. [Commission for Agricultural Costs and Prices](#)
15. [Cotton Corporation of India](#)
16. [Darjeeling Planters' Club](#)
17. [Deccan Development Society](#)
18. [Digital Green](#)
19. [Dooars Cha Bagan Workers' Union](#)
20. [Gene Campaign](#)
21. [Haryana Seeds Development Corporation](#)
22. [Karnataka Rajya Raitha Sangha](#)
23. [KERAFED](#)
24. [Kerala Farmers Federation](#)
25. [Koyambedu Wholesale Market Complex](#)
26. [Manas Rural Development Institute](#)
27. [National Bank for Agriculture and Rural Development](#)
28. National Commission on Agriculture
29. [National Commission on Farmers](#)
30. [National Dairy Development Board](#)
31. [National Egg Coordination Committee](#)
32. [National Horticulture Mission](#)
33. [National Institute of Agricultural Extension Management](#)
34. [Navdanya](#)
35. [North Eastern Tea Association](#)

36. [Rythu Samanvaya Samithi](#)
37. [Sheep Research Center \(Mannavanur\)](#)
38. [Surabhi foundation](#)
39. [Swabhimani Shetkari Saghtana](#)
40. [Tamil Nadu State Agricultural Marketing Board](#)
41. [Uzhavar Santhai](#)

List of Agricultural Research Institutes in India

1. [Central Institute for Cotton Research](#)
2. [Central Institute of Medicinal and Aromatic Plants](#)
3. [Central Research Institute for Dryland Agriculture](#)
4. [Central Sheep and Wool Research Institute](#)
5. [Central Soil Salinity Research Institute](#)
6. [Centre for Sustainable Agriculture](#)
7. [Indian Agricultural Research Institute](#)
8. [Indian Institute of Food Processing Technology](#)
9. [Indian Institute of Horticultural Research](#)
10. [Indian Institute of Millets Research](#)
11. [Indian Institute of Natural Resins and Gums](#)
12. [Indian Institute of Plantation Management](#)
13. [Indian Institute of Soil Science](#)
14. [Indian Institute of Spices Research](#)
15. [International Crops Research Institute for the Semi-Arid Tropics](#)
16. [Krishi Vigyan Kendra Kannur](#)
17. [National Academy of Agricultural Research Management](#)
18. [National Academy of Agricultural Sciences](#)
19. [National Dairy Research Institute](#)
20. [National Sugar Institute](#)
21. [Nimbkar Agricultural Research Institute](#)
22. [Regional Research Station](#)

23. [Tamil Nadu Rice Research Institute](#)

Relevant Websites

1. World Economic Forum www.weforum.org
1. UN industrial development organisation www.unido.org
2. Food and Agriculture Organisation of UN www.fao.org
3. Ministry of Agriculture & Farmers Welfare <https://www.agriwelfare.gov.in/>
4. Small farmers' Agri- business consortium www.sfacindia.com
5. National Agriculture Infra Financing Facility agriinfra.dac.gov.in
6. Ministry of Cooperation <https://www.cooperation.gov.in/>
7. Central Registrar of Cooperative Societies <https://crcs.gov.in/>
8. Rashtriya Krishi Vikas Yojana <https://rkvy.da.gov.in/>
9. Agriculture Insurance Company of India limited aicofindia.com
10. Department of agriculture research and education (DARE) <https://dare.gov.in/>
11. Department of animal husbandry and fisheries (DAHD) <https://www.dahd.gov.in/>
12. Mkisan <https://mkisan.gov.in/>
13. Agriculture skill council of India asci-india.com
14. Agriculture Information portal agrionline.nic.in
15. Direct Benefit Transfer in Agriculture dbtdacfw.gov.in
16. Ministry of Micro Small and Medium Enterprises www.msme.gov.in
17. Department of public enterprise www.dep.gov.in
18. Department of heavy industries www.dhi.nic.in
19. Department of Commerce www.commerce.gov.in

20. Department For Promotion of Industry and Internal Trade www.dipp.gov.in
21. Development Commissioner, Ministry of MSMEs www.dcmsme.gov.in
22. Khadi and Village Industries Commission www.kvic.gov.in
23. Coir Board www.coirboard.gov.in
24. National Institute for MSME www.nimsme.gov.org
25. National Small Industries Corporation www.nsic.co.in
26. Mahatma Gandhi Institute for Rural Industrialization www.mgiri.org
27. Government portal for Udyam registration of MSME www.udyamregistration.gov.in
28. My MSME <https://my.msme.gov.in/MyMsme/Reg/Home.aspx>
29. Small industries development bank of India www.sidbi.in
30. MSME Samadhaan www.samadhaan.msme.gov.in
31. MSME Samabandh www.samabandh.gov.in
32. MSME Data Bank www.msmedatabank.in
33. Startup india website www.startupindia.gov.in
34. Make in india <https://www.makeinindia.com/>
35. Digital india www.digitalindia.gov.in