



Krantiveer Vasantryao Narayanrao Naik Shikshan Prasarak Sanstha

LOKNETE GOPINATHJI MUNDE

INSTITUTE OF ENGINEERING EDUCATION & RESEARCH

Canada Corner, Sharanpur Road, Nashik 422 002

Approved by AICTE, Accrediated 'B' Grade by NAAC



AD-	Industrial Visit Report	Academic Year: 2024-25
		Semester-II

Department of Management Studies

Name of Industry:	Sahyadri Farmers Producer Organizations Ltd (Sahyadri Farms)
Address of Industry	A/p Mohadi, Taluka- Dindori, District- Nashik
Day & Date	04.03.2025 (Tuesday)
Class:	MBA -1 st Year (Sem - II)
No. of Participant	26
Name of Industry Person with Contact No.	Name : Ms.Pooja Kadam. Contact No. : 7066070901
Coordinator:	Prof.Mahima Ugale.
Faculty Accompanied	1) Dr. Sarika Patil. 2) Prof. Rahul Thorat.
Objective:	<ul style="list-style-type: none">To help students to develop essential managerial skills by observing and analyzing real-world practices in farm management and business operations.To discuss the role of marketing, branding, and customer relationship management (CRM) in the success of agricultural businesses.To give students the opportunity to interact with industry professionals and experts, allowing for networking and firsthand insights into the challenges and opportunities in the business sector.
Outcome:	<ul style="list-style-type: none">Students will gain a deeper understanding of the operational processes involved in running a farm, such as production, logistics, processing and quality control. This hands-on experience will bridge the gap between theoretical business knowledge and real-world applications in the agri-business sector.By observing the day-to-day challenges faced by farm managers, students will learn how to manage resources efficiently, tackle labor and logistics issues, and optimize operations in the business.The visit will foster the development of managerial and entrepreneurial skills among the students by giving them exposure to farm management practices, including financial planning, supply chain management, and innovation.
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About The Visit:-

The visit commenced with a cordial reception by the representatives of **Sahyadri Farmer Producer Company Ltd.**, who provided an introductory overview of the organization's mission, vision, and its significant contributions to the local farming community. The session also encompassed a detailed discussion on the organization's role in supporting small and marginal farmers.

Sahyadri Farms, as articulated during the presentation, has evolved through a journey characterized by numerous challenges and resilience. From its modest origins, it has grown into a successful enterprise, overcoming various obstacles to become a symbol of innovation and empowerment within the agricultural sector.

Subsequently, the students were guided through the facilities, offering them an opportunity to observe firsthand the operational processes involved in consolidating farmers' produce, ensuring equitable pricing, and delivering value-added services. Key elements of the organization's operations were highlighted, including sourcing, aggregation, quality control, packaging, and distribution of agricultural products. Additionally, students gained insight into the organization's role in facilitating market access for local farmers, as well as the critical function of cooperatives in enabling them to secure fair prices for their produce.

The visit will conclude with a networking session, providing students the opportunity to engage with members of the Farmer Producer Company and other industry experts. This will allow students to pose questions, clarify any uncertainties, and deepen their understanding of the challenges and opportunities inherent in the agri-business sector and the Farmer Producer Organization model.

Conclusion: -

The industrial visit to **Sahyadri Farmer Producer Company Ltd** was a highly enriching and insightful experience for the MBA students of Institute. The visit provided a comprehensive understanding of the **FPC model**, its role in empowering local farmers, and its contribution to the agricultural value chain. The experience enhanced their understanding of rural entrepreneurship, cooperative models, and the dynamic agricultural sector. It also inspired many students to explore future career opportunities in the agri-business and rural development fields. This visit, therefore, proved to be a valuable and educational experience, offering students a deeper understanding of how business principles are applied in the agricultural sector, particularly in the context of empowering farmers and promoting sustainable practices.

Key Takeaways:-

- Real-World Understanding of FPC Operations:
- Sustainable Farming Practices and Technological Integration
- Empowering Rural Communities:
- Challenges and Opportunities in sector
- Networking and Professional Development



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