

bharatkhand Newsletter

**Bharatkhand Consortium of
Farmer Producing Company Limited**

AUGUST 2026



**SUPPORTED BY
Solidaridad**

Editorial Message

Dear Readers,

Welcome to the latest edition of the Bharatkhand Newsletter.

This edition captures how Bharatkhand is working to build stronger farmer-owned enterprises through collective business, finance, value addition and market linkages. The establishment of the Bharatkhand Impact Fund is an important step towards helping eligible FPOs meet working-capital needs and explore new business opportunities. Our soybean market linkage initiative further demonstrates the potential of connecting FPOs directly with institutional buyers and creating more predictable markets for farmers.

The edition also highlights our efforts to make natural bio-inputs more accessible, supporting farmers and growers in adopting regenerative approaches to soil and plant care. At the same time, FPOs such as Sadbhawna Kisan Producer Company are demonstrating how collective action can open opportunities in input supply, food processing, value addition and marketing.

Our work under NMEO-OS is another important highlight, with seed distribution and farmer mobilisation progressing across Madhya Pradesh. These efforts bring together farmers, FPOs, government departments and local stakeholders to strengthen oilseed production and build a more coordinated value chain.

We also bring you the inspiring journey of Shivendra Singh Rajput, whose Amla processing enterprise shows how training, value addition, quality improvement and market support can transform farm produce into a growing rural business. His experience reflects the larger vision of Bharatkhand to help farmers move beyond primary production and capture greater value from what they grow.

We hope this edition gives you a glimpse of the progress being made and the opportunities emerging across the Bharatkhand network.

Happy Reading!

Dr. Suresh Motwani
General Manager, Solidaridad

Bharatkhand Consortium of Farmer Producer Companies Ltd. convened its Board of Directors Meeting in Bhopal to review progress and set priorities for the remainder of 2026-27. The Board focused on strengthening FPO business capacity, improving access to finance and markets, and expanding collective business opportunities.

Going forward, Bharatkhand will prioritise commodity aggregation, value addition, seed enterprises, market linkages, strategic partnerships and expansion of its FPO network, strengthening its journey towards becoming a farmer-owned business platform.

Creating Opportunities for Farmers

FPO-Led Soybean Aggregation and Market Linkages

Bharatkhand Consortium organised a Market Linkage and Buyer-Seller Platform on 31 July 2026 in Dewas to strengthen direct market linkages between Farmer Producer Organisations (FPOs) and institutional buyers. The platform brought together 32 member FPOs from Dewas, Sehore, Bhopal, Ujjain, Dhar and Shajapur, along with the management, procurement and quality teams of Vippy Industries. The interaction provided FPOs with an opportunity to directly engage with a major soybean buyer, understand procurement requirements and explore opportunities for long-term business partnerships. The initiative was supported by Solidaridad.

Building an FPO-Led Soybean Business Model

The platform focused on developing an FPO-led regenerative soybean aggregation and marketing model, enabling direct supply from farmers to institutional buyers. Discussions covered key challenges such as quality, pricing, payment cycles, documentation and working capital, highlighting the importance of reliable markets and timely payments.





Strengthening Quality and Procurement Practices

Vippy Industries provided guidance on soybean quality standards, including the 10:3:3 benchmark 10% moisture, 3% foreign material and 3% damaged seeds and explained how quality influences procurement and pricing.

Better Prices and Faster Payments

Vippy Industries offered a 1% premium over the prevailing market price for eligible FPO supplies and committed to facilitating payment by the second day after procurement, while prioritising FPO consignments for unloading.



20,000–25,000 MT Procurement Opportunity

A key outcome was an initial FPO-wise procurement plan, with Vippy Industries expressing commitment to procure approximately 20,000-25,000 MT of soybean directly from farmers and FPOs, creating stronger and more predictable market opportunities.

Traceability and Value Addition

The platform highlighted traceability as a means to improve transparency and differentiate FPO-supplied soybean. Participating FPOs also showcased organic and value-added products, reflecting growing opportunities in processing, branding and value addition.

Natural Bio-Inputs, Bringing Regenerative Solutions Closer to Farmers and Growers

Access to reliable, natural bio-inputs is an important step towards promoting healthier soils and more regenerative growing practices. Recognising this need, Bharatkhand is making a range of naturally prepared bio-inputs accessible to both rural and urban communities.

In the current month, Bharatkhand has sold 184 litres of bio-inputs, reflecting growing interest in natural solutions for crop cultivation, kitchen gardens and plant care. The initiative is helping make regenerative agriculture practices more accessible beyond farms and into urban and household growing spaces.

The bio-inputs are produced at the Nico Roozen International Centre of Excellence for Regenerative Agriculture, using natural ingredients. The range has been developed to support different plant and soil-care needs and can be used by farmers as well as home growers looking for natural alternatives for plant care.



Bharatkhand Bio-Input Range

The current range includes:



The growing uptake of these products demonstrates the potential for locally produced, natural bio-inputs to connect regenerative agriculture with everyday farming and gardening practices. By making these solutions more readily available, Bharatkhand is contributing to greater awareness and adoption of natural approaches to plant and soil care.

Whether used in a farm or a kitchen garden, small changes in how plants and soil are nurtured can contribute to more sustainable and regenerative growing practices.

KNOW OUR FPO

Sadbhawna Kisan Producer Company Limited

Makdone, Ujjain, Madhya Pradesh



Born in the farming communities of Makdone block, Sadbhawna Kisan Producer Company Limited brings together 272 farmer members across nearly 25 villages, creating a collective platform for better access to agricultural inputs, knowledge, value addition and markets. Registered in 2021, the FPO is working to turn collective strength into better opportunities for its member farmers.

What We Grow

Soybean || Wheat || Gram || Onion || Potato || Garlic



What We Do

Agri-input supply: supporting farmers with access to quality seeds, fertilizers and agricultural inputs.

Value addition & food products: creating opportunities to move beyond the sale of raw produce.

Vermicompost: promoting sustainable agricultural inputs.

Technical support & market linkages: helping farmers improve practices and connect with markets.

Through its collaboration with the BharatKhand Consortium, Sadbhawna FPO is developing its food product business with a focus on value addition, product development, quality improvement, branding and market linkages. Women members are actively participating in processing, packaging, marketing and sales, opening new livelihood opportunities within the farming community.

Leadership

CEO: Sanjay Badal

Board: 5 Directors, including 1 Woman Director

Promoted by: Solidaridad

Supported by: NABARD

FROM AMLA TO ENTERPRISE

Success Story

How Shivendra Singh Rajput is Growing Value on the Farm

Badher Village, Nateran Block, Vidisha, Madhya Pradesh



For Shivendra Singh Rajput, farming is no longer just about growing crops. It is about creating value from what the farm produces. A farmer and entrepreneur from Badher village in Vidisha, Shivendra manages a 5-hectare farm where he cultivates medicinal plants and has built an emerging enterprise around Amla-based value-added products.

A Training that Changed the Direction

In 2023, Shivendra participated in a one-week training on Amla processing under the guidance of Solidaridad. What began as a learning opportunity soon became a turning point in his farming journey.

With new skills and confidence, he started experimenting with Amla processing, producing pickles, marmalade, chutney, candies and other products. In the first year, he processed around one quintal of Amla, using the experience to understand consumer preferences, test the market and improve his techniques.

From one quintal to fifteen

By 2024, Shivendra had significantly expanded his enterprise. Production increased to 15 quintals of Amla products, alongside improvements in product range, packaging and marketing.

The results were encouraging, and they have continued to grow year on year:

- 2024: Sales turnover of Rs. 3,00,000
- 2025: Sales turnover of Rs. 4,50,000

This steady growth in turnover reflects the strength of his product range, his focus on quality, and his expanding customer base.



His focus on quality and marketing has helped him develop regular markets, with colleges and offices placing repeat orders. He also sells through multiple platforms, helping expand his customer base and diversify his income sources.

BharatKhand: Taking Farm Products to Market

As Shivendra's enterprise grows, Bharatkhand is supporting him in strengthening the market-readiness of his products. The support focuses on packaging, quality control and marketing, helping transform his Amla products into more attractive, consistent and marketable offerings.

This partnership is helping bridge an important gap between farm production and the consumer market, ensuring that value addition is supported not only at the processing stage but also through the final steps that help products reach customers.

Making More from Every Crop

Amla is only one part of Shivendra's farming journey. He also cultivates Moringa and Chia seeds on his farm and is an active member of the Krishak Jagriti Manch Farmer's Interest Group in Village Pali.

The group has been supported by Solidaridad with a processing unit, which Shivendra uses to process Amla as well as medicinal crops such as Moringa and Ashwagandha. Access to processing infrastructure allows him to move beyond selling raw produce and explore greater value from his crops.

Growing the Raw Material Behind the Business

The next step is already taking shape. Inspired by the market response to his products, Shivendra plans to grow Amla plants on his own land.

For him, this means more than expanding cultivation. It can strengthen the connection between his farm and processing enterprise, helping create a more reliable supply of raw material for his growing business.

From Farmer to Entrepreneur

Shivendra's journey shows what can happen when knowledge meets opportunity. A training programme became a processing enterprise; a single quintal became fifteen; and a farm product became a growing range of marketable foods with turnover climbing from Rs. 3,00,000 in 2024 to Rs. 4,50,000 in 2025, and still growing.



SOWING THE SEEDS OF SELF-RELIANCE

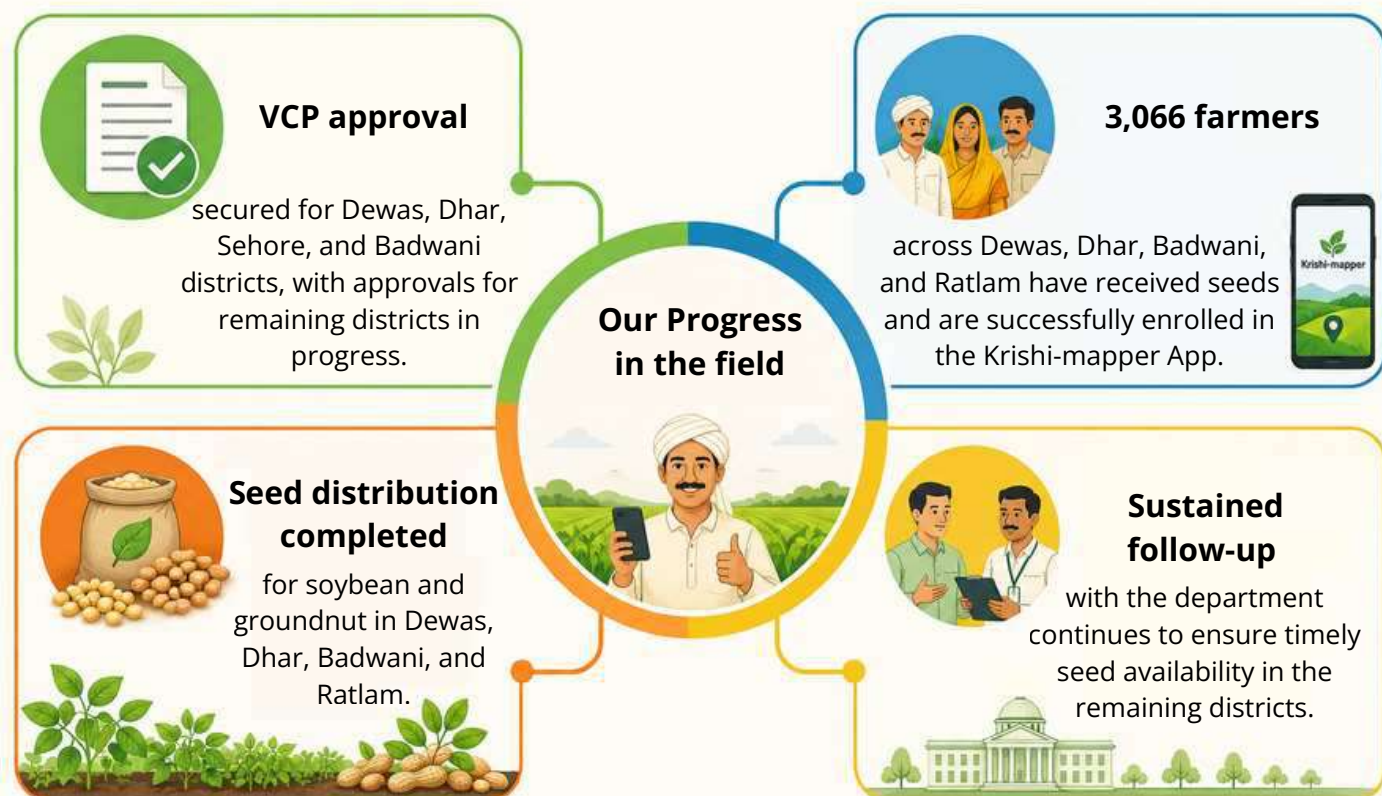
Bharatkhand Consortium Drives Oilseed Development Across Madhya Pradesh

As a Value Chain Partner (VCP) under the National Mission on Edible Oils – Oilseeds (NMEO-OS), Bharatkhand Consortium is working hand-in-hand with the Department of Agriculture to roll out cluster-based oilseed development activities across selected districts of Madhya Pradesh. The mission's goal is simple but ambitious: boost oilseed productivity across the state through quality seed promotion, improved agronomic practices, hands-on farmer demonstrations, and coordinated extension support.

Over the past period, the Bharatkhand team has been busy on multiple fronts coordinating closely with the district agriculture department, identifying clusters, planning seed distribution, mobilizing farmers, and building implementation readiness on the ground. This has meant regular engagement with Deputy Directors of Agriculture (DDAs), Assistant Directors of Agriculture (ADAs), Senior Agricultural Development Officers (SADOs), Rural Agriculture Extension Officers (RAEOs), Farmer Producer Organizations (FPOs), Panchayati Raj Institutions, and local farmer leaders all working together to keep the programme moving.

Thanks to timely seed availability from the department, seed distribution has now been successfully completed in four districts: **Dewas, Dhar, Badwani, and Ratlam.**

Key Achievements at a Glance



District-Wise Progress

DEWAS



Dewas, Sonkatch, Tonk Khurd blocks



Farmers
1,761



Seed variety
JS-21-72, RVSM 1135



All enrolled in Krishi-mapper

DHAR



Sardarpur



Farmers
501



Soybean seed
375 qtl RVSM-1135



Majority farmers from Scheduled
Tribe communities

BADWANI



Thikri block



Farmers
269



Seed mix
50 qtl groundnut, 37.5 qtl
soybean

RATLAM



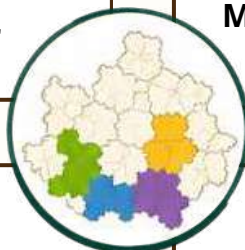
Ratlam



Farmers
535



Groundnut seed
279.8 qtl GJ-37
Groundnut in place of
soybean



Total farmers reached:

3,066

Across 4 districts, enrolled in Krishi-mapper App

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