

**Report on**

A Day Long Entrepreneurs' Meet on

**Considering GIs of Assam for better  
Agri-Business Opportunities**

4<sup>th</sup> March, 2023

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Jointly organized by  
**DPIIT-IPR Chair, Tezpur University, Assam**  
and  
**Directorate of Horticulture and Food Processing,  
Govt. of Assam**

## The Report

The day began with a welcome address and a brief introduction of the theme by the organizers laying the framework for the day spreading through two technical sessions and a panel discussion. The Director, Horticulture and Food processing, Govt. Of Assam, Shri Triranga Bharatiya Bora, apprised the gathering about the much-needed shift in the State's agriculture sector from the purely agricultural to agribusiness. This was required to revitalize the economy of the State, where one can expect the share of pure agriculture in GDP to decline, while the share of agribusiness going up with expended demand of value-added products. According to him, a need is felt now to bundle investment with technology to transform state agriculture to agribusiness. This can be materialized by conceptualizing and implementing integrated supply chain engineering on a globally competitive scale. He stated that the agribusiness sector can contribute a large share to overall employment, value addition and income generation. He further emphasized the need of organized farmers groups for a thriving agribusiness scenario and informed about the formation of more than 400 Farmers Producer Company (FPCs) under the aegis of the Directorate of Horticulture and Food Processing, Govt. of Assam. He felt that the sector should invent ways to eliminate constraints of the Agri-business sector of the country. He suggested that to explore the huge scope of Agri-business through horticultural crops from the Northeast region, the significance of the Geographical Indications tag on them for export need to be understood well by the entrepreneurs.

Speaking in tune of the theme of the workshop, the DPIIT-IPR Chair Professor, Prof. P. Deb underscored the importance of entrepreneurship by describing it as an iconic discipline that needs to be learnt. He further stated that no government in the world can provide jobs to all citizens. Thus, a conducive environment needs to be created and nurtured where job creators feel encouraged. Dwelling deeper into the scope of entrepreneurship through Agri business from horticultural crop varieties and products from the state of Assam, he stated the need of roadmaps for acquiring intellectual protection and challenges after getting the tag. He wished that the deliberations in the daylong programme through the participation of the experts and agribusiness entrepreneurs will help in understanding the scopes and challenges of Considering GIs of Assam for Agri-Business Opportunities in a better way.



Photo: (Left) The inaugural session. (Right) The participants during the inaugural session.

Dr. Harsha Jyoti Borooah, Ex- Director, Directorate of Horticulture and Food Processing, Govt. of Assam also apprised the participants about the scope of agribusiness in the region and stated that this workshop was a much-needed deliberation for looking into the promising prospects from the state. Sri. Mowsam Hazarika Director, Assam Seed and Organic Certification Agency advised the participants about the benefits and visibility of the GI tags across the world and apprised about the promise such status holds for the Agri entrepreneurs of the state. He urged the youth to take agribusiness seriously and get benefits from the support provided to the Farmer Producer Organizations in progressing their business.

The first technical session consisted of two talks. The first talk was conducted on ‘**Critical aspects in developing agribusiness with registered GI products from Assam**’ by Dr. Sarat Saikia, a, Principal Scientist, Assam Agricultural University, Horticultural Research Station, Kahikuchi, Guwahati. This was followed by a subsequent talk on ‘**Strategies for market promotion of GI commodities in fresh and processed forms**’ by Mr. Anurag Kashyap, Assistant General Manager, Northeastern Regional Agricultural Marketing Corporation (NERAMAC) Limited, Guwahati.

Speaking on the topic Dr. Sarat Saikia, Principal Scientist, Assam Agricultural University, Horticultural Research Station, Kahikuchi, Guwahati stated that the horticultural products from the state have tremendous scope in the domestic and foreign markets. However, unorganized farming of the horticultural crops and migration of rural youth to non-farm sector are some of the major bottlenecks hindering success of agribusiness enterprises in the State. Discussing his SWOC analysis, he stated that major strengths for agribusiness in the region are the unique horticultural and spice products that grow in the favorable agro-climate. There is a large scope for getting more GIs from the sector for the state. The entrepreneurs can take advantage from the increasing support from development agencies due to the reforms in agri sector and growing market demand for GI products. However,



Photo: (Left) Felicitation of Dr. Harsha Jyoti Borooah, Ex- Director, Directorate of Horticulture and Food Processing, Govt. of Assam during the inaugural session. (Right) Sri. Mowsam Hazarika Director, Assam Seed and Organic Certification Agency during the inaugural session.

more work must be done on the grey areas like unorganized production sector, low volume of production, qualitative output and weak supply chain, skill inadequacy etc. He reiterated that if the producers can strategize and overcome challenges of competitive market, besides taking care of the biotic & abiotic stress in the environment and other disturbances due to changing climate, they can very well explore new markets with confidence and visibility.



Photo: (left) Dr. Sarat Saikia, Principal Scientist, Horticultural Research Station, Kahikuchi, Guwahati speaking during the first technical session. (Right) Mr. Anurag Kashyap, Assistant General Manager, NERAMAC, Guwahati during the second talk of the first technical session.

Mr. Anurag Kashyap in his deliberation informed that NERAMAC was set up in 1982 as Government of India enterprise to support farmers/producers of Northeast India in getting remunerative prices for their produce and thereby bridging the gap between the farmers and the market and to enhance the agricultural, procurement, processing and marketing infrastructure of the northeastern region of India. Besides these, the department also takes initiatives for providing the necessary exposure to the Agri-entrepreneurs for participation in Exhibitions/ Seminars/GI Tag acquisition etc. to provide leverage through new skills and branding in the market. He informed that NERAMAC also supports the farmers through input supplies for better productivity under the aegis of Central Schemes (agricultural inputs like seeds, fertilizers etc). Highlighting the importance of Geographical Indication for marketing of the agri goods he informed the farmer entrepreneurs that ‘GIs are signs that aid in the identification of a particular product coming from a specific geographical location possessing certain unique qualities or reputation due to such origin. Discussing the gathering about the various granted GIs from the eight North Eastern states of the regions, he informed that NERAMAC is one of the pioneers in applying and receiving GIs for the NE states. He informed that increasing consumer awareness and promoting the GI brands through better customer engagement and customer experience are key for entering new markets. He reiterated that GI is a powerful tool which should be leveraged, both for identification and market differentiation. He highlighted the important contributions of NERAMAC for promotion of agribusiness through the 7 P(s) as shown below in one of his slides.





Photo: Contributions of NERAMAC for promotion of agribusiness through the 7 P(s)

The second technical session was conducted on two topics viz. **Export potential of horticultural products from Assam and schematic support for promotion of export activities with special focus on GI commodities** by Md. Ashraf Kamal, Business Development Manager, the Agricultural and Processed Food Products Export Development Authority (APEDA), Guwahati, and **Important aspects for successfully exporting GI products: *Experiences from native exporter*** by Shri Anupam Baruah, Proprietor, Miha Trading Solutions, Guwahati. During the first talk of the session, Md. Ashraf Kamal, from APEDA, Guwahati focused his deliberation in and around the Role of APEDA for Export Promotion and Financial Assistance. Here, the speaker described in detail about the APEDA's 15 scheduled products that receives assistance through various schemes. He informed the participants about various programs organized by APEDA for promotion of GI products. He encouraged the Agri-entrepreneurs to become exporters and apprised about various procedures and formal requirements to start export business. He informed about the documents required for applying Importer-Exporter Code (IEC) Registration and Registration cum membership certificate (RCMC). He apprised the gathering that the Financial Assistance schemes are available with APEDA for Infrastructure Development, Quality Development and Market Development. Furthering his discussion Md. Ashraf informed that APEDA contributes for development and dissemination of database, market intelligence etc. from time to time. Special assistance is available to APEDA registered Exporters for participation in fairs / events / buyer-seller meets / reverse buyer seller meets, trade delegations, etc. APEDA Registered Exporters also get assistance for product development, R&D, enhancement of traceability, etc.



Photo: (left) Md. Ashraf Kamal, Business Development Manager, APEDA, Guwahati. (Right) Shri Anupam Baruah, Exporter from Assam, Proprietor, Miha Trading Solutions

He apprised the audience about the financial assistance provided for exploring new markets / product development through conducting feasibility studies / assistance for trial shipment and registration of brand / IPR outside India. He informed the gathering about the ‘Export Items of High importance’ from NER like Pineapple, Assam Lemon, Jackfruit, Banana, Ginger, turmeric, Rice (Red rice, Black rice, Joha rice), Chilli (King chilly, Mizo chilly), Cut flowers (Anthurium, Orchids), Organic Honey, Bamboo shoots, Passion fruit, Buck wheat etc. Asserting the importance of **Export Quality Products**, he informed the participants about the need for inspection of products before shipment departure and instances of rejection. He informed the participants about the APEDA & NPPO approved Pack Houses near the airports that can be used by the exporters.

In the next talk by Shri Anupam Baruah, Proprietor, Miha Trading Solutions, Guwahati, the audience got an opportunity to hear about his experiences from the past two years as an exporter. He informed that although the ‘**quality of the product**’ is one of the key criteria for gaining leverage in exports, but ‘**product prices**’ do play a major role. Thus, the product prices need to be planned very strategically as exorbitant prices may make the exported product less popular in the foreign market. He further added that if the cost of transportation becomes too high, maintaining “export quality” and product price becomes difficult for an exporter, that may limit his efforts for scaling up. Discussing major challenges, he stated that besides the obligation to deliver best quality, the exporters often face a major challenge during aggregation and transportations. Sharing his plight for operating with a very narrow time window from flight booking to delivery of consignment to airport, he felt that major challenge faced in his field range from aggregation of perishable goods to struggle with storage space. He stated that a major opportunity in exports lies with **increasing the volume of exports without compromising on quantity**. He suggested that an increase in the frequency of using the limited resources in hand may provide the solution for scarcity of facilities. He felt that there should be transparency in the system where buyer (exporter/aggregator) and seller (farmer) can negotiate their stock and price before initiating a deal.

He suggested that once the deal is stuck, there should be legal obligation to fetch required stocks during the time of delivery or else face penalty or vice versa. He realized that only strict measures in the delivery system can make the aggregation system functional for the exports. He also felt the need of export facilitators in terms of providing axillary service like packaging material and custom house agents. He concluded by stating that the work of an exporter is as challenging as a farmer working on his/her farm. For a good export business to thrive, both the exporter and the farmer should work in synchrony.

The last technical session had a panel discussion among the invited speakers and experts deliberating on '**Scope of future GI products from Assam in horticulture**'. Dr. Harsha Jyoti Borooah, Ex- Director, Directorate of Horticulture and Food Processing, Govt. of Assam, Sri. Bakul Ch. Saikia, SDAO (Horti), Directorate of Horticulture and Food Processing, Govt. of Assam, Dr. D. M. Barman, Director, Spice Board India, Guwahati Office and Smt. Jina Devi, Assistant Plant Protection Officer, Plant Quarantine Station, Guwahati participated in the discussion. Dr. Sarat Saikia, Principal Scientist, Assam Agricultural University, Horticultural Research Station, Kahikuchi, Guwahati moderated the discussion as the Session Chair.

The panel discussion centered on the Scope of future GI products from Assam in horticulture, *with a focus on the potent indigenous horticultural bioresources of Assam*. The discussion started with a note that GIs are considered origin and quality indicators. Some experts opined that GI tagging can be used for making horticultural products from Assam more saleable. It can be additionally used for avoiding 'bio-piracy'. Experts in the panel expressed a huge scope for commercializing lesser-known horticultural crops and spices from the state like Gol Nemu, Satkora, Outenga, Leteku, Poniol, Bhim Kol, Kordoi, Rohdoi, etc. However, it was also realized that many of such potential crops are semi domesticated in the state without any systematic cultivation and thus, inconsistent in terms of availability.

It was also felt that systematic documentation of the status of GI activities is vital for acquiring GI status in a strategic manner. There should be streamlining of GI activities by various agencies /organizations. This will help prevent duplicacy of the efforts. Moreover, the panel recommended the constitution of a team of experts to survey district wise priority list of crops/products to help commercial understanding of each item, including scope for value addition. They further suggested that strategies should be drawn up for achieving volume and consistency in availability, which is a primary requirement for justification of the proposal for GI. There should be concrete plan for projecting uniqueness of the product and territorial status. It was felt that there should be periodic advisory to the concerned agencies for conservation, multiplication, propagation and to assess the quality of the crop. Attention should also be drawn towards the revival of products facing extinction and if required, aggressive display can be done for the marketing of such crops.

Later part of the discussion focused on diversity in spice crops of Assam and their GI registration. It was felt that availability of wide genetic resource base and varying production systems in Assam ensures sustainable production of different spice crop. As Assam produces nearly 3.1 lakh metric tons of spices annually, the state can be the hub for organic & exotic spices & herbs. Being the gateway of the Northeast India, with better connectivity and fast developing infrastructural facilities, the state has the potential to be a major hub for post-harvest processing and value addition of spices from the region and can become one of the major exporting hubs. Under the One district One Product (ODOP)scheme, several districts in Assam have identified spices as their focus crop. In the concluding part of the discussion, some lesser known yet commercially important spice crops were discussed for future protection through the status.

**Major recommends of the panel at a glance:**

1. There is an urgent necessity to restore and propagate our valuable assets of horticultural crops/ products.
2. A time-bound ground survey in each district needs to be undertaken by a team of experts associating FPCs.
3. FPCs associated will have to balance quality and price to enter global market.
4. Salability is associated with volume in case of most of the products which needs attention.

The programme ended with the concluding remarks from Shri.Triranga Bharatiya Bora. Director Horticulture and Food Processing, Govt, of Assam. Written feedback was taken from the FPCs about the programme.



Photo: Felicitation of Shri. Triranga Bharatiya Bora, Director of Horticulture & FP ,Govt. of Assam during the concluding session by Prof. P.Deb, DPIIT-IR Chair, Tezpur University, Assam



## Glimpses of the Panel Discussion and the Concluding session



Photo: In the Panel Discussion (from Left) **Sri. Bakul Ch. Saikia**, SDAO (Horti), Directorate of Horticulture and Food Processing, Govt. of Assam, **Smt. Jina Devi**, Assistant Plant Protection Officer, Plant Quarantine Station, Guwahati, **Dr. Sarat Saikia**, Principal Scientist, Assam Agricultural University, Horticultural Research Station, Kahikuchi, (Session Chair), **Dr. Harsha Jyoti Borooah**, Ex-Director, Directorate of Horticulture and Food Processing, Govt. of Assam, and **Dr. D. M. Barman**, Director, Spice Board India, Guwahati Office



Photo: (left) The participants during the concluding session. (Right) Concluding remarks from Shri. **Triranga Bharatiya Bora**, Director Horticulture and Food Processing, Govt of Assam.



Photo: The participants with the organizers and the experts during the concluding session.

A Day Long Entrepreneurs  
Meet on

## “Considering GIs of Assam for better Agri-Business Opportunities.”

Jointly organized by  
DPIIT-IPR Chair, IPR Cell, Tezpur University, Assam

And  
Directorate of Horticulture and Food Processing, Govt. of Assam  
4<sup>th</sup> March 2023

Venue –Farmers Training Hall, Directorate of  
Horticulture &FP, Assam.

PROGRAMME SCHEDULE

Inaugural Session		
Time	Session	Activity/Lecture
10:00AM-10:30AM	I	Registration
10:30AM –10.45AM		<b>Inauguration:</b> <ol style="list-style-type: none"> <li>Welcome Address by Shri Triranga Bharatiya Borah, Director of Horticulture &amp; FP ,Govt. of Assam</li> <li>Introduction of the theme by Prof. P. Deb, DPIIT-IPR, Chair, Tezpur University</li> <li>Address by Shri Anant Lal Gyani (IAS), Director of Agriculture, Assam.</li> <li>Address by Shri Akash Deep (IAS), State Project Director (APART)</li> <li>Keynote Address by Chief Guest, Ashish Kumar Bhutani (IAS) Additional Chief Secretary cum APC, Agriculture Department, Assam.</li> </ol>
10:45AM-11.15AM		Session on: <b>Critical aspects in developing agribusiness with registered GI products from Assam.</b> Presenter: Dr.Sarat Saikia, Principal Scientist, Assam Agricultural University, Horticultural Research Station, Kahikuchi, Guwahati
11.15AM-11.45AM		Session on: <b>Strategies for market promotion of GI commodities in fresh and processed forms.</b> Presenter: Mr. Anurag Kashyap, Assistant General Manager, Northeastern Regional Agricultural Marketing Corporation(NERAMAC) Limited, Guwahati
11:45AM-12:00PM	Tea	
12:00PM -12.30PM	II	Session on: <b>Export potential of horticultural products from Assam and schematic support for promotion of export activities with special focus on GI commodities</b> Presenter: Md. Ashraf Kamal, Business Development Manager, The Agricultural and Processed Food Products Export Development Authority (APEDA), Guwahati
12:30PM-1.00 PM		Session on: <b>Important aspects for successfully exporting GI products- Experiences from native exporter.</b> Presenter: Shri Anupam Baruah, Proprietor, Miha Trading Solutions, Guwahati
1.00PM-2:150PM		PANEL DISCUSSION Session Chair: Dr.Sarat Saikia, Principal Scientist, Assam Agricultural University, Horticultural Research Station, Kahikuchi, Guwahati <b>Topic-- Scope of future GI products from Assam in horticulture”</b> with special focus on: <ol style="list-style-type: none"> <li><b>GI scoping with lesser-known potent indigenous horticultural bio-resources of Assam</b>                Panelist: Dr. Harsha Jyoti Borooah, Ex- Director, Directorate of Horticulture and Food Processing, Govt. of Assam</li> <li><b>Need for organized expansion of GI sector through participation of Producer Organizations</b>                Panelist: Bakul Ch. Saikia, SDAO (Horti), Directorate of Horticulture and Food Processing, Govt. of Assam</li> <li><b>Diversity in spices of Assam and scope of further GI registration</b>                Panelist: Shri. D. M. Barman, Director, Spice Board India, Guwahati Office</li> <li><b>Critical aspects of plant quarantine with focus on export of GI products</b>                Panelist: Smt. Jina Devi, Assistant Plant Protection Officer, Plant Quarantine Station, Lankeshwar, Jalukbari, Guwahati.</li> </ol>
2:15 PM-2.30PM	Concluding session Vote of Thanks	
2.30 PM	Lunch and End of the Day	



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16	Satya Kamal Borah	Bajiagao, Kolongpar Farmer P.	
17	Ranjit Kr. Bhattacharya	BKFPCL	
18	Labadeep Kalita	Bajiagao, Kolongpar Farmer P.	
19	Pritam Bora	Bajiagao, Kolongpar Farmer P.	
20	Apurba Bhagwati	CEO, Amlighat Banana PC Ltd	
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28	Prahlad Baishnab Baruah	BOD, Bokhakhat AOPC Ltd	
29	Dhurbayan Dutta	BOD, Bokhakhat AOPC Ltd	
30	Debabarta Khargharia	BOD, Madhabdeb AOPC Ltd	
31	Anjal Limbu	BOD, Padumpathar AOPC Ltd	
32	Kumar Limbu	BOD, Padumpathar AOPC Ltd	
33	Antara Gohain	BOD, Mahalxmi AOPC Ltd	
34	Monjit Kashyap	BOD, Nagaon FPC Ltd	
35	Krishna Saikia	Tetelia AOPC Ltd	
36	Sanjay Changkakati	Tetelia AOPC Ltd	
37	Atesh Basumatary	Bodoland AOPC Ltd	
38	Bikram Narzery	CEO, Bodoland AOPC Ltd	
39	D. Bhuyan		
40	A. Khan		
41	Biju Nath Sarma	C/o D.A. Khanapara	
42	S. A. Hazarika	SDAO, CPM	
43	Dr. Harshjyoti Barooah	Ex Directortor, Horticulture and	
44	Dr. A. R. Ahmed	District Agric. Officer, Cachar	
45	Mowsum Hazarika	Director of ASCA	
46	Tariranga Bharatiya Borah	Director of Horticultue & FP	
47	Dr. Atul Ch. Sarmah	DDA, Horti	
48	Mala Sarma	ADA, Horti	
49	Dipul Das	ADA, Horti	
50	Manab Jyoti Das	SDAO, Horti	
51	Bakul Ch. Saikia	SADO, Horti	
52	Tredip Deka	SDAO, Horti	
53	Laxmi Dutta	SDAO, Horti	



54	Bipul Das	SDAO, Horti	
55	Nripen Das	SDAO, Horti	
56	Dibakar Deka	SDAO, Horti	
57	Kumud Haloi	SDAO, Horti	
58	Deep Goswami	SDAO, Horti	
59	Mustakim Hussain	Sr. ADO, Horti	
60	Arup Sarmah	Sr. ADO, Horti	
61	Bhakar Kalita	Sr. ADO, Horti	
62	Nipom Jyoti Bora	ADO, Horti	
63	Altaf Hussain	DH & FP, Khanapara	
64	Bristi Baruah	DH & FP, Khanapara	
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77	Ritul Deka	DH & FP, Khanapara	
78	Krishna Roy	DH & FP, Khanapara	
79	Safiruddin Ahmed	DH & FP, Khanapara	
80	Jakir Ali	DH & FP, Khanapara	
81	Bhaba Nath	DH & FP, Khanapara	
82	Tinku Singh	DH & FP, Khanapara	
83	Bablow Basfor	DH & FP, Khanapara	
84	Amor Talukdar	DH & FP, Khanapara	
85	Sanjay Sarmah	DH & FP, Khanapara	
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94	Sudipta Das	OPIU-Horti, Khanapara	
95	Chayanika Sarma	OPIU-Horti, Khanapara	
96	Krishnashree Choudhury	OPIU-Horti, Khanapara	
97	Mrinalini Khanikar	OPIU-Horti, Khanapara	
98	Debasish Sarmah	OPIU-Horti, Khanapara	
99	Sourav Choudhury	OPIU-Horti, Khanapara	
100	Nasir Hussain	OPIU-Horti, Khanapara	