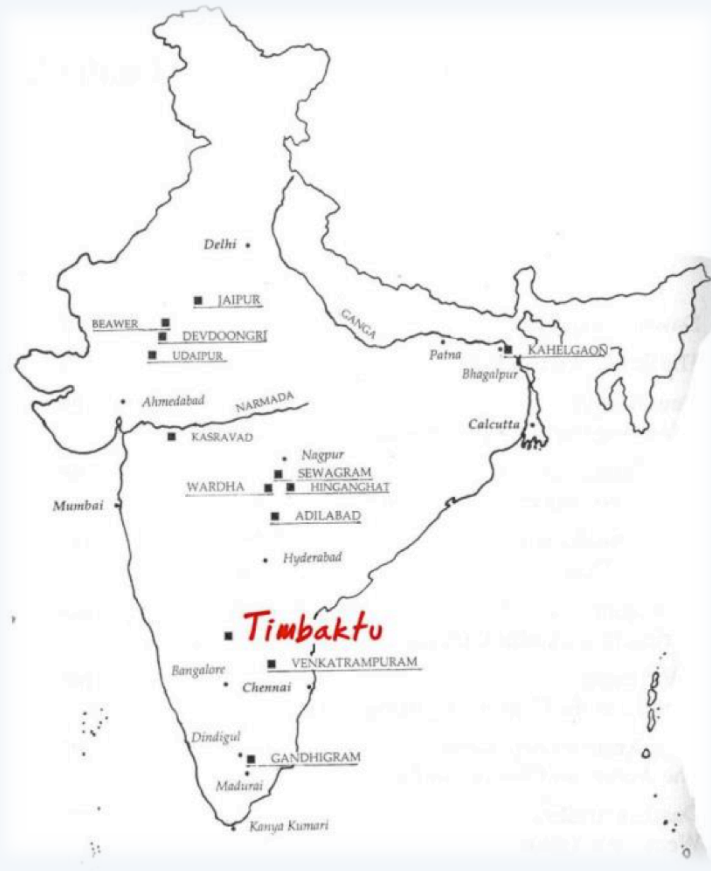


A stylized, layered landscape illustration. The foreground features rolling green hills in various shades of green, with a dark brown path or stream winding through them. On the left, there are three distinct shapes: a green tree-like form, a purple flower-like form, and an orange flower-like form, all with simple black stems. Above the orange form, a small red bird is depicted in flight, leaving a black trail. The background consists of soft, wavy bands of light blue and white, suggesting a sky or distant horizon.

# The Timbaktu Collective

the last horizon - where the earth meets the sky

# WHERE WE ARE FROM?



## ❖ Anantapuramu District of Andhra Pradesh.

- Once part of the Vijayanagara kingdom – land of lakes, forests & precious stones.
- Today one of the most impoverished and drought-affected districts of India



# Anantapuramu landscape in summer







**Timbaktu 1992**





**Timbaktu 2013**





# ORGANIC FARMING

Rejuvenating land through organic farming practices



# The Programme

❖ Currently working with 2,106 small holder farmers in 60 villages

- 12,026 acres under organic cultivation
- Focus on promotion of food crops – Millets and pulses
- Focus on low energy and reduction of external inputs
- Extension support



**Farmer with her millet crop**







Farmer field school





Farmer with his millet crop





Farmer with his millet crop



A stylized landscape illustration featuring rolling green hills in the foreground, a small tree with purple and pink foliage on the left, and blue hills in the background under a blue sky.

# PRODUCER OWNED ENTERPRISES

Farmer Coop – Labour Coop – Weavers  
Coop – Soap makers Coop



# DHARANI FaM Coop – Timbaktu Organic

- ❖ Owned by the 2,106 farmers engaged in organic agriculture on 12,026 acres.
- ❖ Operates three processing, value addition and packaging plants for groundnuts, millets, pulses.
- ❖ Procures, processes, packs and sells its members' produce under brand name **Timbaktu Organic**.
- ❖ Total paid up share capital and deposits of Rs. 0.77 million
- ❖ Assets worth Rs. 25.3 million





Procurement in progress



Food Demo



# Dharani Milestones

**2006**

- Dharani promoted by TC and Adishakthi MATCS

**2008**

- Dharani registered as a Coop under MACS AP Act

**2010-11**

- First Annual Breakeven

**2011-12**

- First Cumulative Breakeven

**2012-13**

- First bonus to member farmers and staff

**2013-14**

- First bonus to daily wage labourers

**2014-15**

- Net profit surpassed Rs. 0.10 million

**2016 - 17**

- Revenue surpassed Rs. 25 million





Traditional stone mill



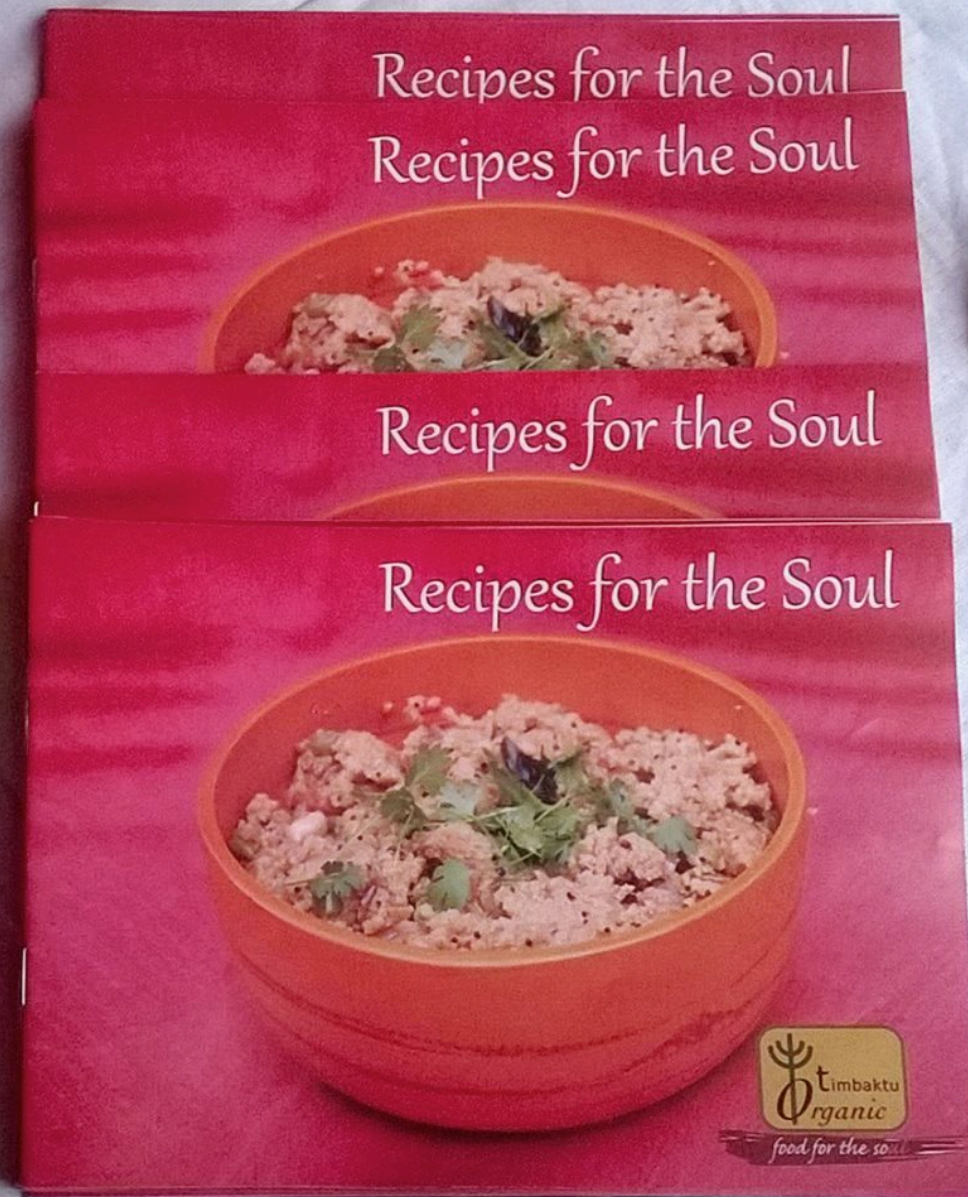




# Processing and cleaning by hand











ధరలకి టింబక్టులు - ధరల పట్టిక

క్ర.సం.	వస్తువు పేరు	ధర	క్ర.సం.	వస్తువు పేరు	ధర	క్ర.సం.	వస్తువు పేరు	ధర
1.	బియ్యం 1kg	75.00	31.	మొక్కజొన్న పప్పు 1kg	15.00	41.	బియ్యం 2kg	150.00
2.	" " 2kg	150.00	32.	" " 2kg	30.00	42.	బియ్యం 5kg	375.00
3.	బియ్యం 1kg	80.00	33.	మొక్కజొన్న పప్పు 1kg	15.00	43.	బియ్యం 10kg	750.00
4.	" " 2kg	160.00	34.	మొక్కజొన్న పప్పు 1kg	15.00	44.	బియ్యం 20kg	1500.00
5.	బియ్యం 1kg	85.00	35.	మొక్కజొన్న పప్పు 1kg	15.00	45.	బియ్యం 50kg	3750.00
6.	బియ్యం 1kg	90.00	36.	మొక్కజొన్న పప్పు 1kg	15.00	46.	బియ్యం 100kg	7500.00
7.	బియ్యం 1kg	95.00	37.	మొక్కజొన్న పప్పు 1kg	15.00	47.	బియ్యం 200kg	15000.00
8.	బియ్యం 1kg	100.00	38.	మొక్కజొన్న పప్పు 1kg	15.00	48.	బియ్యం 500kg	37500.00
9.	బియ్యం 1kg	105.00	39.	మొక్కజొన్న పప్పు 1kg	15.00	49.	బియ్యం 1000kg	75000.00
10.	బియ్యం 1kg	110.00	40.	మొక్కజొన్న పప్పు 1kg	15.00	50.	బియ్యం 2000kg	150000.00
11.	బియ్యం 1kg	115.00	41.	మొక్కజొన్న పప్పు 1kg	15.00	51.	బియ్యం 5000kg	375000.00
12.	బియ్యం 1kg	120.00	42.	మొక్కజొన్న పప్పు 1kg	15.00	52.	బియ్యం 10000kg	750000.00
13.	బియ్యం 1kg	125.00	43.	మొక్కజొన్న పప్పు 1kg	15.00	53.	బియ్యం 20000kg	1500000.00
14.	బియ్యం 1kg	130.00	44.	మొక్కజొన్న పప్పు 1kg	15.00	54.	బియ్యం 50000kg	3750000.00
15.	బియ్యం 1kg	135.00	45.	మొక్కజొన్న పప్పు 1kg	15.00	55.	బియ్యం 100000kg	7500000.00
16.	బియ్యం 1kg	140.00	46.	మొక్కజొన్న పప్పు 1kg	15.00	56.	బియ్యం 200000kg	15000000.00
17.	బియ్యం 1kg	145.00	47.	మొక్కజొన్న పప్పు 1kg	15.00	57.	బియ్యం 500000kg	37500000.00
18.	బియ్యం 1kg	150.00	48.	మొక్కజొన్న పప్పు 1kg	15.00	58.	బియ్యం 1000000kg	75000000.00
19.	బియ్యం 1kg	155.00	49.	మొక్కజొన్న పప్పు 1kg	15.00	59.	బియ్యం 2000000kg	150000000.00
20.	బియ్యం 1kg	160.00	50.	మొక్కజొన్న పప్పు 1kg	15.00	60.	బియ్యం 5000000kg	375000000.00

The Timbaktu Organic team



# Timbaktu Organic value chain (Korra – Foxtail Millet )



## **Dharani pays**

Rs. 52 to the farmer for  
procuring 1.6 kilos of  
Korra  
(52% of MRP goes to  
Farmer)



## **Dharani keeps**

Rs. 23 for processing  
expenses for every kilo  
of Korra Rice  
(23 % of MRP goes to  
Dharani)



## **Retailers pay**

Rs. 75 to Dharani and  
keep a margin of Rs.  
25 for every kilo of  
Korra Rice  
(25% of MRP goes to  
Retailer)



## **Consumers Pay**

Rs. 100 per kilo of  
Korra Rice





# Market & Timbaktu Organic

- ❖ Consumer market for **Timbaktu Organic** products has been expanding consistently;
- ❖ **Timbaktu Organic** products are presently sold in 246 stores mainly in south India;
- ❖ **Timbaktu Organic** products are consumed by around 45,000 eaters;
- ❖ Prices of **Timbaktu Organic** products are lowest among the organic players in the country.





Timbaktu Organic products





Timbaktu Organic products



# GRAMASIRI Labour Coop

- ❖ Livelihood support program for marginal peasants & landless labour families - initiated in 2008;
- ❖ Formally registered as Gramasiri labour cooperative in 2010;
- ❖ Provides loans to members for collective purchase of small ruminants;





Members with their goats



# GRAMASIRI Labour Coop

- ❖ Current status - 1,007 members from 54 villages organised into 70 sanghas;
- ❖ Has Rs. 13.7 million as capital at its command;
- ❖ Plans to become financially independent by March 2018;
- ❖ Plans to enter the meat market by January 2018.





Members with their goats















A stylized, layered landscape illustration. The foreground features rolling green hills in various shades of green, with a dark brown path or streambed winding through them. On the left, there is a green tree with a brown trunk, a purple flower, and some orange foliage. A small red bird is flying in the upper left. The background consists of light blue and white wavy bands representing a sky or distant hills.

THANK YOU!!