

Success Story of On-Farm *Trichoderma* Production Entrepreneur

Biotech-KISAN Hub

Agri Biotech Foundation, Hyderabad, Telangana

Mrs. M. Venkataramanamma, a 42-year-old entrepreneur is the only one among few at Katiganikalva, village of Anantapur district, Andhra Pradesh who has courage to take up the challenges.



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Address: Katiganikalva (V), Anantapur (M), Anantapur (D), Andhra Pradesh 515002.

Read my story on YouTube: <https://youtu.be/DYLzsOXes50>

She succeeded to attain the prosperity and is role model to many of the farm women of her village. Venkataramanamma is an active and enthusiastic woman who is into banana and vegetable cultivation and is always on the lookout for innovative and profitable methods of cultivation for increasing productivity. She manages her fields at every step and has been practicing Integrated Farming with the knowledge of biofertilizers and biopesticides.

Venkataramanamma after joining Biotech-KISAN Hub and knowing about the entrepreneurship activity on *Trichoderma* production at farmer level showed enthusiasm to take up the activity. She attended the training programme conducted by the Hub and motivated other farmers from her village to attend too.

Innovative techniques and methods are like second skin to this energetic farmer. She underwent intensive hands on skill training on the *Trichoderma* production on seeds (maize and sorghum). Different stages in the production technology like boiling the seeds, drying techniques, packing, plugging in polypropylene packets, sterilization using pressure cooker, inoculation inside hood, growth conditions, extracting spores and bottling the product.

On farm Trichoderma Production Training



Brochures and handouts in local language (Telugu) containing the detailed procedure was also provided.

Venkataramanamma is a hardworking, dedicated entrepreneur. She has got the insight to observe things, which made her notice every detail in the *Trichoderma* growth. Technical support from the Biotech-KISAN hub helped her to shore up her production skills.

By the end of June 2019 On-Farm Trichoderma production unit was established and all the essential Items and consumables (Table 1) were distributed to the entrepreneur.

Table 1 List of Items and consumables	
Inoculation hood	Isopropyl alcohol (5L)
Mini Incubator	Conical flasks (1L x 10No.)
Pressure cooker (12L)	Gloves and masks
Electric stove	Maize waste seed (100kg)
Poly Propylene (PP) bags	<i>Trichoderma</i> Mother culture
Absorbent & Non-absorbent cotton	Spirit lamp



Trichoderma inoculation on Maize seed



Incubation of inoculated seeds for *Trichoderma* growth



Trichoderma sale to surrounding farmers

Once Venkataramanamma was confident enough to cultivate, she started production activities. She made a successful on-farm enterprise out of *Trichoderma* production on seed to share with farmer groups in her village as well as neighboring villages. She now produces enough of the product to supply to fellow farmers. Fellow farmers give her the advance booking for *Trichoderma* biopesticide. Farmers started using the biopesticide purchased from Venkataramanamma through drip systems and soil spray to combat a range of fungal and bacterial diseases. The main factors that have contributed to her success are her interest and passion. She says *Trichoderma* is responsible for her new skills leading to extra income.

Venkataramanamma sold the product at a rate of Rs.100 per litre. She generated an income of Rs.12900/- (Table 2) in five months by selling *Trichoderma* to the surrounding farmers.

Table 2 Revenue generated through the sale of liquid *Trichoderma*

S.No.	Date	Farmer Name & Village	Crop	Quantity (Lit)	Revenue Generated (Rs.)
1	25.11.19	V. Venkatanarayana, Katiganikalva	Banana	3	300/-
2	26.11.19	S.Narasimha Reddy, Katiganikalva	Sweet lime	6	600/-
3	16.12.19	J.Chinna Rama krishna, Katiganikalva	Sweet lime	6	600/-

4	25.12.19	V. Venkatanarayana Reddy, Katiganikalva	Banana	3	300/-
5	25.12.19	S.Shiva Reddy, Katiganikalva	Pumpkin	3	300/-
6	25.12.19	V.Narasimha Reddy, Katiganikava	Sweet lime	20	2000/-
7	04.01.20	Nagarsankar reddy Katikaluva	Banana, Sweet lime	15	1500/-
8	15.01.20	Ram Murthy Katikaluva	Okra	6	600/-
9	02.02.20	Venkatram Reddy Parusanaya palli	Sweet lime	10	1000/-
10	02.02.20	Ramchdra Reddy Domaldoddi	Banana	20	2000/-
11	6.02.20	CH Lakshmi Katikaluva	Banana	3	300/-
12	12.03.20	Lokeshwar Reddy Katnikaluva	Grapes	10	1000/-
13	18.03.20	Venkatanarayana Reddy Katinikaluva	Banana	8	800/-
Grand Total					12900/-

During field visits Dr.B. Venkateswarlu, Co-Chair, PSMC, Biotech-KISAN, DBT, New Delhi, visited on farm *Trichoderma* production unit and appreciated Venkataramanamma as successful Entrepreneur



Dr.B. Venkateswarlu, Member, PSMC, Biotech-KISAN, DBT, New Delhi, visited on farm *Trichoderma* production unit