

Annual Report 2015-16



Ch. Charan Singh
National Institute of Agricultural Marketing

**Kota Road, Bambala, Pratap Nagar,
Jaipur- 302033**

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CCS NIAM is an autonomous organization working under the aegis of the Ministry of Agriculture and Farmers Welfare, Government of India. It was set up as a registered Society in 1988 with a mandate to become a Centre of Excellence in South East Asia in the field of Agricultural Marketing. It offers specialized training, consultancy and research to a wide spectrum of stakeholders. The Union Minister for Agriculture and Farmers Welfare is the President of the General Body of NIAM and the Secretary, Department of Agriculture Cooperation and Farmers Welfare is the Chairman of the Executive Committee.

Shri Radha Mohan Singh
Hon'ble Union Minister of Agriculture and
President General Body of NIAM



"Our approach is more long-term, aimed at enhancing farm productivity, reducing costs, improving price realizations through marketing reforms, and providing adequate protection against crop losses from unforeseen events. All these will lead to increased farmer incomes"



Shri Parshottam Rupala

**Hon'ble Union State Minister for Agriculture and Farmers Welfare
and Vice-President General Body of NIAM**

General Body

Sr. No.	Member of the Society	Position
1	Hon'ble Union Minister for Agriculture and Farmers Welfare, Government of India (<i>Ex-officio President</i>)	President
2	Hon'ble Minister of State of Agriculture and Farmers Welfare (Minister of State in charge), Government of India (<i>Ex-officio</i>)	Vice President
3	Secretary (A&C), Ministry of Agriculture and Farmers Welfare, Government of India, New Delhi (<i>Ex-officio</i>)	Member
4	Additional Secretary, Ministry of Agriculture and Farmers Welfare, Government of India (<i>Ex-officio</i>)	Member
5	Additional Secretary and Financial Advisor (Marketing), Ministry of Agriculture and Farmers Welfare, Government of India (<i>Ex-officio</i>)	Member
6	Joint Secretary (Marketing), Ministry of Agriculture and Farmers Welfare, Government of India (<i>Ex-officio</i>)	Member
7	Additional Chief Secretary (Agriculture), Government of Rajasthan (<i>Ex-officio</i>)	Member
8	Adviser (Agriculture), Planning Commission, Government of India (<i>Ex-officio</i>)	Member
9	Economics & Statistics Adviser, Department of Agriculture, Cooperation and Farmers Welfare, Government of India (<i>Ex-officio</i>)	Member
10	Chairman/ Member Secretary, Commission for Agriculture Costs and Prices (CACP), New Delhi (<i>Ex-officio</i>)	Member
11	Chairman, Council of State Agricultural Marketing Boards (COSAMB). New Delhi (<i>Ex-officio</i>)	Member
12	Director, Indian Institute of Management, Ahmedabad (<i>Ex-officio</i>)	Member
13	Director, Indian Institute of Packaging, Bombay (<i>Ex-officio</i>)	Member
14	Managing Director, National Cooperative Development Corporation (NCDC), New Delhi (<i>Ex-officio</i>)	Member
15	Managing Director, National Agricultural Cooperative Marketing Federation (NAFED), New Delhi (<i>Ex-officio</i>)	Member
16	Managing Director, National Bank for Agriculture and Rural Development (NABARD), New Delhi (<i>Ex-officio</i>)	Member
17	Secretary (DARE) & Director General, Indian Council of Agricultural Research (ICAR), Krishi Bhawan, New Delhi (<i>Ex-officio</i>)	Member
18	Chairman/Managing Director, North - Eastern Regional Agricultural Marketing Cooperation (NERAMAC), Guwahati (<i>Ex-officio</i>)	Member
19	Director General, National Council of Applied Economics Research (NCAER), New Delhi (<i>Ex-officio</i>)	Member
20	Director General, National Institute of Rural Development (NIRD), Hyderabad (<i>Ex-officio</i>)	Member
21	Chairman/Managing Director, Agricultural Produce Export Development Agency (APEDA), New Delhi (<i>Ex-officio</i>)	Member
22	Smt. Irina Garg, Director General, CCSNIAM, Jaipur	Member

Members of Executive Committee

Sr. No.	Member of the Society	Position
1	Secretary of the Ministry/Department of Agriculture, Cooperation and Farmers Welfare, dealing with the Society (<i>Ex-officio</i>)	President
2	Additional Secretary & Financial Advisor of the Ministry/Department of Agriculture, Cooperation and Farmers Welfare, dealing with the Society (<i>Ex-officio</i>)	Vice President
3	Additional Secretary (Marketing), Ministry of Agriculture and Farmers Welfare, Govt. of India (<i>Ex-officio</i>)	Member
4	Joint Secretary (Marketing) In-charge of the Agriculture Marketing of the Ministry/Department of Agriculture, Cooperation and Farmers Welfare, dealing with the Society (<i>Ex-officio</i>)	Member
5	Principal Secretary (Agriculture), Govt. of Rajasthan (<i>Ex-officio</i>)	Member
6	Chairman, Council of State Agricultural Marketing Board, New Delhi (<i>Ex-officio</i>)	Member
7	Director General, CCS National Institute of Agricultural Marketing, Jaipur	Member

Members of the Standing Committee of Academics (SCA) of NIAM

1.	Shri K. S. Srinivas	Joint Secretary (Marketing), MOAFW
2.	Dr. Vasant Gandhi	Professor, IIM (B)
3.	Dr. Sanal Kr. Velayudhan	Professor, IIM (B)
4.	Dr. Mithleshwar Jha	Retd. Professor, IIM (B)
5.	Dr. Dinesh Awasthi	Retd. Director, EDI
6.	Shri R S Sodhi	Managing Director, AMUL
7.	Dr. Amar KJR Nayak	Professor, XIM (Bhubaneshwar)
8.	Dr. Sukhpal Singh	Professor, IIM (Ahmedabad)
9.	Dr. Irina Garg	Director General (NIAM)
10.	Dr. Hema Yadav	Director (NIAM)
11.	Dr. Ramesh Mittal	Dy. Director (NIAM)
12.	Dr. S. R. Singh	Dy. Director (NIAM)

Highlights

TRAINING

State level conference on National Agricultural Market (Rajasthan, Gujarat and Odisha)

Generating social learnings by calling Mandi Managers from different states for agricultural marketing reforms and National Agricultural Market

Training for Resource Institutes of FPOs with focus on last mile beneficiary i.e. - the small farmers

241 Training Programs against a target of 145

119 Training programme in NER States

Nearly 10000 persons trained

CONSULTANCY

Focused Projects on Warehousing and Skill Development

242 Farmers educated on NWR

84 Warehousemen trained on Warehouse Operations and Management

7 Warehouses accredited for WDRA

Collaboration with Tata Chemicals Pvt. Ltd. for skill development programmes

RESEARCH

Externally funded study as desired by EC

Pilot Testing of new products like Farmer Business School

Value chain approach for better integration of farmers with market

POST GRADUATE DIPLOMA IN AGRIBUSINESS MANAGEMENT (PGDABM)

100 percent placements

1st Convocation in eight years

Upgradation of course to respond to industry requirement

ADMINISTRATIVE AND ACCOUNTING MATTERS

Committees formed for different administrative work

Participative and objective decision making

Bringing transparency in decision making

100% E-tendering

1. THE INSTITUTE

Production oriented agricultural growth strategies, plateau after some time in realizing better returns over expenditure for farmers due to the absence of access to remunerative markets. An efficient and responsive marketing system is imperative to realize better prices by farmers. CCS National Institute of Agricultural Marketing (NIAM) was established in August 1988 to support the process of development of agricultural marketing systems not only in India but the entire south-east Asia.

NIAM has taken a lead in developing and strengthening the agricultural marketing system in the country by playing an active role in conducting capacity building programs, research on contemporary issues, consultancy support to different national and international organizations through trainings and consultancies and policy support to the Ministry and state governments. The training programs backed by research and need assessments have helped in imparting knowledge amongst farmers about requirements of high value commodity markets, alternative marketing channels and emerging markets trends. Marketing personnel have been enabled in understanding the markets and trade opportunities besides being encouraged to shift focus from regulatory to developmental governance of agriculture markets. Besides trainings, the Institute has played an advisory role to states through consultancies for setting up markets, warehouses and related subjects in the value chain. Through its education programme, NIAM has been nurturing talent of young students to take the responsibility of future agribusiness managers. The Institute endeavors to keep pace with the changes in the environment by constantly upgrading its capacity building programmes through innovative pedagogy and focus on contemporary issues like farmers producers organizations and agripreneurship.

1.1 Vision

To be an Institute of Excellence and repository of knowledge, to enhance the efficiency and effectiveness of agricultural marketing systems which are inclusive and empower the primary producer, by building the capacity of various stakeholders through teaching, training, applied research, policy advocacy, and consultancy services.

1.2 Mission

- Enable primary producers, particularly small and marginal farmers, to develop competitive strategies for profitable returns from primary production through effective training & educational programs and applied research
- Facilitate efficient, sustainable and inclusive agro-value chains through applied research
- Nurture innovative Agripreneurs and professionals to manage emerging agribusiness concerns through educational programs

- Facilitate formulation and modification of public policy on agricultural marketing through action oriented and applied research & consultancy
- Enhance international co-operation for global food security and sustainable agriculture
- Contribute to agribusiness market development and management knowledge and practice through cutting-edge research and its dissemination

1.3 Mandate

The Institute was established on August 08, 1988; during the Seventh Five-Year Plan. The mandate of the Institute includes:

- (i) **Training:** Up-gradation of the skills of existing agricultural marketing personnel,
- (ii) **Research:** Research on various aspects of agricultural marketing
- (iii) **Consultancy:** Consultancy services for decision makers in government, cooperative and private sector on agricultural marketing,
- (iv) **Education:** Preparation of young managers and professionals through Post Graduate programme in Agribusiness Management
- (v) **Policy support to DACFW and Project Formulation** in Agricultural Marketing

1.4 Objectives

- To undertake and promote the study of applied and operational research in problem areas of agricultural marketing and to act as a national level nodal point for co-ordination of various research studies and dissemination of technologies relevant to agricultural marketing in the country.
- To impart trainings to various levels of personnel of organizations involved in agricultural marketing activities such as State Agricultural Marketing Boards (SAMB), State Departments of Agriculture, Horticulture, Animal Husbandry, Fisheries, Forestry, Sericulture, State Agricultural Universities, Cooperative Marketing Societies, Commodity Boards, Input Agencies, Progressive Farmers, Entrepreneurs, etc. To help them develop bankable projects for creation of market infrastructure and integrated value chains.
- To conduct research on long-term projects, policy formulations; prepare the status paper on leading issues; case studies in specific marketing problems, processing industries export management, etc. which have a direct bearing on the national economy.
- To offer consultancy services to State and Central Departments, public-sector undertaking, co-operative, etc. in the formulation of projects and prepare Master Plans for States, Export Institutions, Traders and Farmers.



ANNUAL REPORT

- To develop promising human resources by providing long-term structured programs in agricultural marketing through Diploma/Degree courses.
- To help State Governments generate self-employment for educated youth by exploiting local potential resources.
- To facilitate Government to formulate policies on emerging issues in agricultural marketing.
- To cover a wide information network in the country in agricultural marketing to evolve efficient, innovative and competitive marketing processes.
- To develop as a ‘Centre of Excellence’ in the field of agricultural marketing by establishing adequate liaison with international organizations.

2. TRAINING ACTIVITIES (2015-2016)

CCS National Institute of Agricultural Marketing is engaged in organizing training programs in the field of agricultural marketing and allied areas for senior and middle level officers from line departments of State Governments, Co-operatives, Marketing Boards and Agribusiness entrepreneurs. The Institute is catering to the needs of wide range of stakeholders like officers from APMCs, market functionaries, farmers, members of co-operatives and others. A comprehensive pedagogy is followed to serve the need of different kinds of participants like capacity building programs, Farmer Awareness Programs (FAP) and Buyer Seller Meets (BSM) to facilitate trade in agri-commodities.

2.1 Training programme conducted in 2015-16

CCS NIAM has organized 241 training programs against the target of 145 training programs during the financial year 2015-2016 as per details provided below:

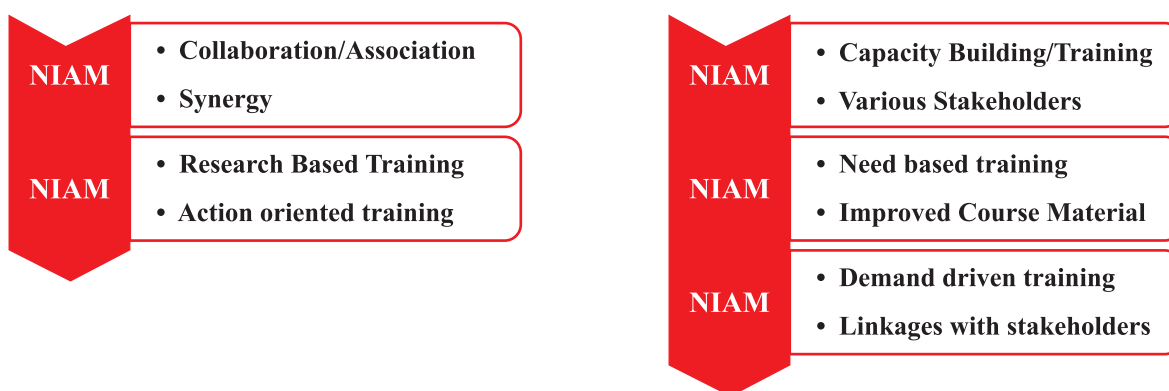
Details of the Training Programme organized in 2015-16

Training Programme	Number
Training Programme for Farmer	130
Training Programs (Marketing and extension personnel)	99
Workshops	5
Conference	4
Buyer Seller Meet	3
Total	241

The detailed Training Calendar is placed at **Annexure-1**.

2.2 Training Methodology

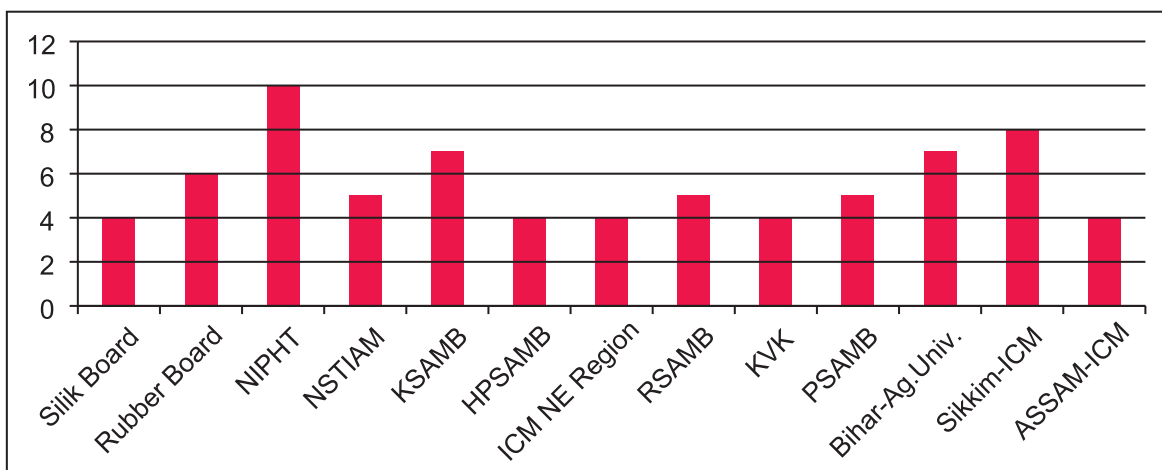
The Institute follows a comprehensive training pedagogy to cater to the need of different stakeholders as depicted in the Figure.



2.3 Collaborations

In order to achieve its objectives, the Institute has adopted a collaborative approach for organizing the programs. The Institute collaborated with various state and national level organizations and Universities to deliver quality training programs to a wide range of participants during 2015-2016.

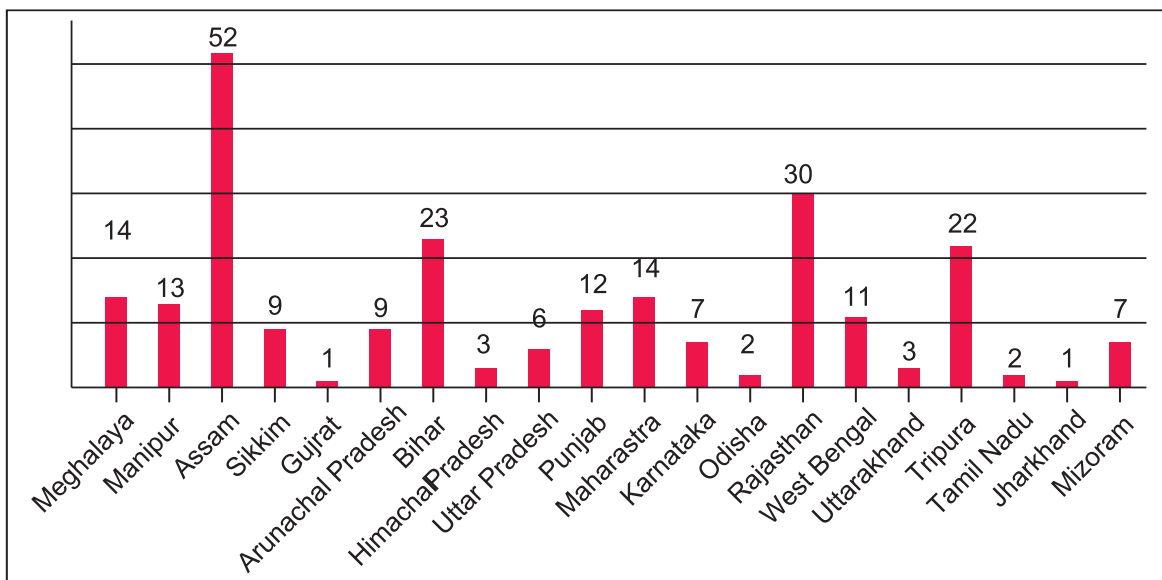
Collaborations with the Organizations



2.4 Geographical Outreach

In order to ensure wide outreach in terms of locations, stakeholders and subjects, pan India, the Institute organized both in-house and off-campus programs in association with various organizations throughout the country. The state-wise distribution of programs is depicted in figure below.

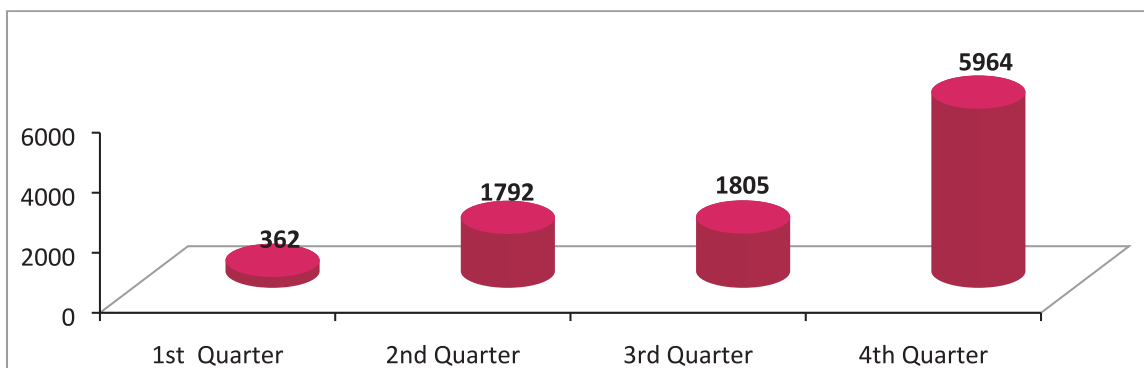
State wise distribution of training programs



2.5 Total Manpower trained by the Institute through various training programs

A total of 9923 persons were trained during 2015-16.

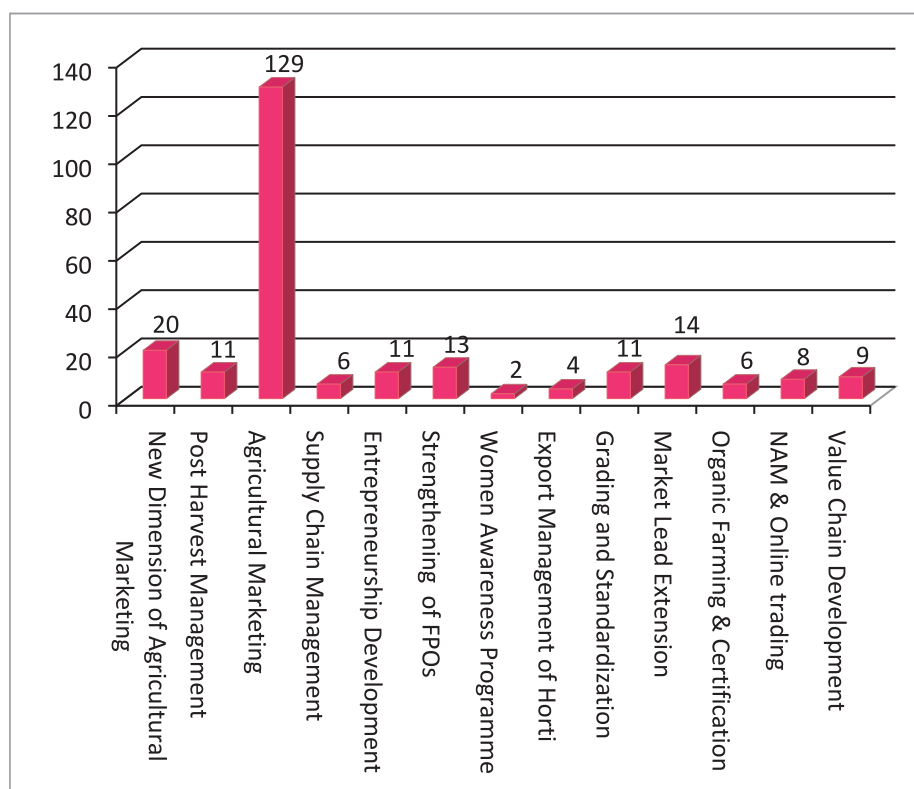
Quarter-Wise Details of Number of stakeholders trained during 2015-2016



2.6 Components covered in Trainings

In order to facilitate better delivery and improved learning, the Institute offers customized training programs to its clients. The subject-wise details of the training programs are presented in figure below:

Component covered in various training programs organized during 2015-16



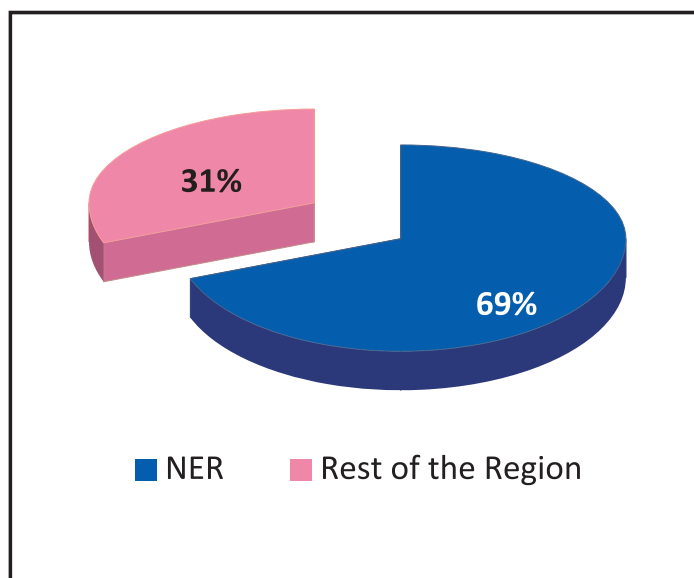
2.7 Details of the Program

During the financial year 2015-16 different categories of programs were conducted. The details of programs are as under:

1. Farmers awareness programs

In order to enhance farmers' access to markets, a number of farmers' awareness programs on agricultural marketing were conducted in different states like Bihar (10), Assam (25), Manipur (04) and Punjab (03). A total of 2226 farmers through 42 programs were educated on emerging alternative marketing channels and were provided with information and knowledge to improve their market participation.

Nearly 70 percent of the beneficiaries were from NER Region with focus on SC, ST and women farmers. These programs were conducted in association with Directorate of Extension Education, Bihar Agriculture University, Sabour; MSFAC and ICM, Manipur.



2. Training programs on Agricultural Marketing - Training programs on agricultural marketing

with focus on new emerging issues were conducted for wide range of stakeholders. The numerous states covered under this component were Bihar (10), Assam (08), Manipur (05). The programs were organized in collaboration with agencies like Directorate of Extension Education, Bihar Agriculture University, Sabour; SFAC, Guwahati and Northeastern Development Finance Corporation (NEDFI).



Participants of training program organized in KVK, Banka, Bihar

3. Buyer Seller Meet (BSM)

Buyer-seller meets were organized in states like Assam (02) and Manipur (01) to facilitate one-to-one interactions leading to better trade relationship amongst stakeholders operating in the region. 215 stakeholders operating at the different level of the supply chain participated in these meets.

4. Visit of farmers group

A group of 20 farmers from district Guna, Madhya Pradesh under the leadership of Shri Shivsingh Kirar, ADO, Guna visited the Institute. The farmers were informed about the activities and mandate of the Institute. Discussions were also organized on the present status of agriculture marketing in India.

5. Training Programme for Farmer Producer Organization

Keeping in mind the challenges faced by Farmers Producer Organization (FPO), CCS NIAM organized a two days' workshop on "Need assessment of Resource Institutes working with Farmer Producers Organizations" during 17 - 18 April 2015 at NIAM, Jaipur. Based on the feedback received from the different participants of the workshop, 11 training programs on strengthening and development of Business Plans by nascent Farmer Producer Organizations in the state of Rajasthan were organized. A workshop on "Market Analysis and Strategy" for FPOs and Resource Institutes (RI) was organized in Odisha with participation from 4 states namely Bihar, Odisha, Madhya Pradesh and West Bengal. The workshop focused on the development of business plan of respective FPOs and generated tremendous social learning.



CEO of FPO preparing Business Plan

6. Training programme for newly recruited officers of Directorate of Marketing and Inspection, Ministry of Agriculture and Farmers Welfare

Institute organized training programs for newly recruited officers of Directorate of Marketing & Inspection (DMI), Ministry of Agriculture & Farmers Welfare, Govt. of India on the subject of Agriculture Marketing Management. These two programs were customized as per the need of the DMI and a total of 43 officers participated in these programs. This course was exclusively designed as per the need of DMI.



Training Programme on
Agriculture Marketing Management
Date : 31st Aug. To 4th Sep., 2015

7. Training Programs for states where legislative reforms have taken place

Institute has designed and organized ten training programs for the states where market reforms have been adopted. These programs were designed to serve as a platform for sharing experiences on problems and issues related to operation and management of markets by marketing officers, Mandi secretaries and other related officers. The states like Rajasthan, Punjab, Maharashtra, Gujarat, Uttarakhand, Karnataka, Andhra Pradesh participated in the programs. This innovative and improved training programme provided opportunity to 239 officers/Mandi Secretaries to share their experiences and also helped them search for solutions of various problems faced by them in operation and management of their respective markets.



**Participants of training program organized
in Nalbari, Assam**

8. Focus on North Eastern region

NIAM has taken a lead in organizing various training programs in northeastern states. The programs were conducted with a focus on marketing of medicinal and aromatics plants, market led extensions, marketing of horticulture produce, new dimensions in agriculture marketing. Farmers' awareness programs were also conducted to give an exposure to the farmers about the agriculture marketing activities and procedures. In order to promote trade transactions, buyer-seller meets were organized in Assam and Manipur. The one to one interaction facilitated better understanding. In association with Assam Agriculture University, Jorhat; three awareness programs were organized for the students. In all categories of programs, total 2380 participants from SC, ST including women were trained. NIAM has given priority to North East States of India given its past experience in working in this area and understanding its problem.

Distribution of Certificates in Morigaon, Assam



2.8 Conference on National Agricultural Market

As a National Institute for agricultural marketing, the Institute has contributed in creating the conducive environment for implementation of Central Sector Scheme of Government on National Agricultural Market by organizing conferences on the concept with participation from all relevant stakeholders. These conferences were organized in Gujarat, Jharkhand, Rajasthan and Odisha.

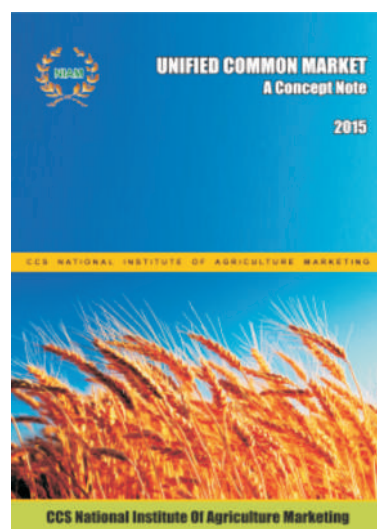
Development of technology for assaying of agricultural commodities is crucial for true integration of markets across states. The Institute has submitted a project to the Department of Agricultural Marketing, Government of Rajasthan for testing and deploying the assessing technology prepared in collaboration with CDAC in Rajasthan on a pilot basis.



**Shri Siraj Hussain, IAS, Secretary (DAC&FW),
Shri Ashok Sampatram, ACS, Agriculture, Government of Rajasthan
and Smt. Irina Garg, Director General, NIAM during the conference
organised on 28.09.2015**

3. PUBLICATIONS

- (i) NIAM has published documents on different aspects to facilitate policy formulation like preparation of a concept note on National Agricultural Market (English and Hindi). Assessment of impact of new regulations like Goods and Services Tax on National Agricultural Market.
- (ii) It was envisaged that the value chain approach would prove to be highly beneficial for the farming community by addressing their needs all along the chain. Accordingly, a training manual for tomato farmers has been prepared under Kissan Business School Project.
- (iii) A policy note was also prepared on Producers Companies Registered under Part IX(A) of the Companies Act to be treated at par with cooperatives to seek income tax deduction under section 80p of Income Tax Act.



A book depicting the journey of NIAM since its inception was released on the occasion of 2nd convocation of PGDABM organized during 2015-16

4. CONSULTANCY PROJECTS (2015-16)

Consultancy is an important mandate of the Institute. The Institute undertook following consultancy assignments during 2015-16.

1. Farmers awareness programs on Negotiability of Warehouse Receipts (for WDRA)
2. Capacity building Programme for Warehousemen of Accredited Warehouses (for WDRA)
3. Accreditation of Warehouses
4. Certification of Skill Development Course for Farm Technicians

4.1 Farmers Awareness Programs on Negotiability of Warehouse Receipts (for WDRA)

The Warehousing Development and Regulatory Authority (WDRA), the agency looking into the implementation of the new Warehousing Development & Regulation Act, 2007, has been creating awareness among producers growers to popularize the role of WDRA and Negotiable Warehouse Receipt System. The objectives of the Farmers Awareness Programme were as follows:

- To create awareness amongst farmers on various provisions made in the Act to benefit producer-farmers.
- To provide producer-farmer practical exposure on warehousing through field visits to Warehouses.
- To satisfy the queries of farmers on warehousing by subject matter specialists.
- To educate farmer about the benefits available against WRS commodity finance.

During 2015-16, following Farmer Awareness Programs were organized in Rajasthan by CCS NIAM.

Farmer Awareness Programme Organized during -2015-16

S. No.	Title of the Programme	Date	Place	No. of Participants
1	Farmer Awareness Programme on Negotiability of WRS and Role of WDRA	22-09-2015	Anta – District Baran	79
2	Farmer Awareness Programme on Negotiability of WRS and Role of WDRA	07 -10-2015	Dungarpur	55
3	Farmer Awareness Programme on Negotiability of WRS and Role of WDRA	16- 10-2015	Bhilwara	62
4	Farmer Awareness Programme on Negotiability of WRS and Role of WDRA	20- 11-2015	Pratapgarh	53
	Farmer Awareness Programme on Negotiability of WRS and Role of WDRA	09- 12-2015	Chittorgarh	63

4.2 Accreditation of Warehouses

Warehousing plays a very important role in the agricultural economy of the country. In order to improve the efficiency of the warehousing business and its growth and development, Government of India introduced a negotiable warehouse receipt system by enacting Warehousing (Development and Regulation) Act, 2007. The main objective of WDRA is to regulate and develop warehousing in the country. The warehousing can be an important tool to improve the agricultural marketing efficiency and thus help farmers improve their income from farming. The Institute was assigned consultancy assignment by Warehousing Development and Regulatory Authority (WDRA), for the accreditation of warehouses under WDRA Act. Accordingly based on the survey and inspection, accreditation certificates were issued seven private warehouses located in the State of Madhya Pradesh and Rajasthan.

4.3 Capacity building Programme for Warehousemen of Accredited Warehouses

Knowing the importance of Warehousing, Government of India has promoted WDRA to give further boost to warehousing. Today Warehousing is being seen not only as a place for rest of produce but also as an alternative means of marketing for disposal of Agriculture Produce. Accordingly, WDRA has registered numerous warehouses. It was felt by WDRA that there is a strong need to build the capacity of Warehousemen of Accredited Warehouses. With this background, WDRA assigned the task of organising Capacity Building Programme to CCS NIAM.

Objectives:

The capacity building programme was organized to meet following objectives:

- To create awareness about WDRA, Act 2007 and its Regulatory mechanism.
- To highlight the Role of Accreditation of Warehousing in the Industry.
- To impart knowledge about Scientific Storage of Agricultural Commodities and Grading / Sampling.
- To educate about Negotiable Warehouse Receipt (NWR) and Pledge Finance.
- To highlight the role of Insurance of warehouses and goods stored in Warehouses.
- To educate about relevance of Spot Exchange and Warehouses.
- To give exposure to the participants about statutory framework for Agricultural Produce.

During 2015-16, following programme were organized at NIAM Campus:

S. No.	Title of the Programme	Date	Place	No. of Participants
1	Capacity Building Programme for Warehouse Managers of Accredited Warehouses.	2 - 6 Nov 2016	Jaipur	37
2	Capacity Building Programme for Warehouse Managers of Accredited Warehouses	30 th Nov to 4 th Dec 2015	Jaipur	27
3	Capacity Building Programme for Warehouse Managers of Accredited Warehouses	14 - 18 March 2016	Jaipur	20

4.4 Certification of Skill Development Course for Farm Technicians

Agricultural mechanization besides increasing production and productivity, also generates income and employment opportunities. To operate and manage farm machines there is a requirement of skilled manpower. In order to bridge the gap, a skill development course for farm technicians was conducted by Tata Chemicals Pvt. Ltd. in collaboration with CCSNIAM. The Institute has evaluated the students for the

award of Certificates on completion of the Course. The duration of the course was one-year in which on the job training was also given by experts to unemployed youths. The participants were exposed to know-how and hands on experience of using machinery such as tractors, cultivators and harrow, seeding machines, sprayer, straw reaper, combine, digger, sub-soiler and land laser



leveler. The candidates were equipped in soil management, irrigation and drainage, cultivation practices such as nursery preparation, seed treatment, transplanting, irrigation, crop nutrition, weed control, control of common pests and diseases with a focus on the crops grown in the area i.e. Wheat, sugarcane, maize, mustard and major pulses. In FY 2015-2016, 28 youth were trained under the Skill Development Course for Farm Technicians. The programme has provided local employment and at the same time addressed issues like rural migration. Due to this programme other leading Agricultural Implementing agencies in the area have also come forward for taking benefit of this unique initiative. The certification of programme was organized at Tata Chemical Plant, Babrala, Uttar Pradesh on 27.6.2016, with a two-day on campus course on agri-marketing at NIAM.

5. RESEARCH

Income Enhancement by Farmers Participation in Horticulture Value Chain

Financial Support : NABARD, Regional Office, Jaipur

In order to facilitate integration of farmer-producers mainly small holders with the market by identifying gaps existing at different levels in the movement of agricultural produce, a proposal following value chain approach was submitted to NABARD for getting support with following objectives:

- (i) Identification of value chain with potential to generate higher income and employment;
- (ii) Identification of constraints limiting participation of farmers in the value chain;
- (iii) Assessment of the market requirement to enhance the possibility of integration of farmers into the chains;
- (iv) Suggesting a model to take care of various training needs of the farmers and overcoming numerous limitations faced by them in integrating with competitive value chains

The project has been approved by NABARD, Regional Office Jaipur and work as per the identified objectives has been initiated. A training manual for tomato farmers has already been prepared under this assignment.

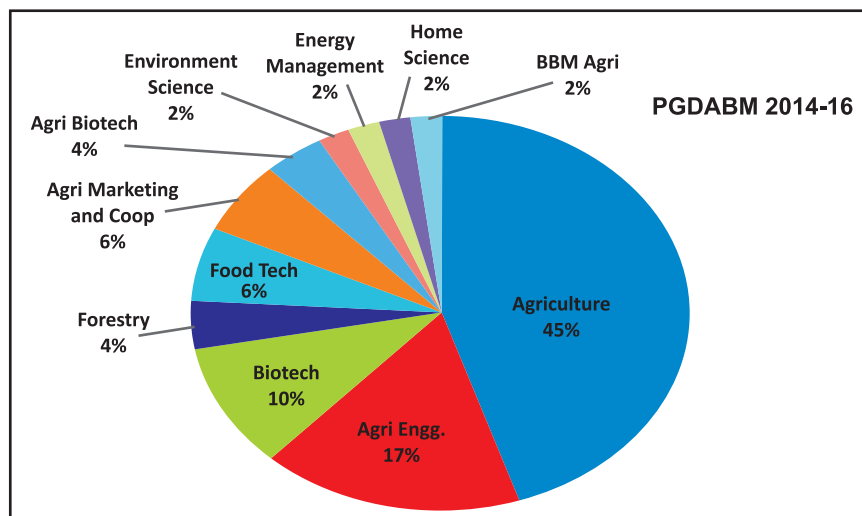
6. POST GRADUATE DIPLOMA IN AGRIBUSINESS MANAGEMENT (PGDABM)

The two-years Post Graduate Diploma in Agribusiness Management is a well-designed programme which meets the shortage of manpower for agribusiness in the country. The course curriculum module of PGDABM consists of 48 core courses and over 4 electives comprising of a total of 118 credits spread over two years. The PGDABM course is composed of a mix of agribusiness courses like Agri input marketing, farm production management, extension management and rural marketing and core management subjects like marketing management, financial management and strategic management. A constant endeavor is to give students exposure to real life problems through case-studies and application of theories in practice. The industry interaction with students is integral part of the PGDABM. The Institute invites visiting faculty from premier management Institutes of the country and executives from leading agribusiness companies to deliver lectures.



For admission to 60 seats of PGDABM programme, applicants fulfilling the eligibility criteria of undergraduate degree in agriculture and allied sciences are required to have a CAT/CMAT score. The reservation for SC, ST, OBC, differently abled and Kashmiri migrant candidates is applicable as per the Government of India Rules, subject to meeting the other eligibility criteria for admission. The session commenced from 1st July 2015.

The PGDABM 2014-2016 has total strength of 49. The batch consisted of a mix of students from diverse educational backgrounds with 45 percent of them from agriculture backgrounds and others from the allied discipline. The educational profile of students is as given in Figure-1. These students belong to 14 different states, and are graduate in 11 different branches of Agriculture and allied streams, from 25 different Universities across India.



The students of CCS NIAM are provided with opportunities to work on several projects in the field of agriculture and allied sectors. These projects provide the students with the opportunity to practically implement their academic knowledge in the real business situations. The projects groom students by providing knowledge for corporate functioning, enrich them with extensive field experiences and help build analysis and decision making abilities. Besides summer internship projects, students undertake diversified projects such as individual projects and live projects.



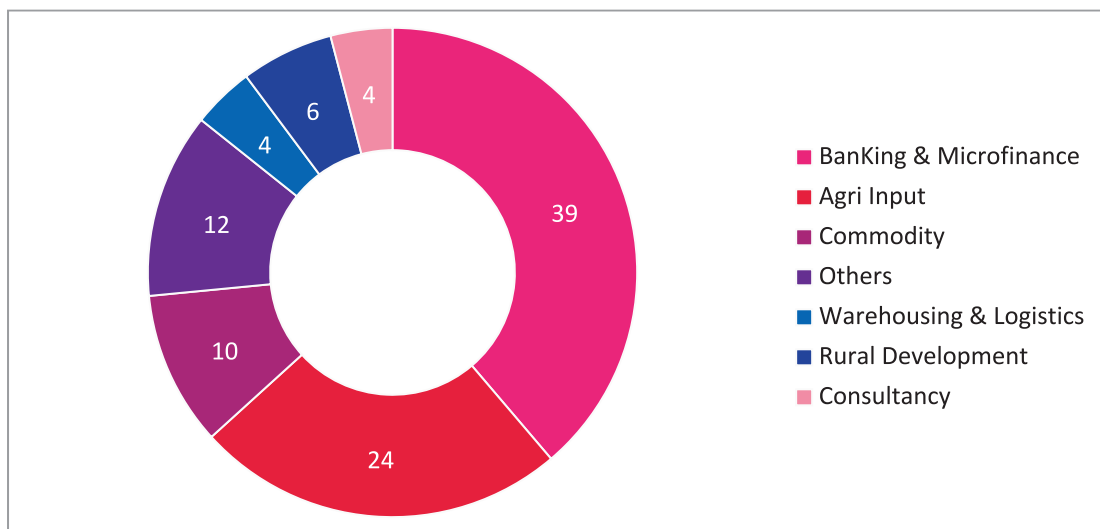
6.1 Industrial visit of PGDABM

Industrial visits are taken up for the interaction with the companies which helps in identifying the career opportunities. The industry interaction helps program in building long term mutually beneficial relationship with the companies. The final year students of the 2015-16 batch visited around 450 Agri business companies located in cities like Hyderabad, Bangalore, Mumbai, Delhi, Noida and Kolkata during September and October. The purpose of these visits was to approach certain new companies and appraise them about the unique features/strengths of the programme and explore new opportunities for final placements and summer placements.

6.2 Final Placement

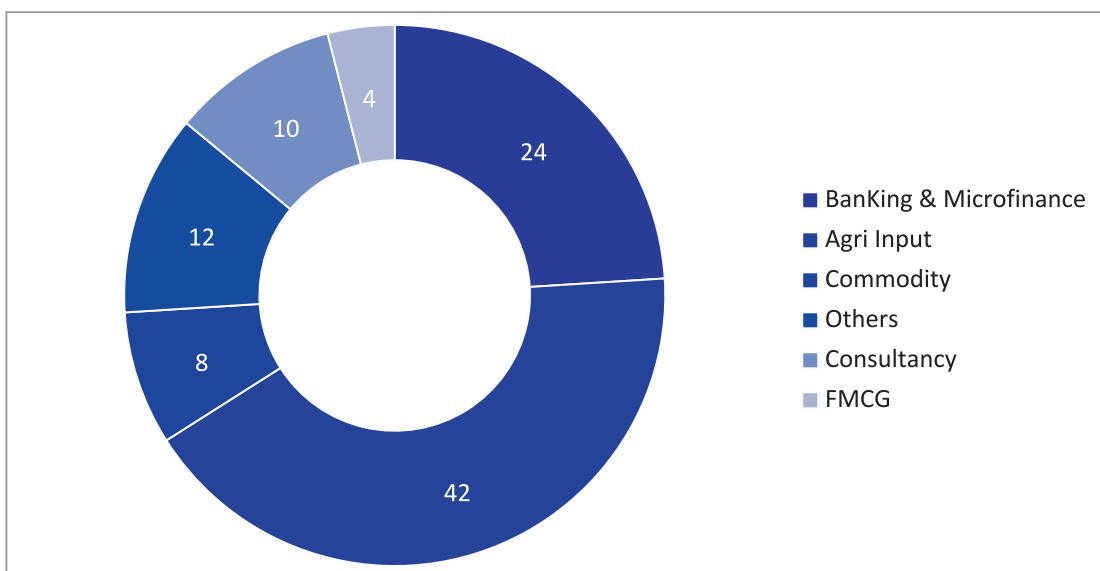
The PGDABM Programme is very well received by industry. Banking and Microfinance, Agri Input, Insurance, FMCG, Warehousing and logistics and commodity sectors were the major recruiters for the management level position. CCS NIAM achieved 100% placements for the Batch 2014-16.

Sector-wise Final Placement Batch 2014-15 (% of students)



The Summer intern projects were taken up successfully by positioning students in different sectors of Agri-Business. This year's Batch 2015-16 did the Summer internships covering various sectors e.g. Banking and Microfinance, Agri Input, Insurance, FMCG, Warehousing and logistics, value chain and analysis.

Sector-wise Summer internship Placement Batch 2015-17



6.3 Achievement of Students 2014-16

Besides regular academic course the students also participated in various competitions organized by premier management institutions including IIMs, IIT, Universities, B Schools. The participation and achievements of the students are as follows :

S.No.	Institute	B-Fest	Events	Position
1	IIM-Bangalore	Vista-Nature's Wall	Photography	1 st
2	SYMBIOSIS,Pune	Synovate	B-Plan	1 st
3	IIT, Kanpur	Enigma	Casestudy	1 st
4	IIT, Kanpur	Isitihar	Postermaking	1 st
5	IIT, Kanpur	Tabulex	Poster Presentation	1 st
6	MANAGE	KrishiChanakya	Paper presentation	1 st
7	NMIMS, Mumbai	Ecolibriacell	E-Article writing	1 st
8	NIAM,jaipur	Manthan	Debate	1 st
9	NIAM,Jaipur	Manthan	Debate	2nd
10	IMI,Delhi	PitchPlease	B-plan	2nd
11	IIT,Kanpur	Tabulex	Poster presentation	3rd
12	IIM Indore	YuddhGhosh 2015	B-plan	3rd
13	IIM,Bangalore	Vista–Timeline Travel	Digital Marketing	3rd
14	IIM,Ranchi	Samadhan	Casestudy	3rd
15	MANAGE	KrishiChanakya	Casestudy	3rd
16	Delhi School of Economics	Vishwavyapar 2015	Article Writing	4th
17	JAGRITISEWA SANSTHAN (NGO)	NGO promoting National entrepreneurship	Jagriti Yatra 2015	4 Students got Sponsorship
18	KIAMS, PUNE	The Chanakya	Article writing	Winner
19	KIAMS, PUNE	The Chanakya	Article writing	Winner
20	News Republic Website	Students'Voice -Starta Conversation!	E-Article writing	Winners
21	IIM Indore	Paridrishya	Casestudy	Finalist
22	MDI Gurgan	Green-O-Vision	B-Plan	Finalist
23	IRMA, Anand	Udan-2015	B-Plan	Finalist
24	IIM Bangalore	Sammantran	Casestudy	Finalist
25	Wrapup News	National Level Logo Design	Logo Design	Finalist
26	IIT, Kanpur	Enigma	Casestudy	Finalist
27	IIT, Kanpur	Tabulex	Poster presentation	Finalist
28	IIM, Ranchi	Terranulius	Debate	Finalist
29	SIMS, Pune	Barcode	MUN	Finalist
30	MANAGE	Krishi Chanakya	Parliamentary Debate	Finalist
31	IIM, Ahemadabad	International case confluence	Case Study	Finalist

6.4 Convocation Ceremony of PGDABM

The 2nd Convocation Ceremony for PGDABM of Chaudhary Charan Singh National Institute of Agricultural Marketing was held on 29th January 2016 on Institutes Campus. It was presided by Shri Prabhu Lal Saini, Agriculture Minister, Rajasthan Government. Professor V. S. Vyas (Emeritus), Mr. Pawanexh Kohli and other senior officers from Rajasthan Government were also present on the occasion. Convocation ceremony was organized to confer degrees to students of nine batches from 2005-07 to 2013-15.



Director General (NIAM) welcoming the Chief Guest

The graduation speech was delivered by Shri Prabhu Lal Saini, Agriculture Minister, Government of Rajasthan. On this occasion oath was also taken by students that they will act with integrity to uphold the honor and dignity of their profession and of the Institute.

Shri Saini congratulated students for passing out of PGDABM Course. NIAM was established in 1988. He also appreciated the good work of NIAM in the field of agricultural marketing mainly for the State of Rajasthan like preparation of the first State Master Plan for Rajasthan Agriculture Marketing Board. He wished that more projects may be prepared by NIAM for Rajasthan State.



On this occasion, a souvenir depicting the 25 years of journey of NIAM was also released. The manual on Kisan Business School was released by the guest.



The students from batches 2007-2009 to 2013-2015 were conferred certificate of successful completion of the course and medals to meritorious students

**Award of Merit Certificate and Degrees by Shri Prabhu Lal Saini
Hon'ble Minister of Agriculture, Government of Rajasthan**



**Director General, Faculty and Staff of CCS NIAM with
Hon'ble Minister of Agriculture, Govt. of Rajasthan**

7. ADMINISTRATIVE AND ACCOUNTS

Accounts & Audit 2015-16

The Institute is a non-profit making organization which is fully funded by Govt. of India, Ministry of Agriculture & Farmers Welfare, Department of Agriculture & Cooperation. The Institute received grants-in-aid during the period of last six years including financial year 2015-16 from the Ministry of Agriculture as per details given below:-

(Amount/Rs. in Lakhs)

Year	NIAM	CSS(RGS)	MIS	Total
2010-11	550.00	NIL	NIL	550.00
2011-12	500.00	NIL	250.00	750.00
2012-13	500.00	68.62	NIL	568.62
2013-14	550.00	76.70	NIL	626.70
2014-15	507.00	NIL	NIL	507.00
2015-16	367.96	NIL	NIL	367.96

The Institute did not receive any grants-in-aid under CSS (RGS) and MIS Scheme during the year 2015-16.

The Institute has received Grants-in-aid from the Ministry of Agriculture during the year 2015-16 as per details given below:-

(Amount/Rs. in Lakhs)

S.No.	Particulars	General	TSP	SCSP	Total
1	Grants in aid (General) released	167.81	55.00	50.00	272.81
2	Grants in aid (General) utilised	167.81	42.18	50.00	260.62
3	Grants in aid (General) unspent	Nil	12.82	Nil	12.82
4	Grants in aid NES) unspent last year	Nil	Nil	09.81	09.81
5	Grants in aid (NES) released	39.38	44.97	10.80	95.15
6	Grants in aid (NES) utilised	39.38	23.11	20.61	83.10
7	Grants in aid (NES) unspent	Nil	21.86	Nil	21.86
8	Grants in aid released	207.19	99.97	60.80	367.96
9	Grants in aid utilised	207.19	65.29	70.61	343.09
10	Grants in aid unspent	Nil	34.68	Nil	34.68

A sum of Rs. 367.96 lakhs was received as grants-in-aid during the year 2015-16 and a sum of Rs. 9.81 lakhs was carried forward as unspent balance from last financial year 2014-15 under Major Head 2552 (NES) sub component SCSP.

The unspent balance of grants in aid as on 31.3.2016 is Rs.34.68 lakhs [NES-TSP Region Rs. 21.86 lakhs & General TSP Rs. 12.82 Lakhs] because of lesser demand from the said group. The training programmes will be increased in subsequent years for NES region after close interaction with the concerned participants.

The expenditure was met out of grants-in-aid for administration, maintenance of the Institute and for conducting trainings and other objectives specified under (ISAM)

Apart from grants-in-aid received from the Ministry of Agriculture and Farmers Welfare, paid training consultancies and projects are taken from state govt., Marketing Boards and other organizations.

- The receipts from projects/consultancy were Rs.35.43 lakhs during the year 2015-16 and the expenditure against the same are Rs.23.49 lakhs.
- The international training programmes were conducted in financial year 2013-14 for which a sum of Rs.23.30 lakhs received during the year 2015-16. All the expenditures were met out of this fee. The expenditure for the year 2015-16 for this programme was Rs.12.03 lakhs.
- The fee from students of PGDABM is Rs.3.00 lakhs P.A., per student for 2nd year and Rs.3.05 lakhs P.A. per student. During the year 2015-16 there were 102 students. All the expenditure of conducting the PGDABM programme is met out of fees. The total revenue generated by fees in PGDABM was Rs.396.96 lakhs and the total expenditure was Rs.148.00 lakhs in financial year 2015-16.

The balance of corpus fund as on 31.3.2016 was Rs.1365.96 lakhs which has accumulated from receipts other than grants-in-aid.

The Institute is maintaining the accounts in the prescribed Format circulated by the office of the comptroller General of Accounts.

The Accounts of the Institute are audited by the office of Principal Director Audit (Central), branch office Jaipur. The Principal Director Audit (Central) has audited Accounts of the Institute up to 31.3.2015.

The Annual Accounts along with the Audit Reports till 2014-15 have already been placed before both the Houses of Parliament.

The Executive Committee has approved M/s. G. Dutta & Co. as auditors for the year 2015-16. M/S. G. Dutta & Co. have audited and verified the accounts for the year 2015-16 and the Annual Accounts along with the Audit Reports till 2015-16 have already been sent to the Principal Director Audit (Central) for auditing.



Financial Review:

The total Grants-in-aid received under NIAM Scheme during 2015-16 was Rs.367.96 Lakhs and Rs.343.09 was utilized. Rs.34.68 lakhs was unspent balance of grant-in-aid under TSP (NES region TSP Rs. 21.86 lakhs & General TSP Rs. 12.82 lakhs). The financial position of the Institute for the year 2015-16 is as under:-

(Rs. in lakhs)

Head of Accounts	Budget Estimates	Actual
Revenue Expenditure	941.20	722.62
Capital Expenditure	-	-
Total Expenditure	941.20	722.62
Net Total	941.20	722.62
Revenue Receipt	560.00	564.28
Grants-in-aid - Released	367.96	343.09
Transfer to corpus fund	218.80	184.75

The grant-in-aid was reduced from Rs. 600.00 lakhs to only Rs. 367.96 lakhs. The Institute generated slightly more revenue at Rs.564.28 lakhs than estimated at Rs. 560.00 lakhs.

8. WAY FORWARD

The Institute is evolving continuously through innovations in training pedagogies and tools to offer solutions to help agricultural marketing systems develop as per the changing needs of the ecosystem. NIAM endeavours to reach out to a wider clientele from areas like marketing of agricultural commodities, livestock products, dairy products and marine products. Transformation of Indian agriculture may need corresponding change in the mindset of farming community and thus Institute's focus is on giving a business orientation to farmers particularly small farmers by enabling them to develop Business Plans and develop their entrepreneur skills. In order to cater to the future needs, Institute is in the process of developing a new educational product with a focus on value chain approach and entrepreneurship under Farmer Business School, for enhancing their profits from farming.

All this is being built on opportunities provided by technological interventions, and legislative reforms in the sector, liberal trade policy, consumer preference for safe and quality produce and the emergence of new structures and institutions in agricultural marketing. Institute has recognized the need and importance for development of skill in agricultural marketing and accordingly is going to start a training of trainers for youth on skilling. Institute aspires to get its flag-ship programme on agribusiness management to be ranked amongst the top programs in the country. As part of international collaboration Institute with the support of the Ministry is in the process of conducting international training programmes.

The Institute aspires to be positioned as a brand signifying excellence in the field of agriculture marketing in Southeast Asia.

ANNEXURES

Training Programme 2015-16

Annexure-1

S. No.	Title of Programme	Date	Venue	Number of Participants	Course Director
April 2015					
1.	Workshop on “Need Assessment of Resource Institutes Working with Farmer Producers Organizations”	17-18 April 2015	NIAM, Rajasthan	50	Dr. Shuchi Mathur
June 2015					
2.	Post Harvest Management and Value Addition of Onion	2-4 June 2015	NIAM, Rajasthan	18	Dr. Shuchi Mathur
3.	Supply Chain Management & Marketing of Horticulture Crop	17-19 June 2015	Shilong, Meghalaya	42	Dr. Ramesh Mittal
4.	Farmer Awareness Program on Agricultural Marketing	22 June 2015	Jehanabad, Bihar	50	Dr. Shalendra
5.	Farmer Awareness Program on Agricultural Marketing	23 June 2015	Nalanda, Bihar	57	Dr. Shalendra
6.	Farmer Awareness Program on Agricultural Marketing	24 June 2015	Barh (Patana), Bihar	50	Dr. Shalendra
7.	Organic farm produce economics, certification and marketing practices	23-24 June 2015	Office of UWDP, Almora, Uttarakhand	25	Dr. Neetu Bhagat
8.	Farmer Awareness programme on Organic farm produce economics, certification and marketing practices	25 June 2015	Danya, Almora, Uttarakhand	35	Dr. Neetu Bhagat
9.	Farmer Awareness programme on Organic farm produce economics, certification and marketing practices	26 June 2015	State Training Centre for Organic Farming Makhali, Almora, Uttarakhand	35	Dr. Neetu Bhagat
July 2015					
10.	Strengthening nascent Farmer Producer Organisation	7 July 2015	NIAM, Rajasthan	19	Dr. Shuchi Mathur
11.	Agriculture Market Management	7-10 July 2015	NIAM, Rajasthan	33	Dr. Ramesh Mittal
12.	Development of Business Plan for Farmer Producer Organisation	16-17 July 2015	NIAM, Rajasthan	15	Dr. Shuchi Mathur
13.	Organic Produce	22 July 2015	Agartala, Tripura	80	Dr. Shuchi Mathur
14.	Strengthening of Farmer Producer Organisation	23 July 2015	Agartala, Tripura	50	Dr. Shuchi Mathur
15.	Agriculture Market Management	21-24 July 2015	NIAM, Rajasthan	31	Dr. Ramesh Mittal
16.	Farmer Awareness programme on Post Harvest Management and farm level Value addition.	25 July 2015	KVK Tonk, Rajasthan	50	Dr. Neetu Bhagat

17.	Farmer Awareness programme on Post Harvest Management and farm level Value addition.	27 July 2015	KVK, Rajasthan	35	Dr. Neetu Bhagat
18.	FAP on Agricultural Marketing	28 July 2015	KVK Gaya, Bihar	44	Dr. S.R.Singh
19.	FAP on Agricultural Marketing	29 July 2015	KVK Aurangabad, Bihar	58	Dr. S.R.Singh
20.	FAP on Agricultural Marketing	30 July 2015	KVK Arwal, Bihar	55	Dr. S.R.Singh
21.	Awareness Program on Agricultural Marketing for women Farmers	30 July 2015	Sawaimadhopur, Rajasthan	47	Dr. Shalendra
August 2015					
22.	Strengthening nascent Farmer Producer Organisation	4 August 2015	Bad Roosalpura Village, Ramgarh, Rajasthan	51	Dr. Shuchi Mathur
23.	Strengthening nascent Farmer Producer Organisation	5 August 2015	Raipur Village Ramgarh, Rajasthan	52	Dr. Shuchi Mathur
24.	Agriculture Market Management	4-6 August 2015	NIAM, Rajasthan	27	Dr. Ramesh Mittal
25.	Agriculture Market Management	11-12 August 2015	NIAM, Rajasthan	12	Dr. Ramesh Mittal
26.	Strengthening nascent Farmer Producer Organisation	18 August 2015	KVK Banswara, Rajasthan	38	Dr. Shuchi Mathur
27.	Strengthening nascent Farmer Producer Organisation	19 August 2015	KVK Banswara, Rajasthan	28	Dr. Shuchi Mathur
28.	Agriculture Market Management	18-20 August 2015	NIAM, Rajasthan	26	Dr. Ramesh Mittal
29.	Agricultural Marketing	21 August 2015	NSTIAM, West Bengal	22	Dr. Shuchi Mathur
30.	Women Farmer Awareness programme on Post Harvest Management and Value addition	25 August 2015	KVK Bharatpur, Rajasthan	50	Dr. Neetu Bhagat
31.	FAP on Agricultural Marketing	25 August 2015	KVK Kishanganj, Bihar	40	Dr. S.R.Singh
32.	FAP on Agricultural Marketing	26 August 2015	KVK Katihar, Bihar	61	Dr. S.R.Singh
33.	Supply Chain & Logistic Management	24-27 August 2015	NSTIAM, West Bengal	14	Dr. Shuchi Mathur
34.	Agriculture Market Management	25-27 August 2015	NIAM, Rajasthan	25	Dr. Ramesh Mittal
35.	Strengthening nascent Farmer Producer Organisation	27-28 August 2015	Kanyakumari, Tamilnadu	50	Dr. Shuchi Mathur
36.	Agriculture Marketing	28 August 2015	Kanyakumari, Tamilnadu	50	Dr. Shuchi Mathur
37.	Agriculture Marketing	28 August 2015	NSTIAM, West Bengal	20	Dr. Shuchi Mathur
38.	Agriculture Market Management	31 August to 4 September 2015	NIAM, Rajasthan	21	Dr. Ramesh Mittal
39.	Women Farmer Awareness programme on Post Harvest Management and Value addition	31 August 2015	KVK Ajmer, Rajasthan	37	Dr. Neetu Bhagat

September 2015					
40.	FAP on Agricultural Marketing	8 September 2015	Gurdaspur, Punjab	50	Dr. S.R. Singh
41.	FAP on Agricultural Marketing	9 September 2015	Jalandhar, Punjab	71	Dr. S.R. Singh
42.	Conference on National Agricultural Market	9 September 2015	Ahmedabad, Gujrat.	60	Dr. Shalendra
43.	Export market on horticulture produce	8-10 September, 2016	NIPHT, Maharashtra	32	Dr. Hema Yadav
44.	FAP on Agricultural Marketing	10 September 2015	Mutsar, Punjab	50	Dr. S.R. Singh
45.	Supply Chain & Logistic Management	14-17 Sept. 2015	NSTIAM, West Bengal	12	Dr. Shuchi Mathur
46.	Conference on National Agricultural Market	22 September 2015	Ranchi, Jharkhand	90	Dr. Shalendra
47.	Marketing of Medicinal and Aromatic Plants	21-22 September 2015	Khetri, Guwahati, Assam	41	Dr. S.R.Singh
48.	Marketing of Medicinal and Aromatic Plants	23-24 September 2015	Khetri, Guwahati, Assam	25	Dr. S.R.Singh
49.	Agricultural Marketing Management and Online Trading System	23-25 September 2015	Mysore, KIAM-Karnataka	22	Dr. Ramesh Mittal
50.	Agricultural Marketing Management and Online Trading System	28-30 September 2015	Mysore, KIAM-Karnataka	34	Dr. Ramesh Mittal
51.	Conference on National Agricultural Market	28 September 2015	Jaipur, Rajasthan	91	Dr. Shalendra
52.	Post-Harvest Management of Horticulture Produce	28-30 September, 2016	NIPHT, Maharashtra	78	Dr. Hema Yadav
October 2015					
53.	Export Management of Horticultural Produce	6-8 October 2015	NIPHT, Maharashtra	32	Dr. Neetu Bhagat
54.	FPO formation and marketing of agricultural produce	7 October 2015	Baramati APMC, Maharashtra	78	Dr. Neetu Bhagat
55.	Conference on National Agricultural Market	8 October 2015	Bhubneshwar, Odisha	33	Dr. Shalendra
56.	Business Plan for FPO	12-14 October 2015	NIAM, Rajasthan	19	Dr. Shuchi Mathur
57.	Farmer Awareness programme on Organic farm produce economics, certification and marketing practices	23 October 2015	Atal Kisan Seva Kendra, Naval Garh, Rajasthan	40	Dr. Neetu Bhagat
58.	Agriculture Market Management	21 to 24 October 2015	NIAM, Rajasthan	22	Dr. Ramesh Mittal
59.	Training Programme on Agricultural Marketing	27-28 October 2015	KVK Sabour, Bihar	32	Dr. S.R.Singh
60.	Training Programme on Agricultural Marketing	28-29 October 2015	KVK, Banka, Bihar	25	Dr. S.R.Singh

November 2015					
61.	Agriculture Marketing Management and Online Trading System	2-4 November 2015	Mysore, KIAM-Karnataka	13	Dr. Ramesh Mittal
62.	Agriculture Marketing Management and Online Trading System	5-7 November 2015	Mysore, KIAM-Karnataka	16	Dr. Ramesh Mittal
63.	Workshop Agri -Business Management and Entrepreneurship	18 November, 2015	Jorhat, Assam	50	Dr. Hema Yadav
64.	Workshop understanding WTO and Export Strategies	19 November, 2015	Jorhat, Assam	50	Dr. Hema Yadav
65.	Workshop innovation and business plan	20 November, 2015	Jorhat Asssam	50	Dr. Hema Yadav
66.	Seri-Entrepreneurship Development and Marketing Management for Socio - Economic up -liftment of SC Community in NE Region	17-20 November 2015	Imphal Manipur	30	Dr. Ramesh Mittal
67.	Entrepreneurship development training programme and marketing management programme in eri silk	17-20 November 2015	Imphal Manipur	25	Dr. Ramesh Mittal
68.	Training Programme on Agricultural Marketing	24-25 November 2015	KVK Barh, Patna, Bihar	42	Dr. S.R.Singh
69.	Training Programme on Agricultural Marketing	25-26 November 2015	KVK Rohtas, Bihar	32	Dr. S.R.Singh
70.	Training Program on New Dimensions of Agricultural Marketing	30 November 2015 to 2 December 2015	Chandigarh, Punjab	25	Dr. Shalendra
71.	Grading and Standardization – Best Global Practices	30 November to 3 December	NSTIAM, West Bengal	21	Dr. Shuchi Mathur
December 2015					
72.	Agricultural Marketing	4 December 2015	NSTIAM, West Bengal	25	Dr. Shuchi Mathur
73.	New Dimensions of Agricultural Marketing	7-9 December 2015	PSAMB, Punjab	21	Dr. Shuchi Mathur
74.	Grading and Standardization – Best Global Practices	7-10 December 2015	NSTIAM, West Bengal	21	Dr. Shuchi Mathur
75.	New Dimensions of Agricultural Marketing	10-12 December 2015	PSAMB, Punjab	17	Dr. Shuchi Mathur
76.	Agricultural Marketing	11-12 December 2015	NSTIAM, West Bengal	21	Dr. Shuchi Mathur
77.	Training Programme on Agricultural Marketing,	12-14 December 2015	Kakching Library Hall, Manipur	55	Dr. S.R.Singh
78.	Farmer Awareness Programme on Agriculture Marketing	16 December 2015	Ranir Bazar, Tripura	30	Dr. M.S. Jairath

79.	Training program on Agricultural Marketing	14-16 December 2015	KIAM, Mysore Karnataka	14	Dr. Shalendra
80.	Farmer Awareness Programme on Agriculture Marketing	17 December 2015	Daldali, Tripura	33	Dr. M.S. Jairath
81.	Training Programme on Agricultural Marketing,	15-19 December 2015	KVK, Churchandpur, Manipur	57	Dr. S.R.Singh
82.	Farmer Awareness Programme on Agriculture Marketing	18 December 2015	Tulamara, Tripura	28	Dr. M.S. Jairath
83.	FAP on Agricultural Marketing	18 December 2015	Loom Pyrdi Nilmyntdu, Meghalaya	30	Dr. M.S. Jairath
84.	Trg. Prg. On New Dimension in Agricultural Marketing	17-19 December 2015	Nongpoh, Meghalaya	30	Dr. M.S. Jairath
85.	FAP on Agricultural Marketing	19 December 2015	Nongsopong "A" Village (Meghalaya)	30	Dr. M.S. Jairath
86.	Farmer Awareness Programme on Agriculture Marketing	19 December 2015	Gorjee, Tripura	32	Dr. M.S. Jairath
87.	Farmer Awareness Programme on Agriculture Marketing	21 December 2015	Satchand , Tripura	30	Dr. M.S. Jairath
88.	Training Programme on Market-Led Extension	20-24 December 2015	KVK Imphal East Andro, Manipur	56	Dr. S.R.Singh
89.	Training program on Agricultural Marketing	21-23 December 2015	KIAM, Mysore, Karnataka	16	Dr. Shalendra
90.	Organic Certification and Inspection	21-25 December 2015	NIAM, Rajasthan	24	Dr. Neetu Bhagat
91.	FAP on Agricultural Marketing	22 December 2015	Santhipur, Runikhata, Assam	33	Dr. M.S. Jairath
92.	Farmer Awareness Programme on Agriculture Marketing	22 December 2015	Kalachhara, Tripura	30	Dr. M.S. Jairath
93.	FAP on Agricultural Marketing	22 December 2015	MCOAB, Meghalaya	30	Dr. M.S. Jairath
94.	Training Programme on Agricultural Marketing	22-23 December 2015	KVK Araria, Bihar	43	Dr. S.R.Singh
95.	Trg. Prg. On New Dimension in Agricultural Marketing	22-24 December 2015	Mawlali, Shillong, Meghalaya	30	Dr. M.S. Jairath
96.	FAP on Agricultural Marketing	23 December 2015	Serfanguri, Assam	30	Dr. M.S. Jairath
97.	FAP on Agricultural Marketing	23 December 2015	Lonkhul Village, Meghalaya	30	Dr. M.S. Jairath

98.	Training Programme on Agricultural Marketing	23-24 December 2015	KVK Jalalgarh, Bihar	41	Dr. S.R.Singh
99.	Farmer Awareness Programme on Agriculture Marketing	23 December 2015	Kulai , Tripura	31	Dr. M.S. Jairath
100.	Farmer Awareness Programme on Agriculture Marketing	24 December 2015	Shalenta, Tripura	30	Dr. M.S. Jairath
101.	Training Programme on Agricultural Marketing	24-25 December 2015	KVK Katihar, Bihar	44	Dr. S.R.Singh
102.	Training Programme on Market Led Extension	28-30 December 2015	Kakching Liafam, Loknung, Manipur	55	Dr. S.R.Singh
103.	Agricultural Marketing	28-30 December 2015	NIAM, Rajasthan	33	Dr. Neetu Bhagat
104.	Trg. Prg. On New Dimension in Agricultural Marketing	30 December 2015 to 1 January 2016	Kerpavita, Assam	30	Dr. M.S. Jairath
105.	FAP on Agricultural Marketing	31 December 2015	Thoubal Khunou, Manipur	58	Dr. S.R.Singh
106.	FAP on Agricultural Marketing	31 December 2015	Barkhat Panbari, Sonapur, Assam	30	Dr. M.S. Jairath
January 2016					
107.	FAP on Agricultural Marketing	2 January 2016	Duarbagari, Kuthari Assam	33	Dr. M.S. Jairath
108	Contract Management in Agricultural Marketing Infrastructural Development	4-7 January 2016	NSTIAM, West Bengal	18	Dr. Shuchi Mathur
109.	Supply Chain Management	4-6 January 2016	NIPHT, Maharashtra	30	Dr. Neetu Bhagat
110.	Training Programme on Marketing of Horticulture Producer	4-6 January 2016	Haikap/Andro, Manipur	55	Dr. S.R.Singh
111.	Trg. Prog. On New Dimension in Agricultural Marketing	5-7 January 2016	Kendra, Assam	30	Dr. M.S. Jairath
112.	Agricultural Marketing	5-6 January 2016	NIAM, Rajasthan	33	Dr. Shuchi Mathur
113.	Value Chain Development programme for Farmers	5 January 2016	Varanasi-Uttar Pradesh	100	Dr. Ramesh Mittal
114.	Agricultural Marketing for SC grower	5 January 2016	Jlribam, Manipur	24	Dr. Ramesh Mittal
115.	Value Chain Development programme for Farmers	6 January 2016	Varanasi-Uttar Pradesh	100	Dr. Ramesh Mittal
116.	Value Chain Development program me for Farmers	7 January 2016	Chandauli-Uttar Pradesh	74	Dr. Ramesh Mittal
117.	Agricultural Marketing for SC grower	7 January 2016	Nagaon, Assam	31	Dr. Ramesh Mittal
118.	FAP on Agricultural Marketing	7 January 2016	Jagi, Assam	32	Dr. M.S. Jairath

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119.	Value Chain Development programme for Farmers	8 January 2016	Chandauli-Uttar Pradesh	74	Dr. Ramesh Mittal
120.	FAP on Agricultural Marketing	8 January 2016	Gopal Bazar, Assam	32	Dr. M.S. Jairath
121.	Value Chain Based Program for Farmers	8 January 2016	Chomu, Rajasthan	46	Dr. Shalendra
122.	Agricultural Marketing for SC grower	8 January 2016	Guwahati, Assam	30	Dr. Ramesh Mittal
123.	FAP on Agricultural Marketing	9 January 2016	TTA Hall, Manipur	60	Dr. S.R.Singh
124.	Value Chain Development programme for Farmers	11 January 2016	Jaunpur-Uttar Pradesh	85	Dr. Ramesh Mittal
125.	Agricultural Marketing for SC grower	11 January 2016	Agarthala, Tripura	23	Dr. Ramesh Mittal
126.	Agricultural Marketing Management	11-13 January 2016	Kisan Bhawan, Chandigarh, Punjab	12	Dr. Neetu Bhagat
127.	Training Programme on Recent Development on Agriculture Marketing for Manager/ Chairman/ BODs of PACS/ LAMPS	11-13 January 2016	CCMT, Tripura	30	Dr. M.S. Jairath
128.	Farmer Awareness Programme on Agricultural Marketing	12 January 2016	Ludhiana, Punjab	60	Dr. Neetu Bhagat
129.	Value Chain Development programme for Farmers	12 January 2016	Jaunpur-Uttar Pradesh	85	Dr. Ramesh Mittal
130.	Agricultural Marketing for SC grower	12 January 2016	Melagarh, Tripura	22	Dr. Ramesh Mittal
131.	Agricultural Marketing for SC grower	13 January 2016	Udaipur, Tripura	31	Dr. Ramesh Mittal
132.	Farmer Awareness Programme on Agricultural Marketing	13 January 2016	Ropad, Punjab	97	Dr. Neetu Bhagat
133.	Farmer Awareness Programme on Agricultural Marketing	14 January 2016	Fatehgarh Sahib, Punjab	60	Dr. Neetu Bhagat
134.	Farmer Awareness Programme on Agriculture Marketing	14 January 2016	Rudijala, Melaghar, Tripura	31	Dr. M.S. Jairath
135..	Agricultural Marketing Management	14-16 January 2016	Kisan Bhawan, Chandigarh, Punjab	15	Dr. Neetu Bhagat
136.	Farmer Awareness Programme on Agricultural Marketing	15 January 2016	Mohali, Punjab	72	Dr. Neetu Bhagat
137.	Farmer Awareness Programme on Agriculture Marketing	16 January 2016	Takarjala, Tripura	33	Dr. M.S. Jairath
138.	FAP on Agricultural Marketing	18 January 2016	Common Hall, Sekmai, Manipur	55	Dr. S.R.Singh
139.	Farmer Awareness Programme on Agriculture Marketing	18 January 2016	Chandrapur, Tripura	30	Dr. M.S. Jairath
140.	FAP on Agricultural Marketing	18 January 2016	Mawkyrwat, Meghalaya	30	Dr. M.S. Jairath
141.	Contract Management in Agricultural Marketing Infrastructural Development	18-21 January 2016	NSTIAM, Maharashtra	17	Dr. Shuchi Mathur

142.	Farmer Awareness Programme on Agriculture Marketing	19 January 2016	Kanchanpur, Tripura	32	Dr. M.S. Jairath
143.	Agricultural Marketing	19-21 January 2016	Shimla, Himachal Pradesh	29	Dr. Ramesh Mittal
144.	Farmer Awareness Programme on Agriculture Marketing	20 January 2016	Chini Bagan, Tripura	31	Dr. M.S. Jairath
145.	FAP on Agricultural Marketing	20 January 2016	Ladthalaboh, Meghalaya	30	Dr. M.S. Jairath
146.	Farmer Awareness Programme on Agriculture Marketing	21 January 2016	Kanchanbari, Tripura	30	Dr. M.S. Jairath
147.	FAP on Agricultural Marketing	21 January 2016	Trade Centre Moreh, Manipur	75	Dr. S.R.Singh
148.	Agricultural Marketing	21 January 2016	NSTIAM, West Bengal	23	Dr. Shuchi Mathur
149.	FAP on Agricultural Marketing	22 January 2016	Nongstoin, Meghalaya	30	Dr. M.S. Jairath
150.	Farmer Awareness Programme on Agriculture Marketing	22 January 2016	Purba Ram Chandra Ghat, Tripura	30	Dr. M.S. Jairath
151.	Farmer Awareness Programme on Agriculture Marketing	23 January 2016	Promod Nagar, Tripura	31	Dr. M.S. Jairath
152.	Agricultural Marketing	22-25 January 2016	Shimla, Himachal Pradesh	23	Dr. Ramesh Mittal
153.	BSM on Agricultural Produce	25 January 2016	Reach-M Chandel (BSM), Manipur	55	Dr. S.R.Singh
154.	Agricultural Marketing	28-30 January 2016	Shimla, Himachal Pradesh	36	Dr. Ramesh Mittal
155.	Trg. Prog. On New Dimension in Agricultural Marketing	30 January to 1 February 2016	Panchin, Naharlagun Arunachal Pradesh	34	Dr. M.S. Jairath
February 2016					
156.	FAP on Agricultural Marketing	2 February 2016	Batt Village, Arunachal Pradesh	30	Dr. M.S. Jairath
157.	Training Programs on Agricultural Marketing	2-6 February 2016	Guwahati, Assam	50	Dr. S.R. Singh
158.	FAP on Agricultural Marketing	3 February 2016	Sood Village, Arunachal Pradesh	30	Dr. M.S. Jairath
159.	FAP on Agricultural Marketing	4 February 2016	Nyorch Village, Arunachal Pradesh	30	Dr. M.S. Jairath
160.	FAP on Agricultural Marketing	4 February 2016	Sought Ditlang, Mizoram	30	Dr. M.S. Jairath
161.	FAP on Agricultural Marketing	5 February 2016	Chippir, Mizoram	30	Dr. M.S. Jairath
162.	Agricultural Marketing	5 February 2016	NSTIAM, West Bengal	26	Dr. Shuchi Mathur
163.	FAP on Agricultural Marketing	6 February 2016	Zamung, Mizoram	30	Dr. M.S. Jairath
164.	Trg. Prg. On New Dimension in Agricultural Marketing	5-7 February 2016	Roing, Arunachal Pradesh	30	Dr. M.S. Jairath
165.	FAP on Agricultural Marketing	8 February 2016	North Hlimen, Mizoram	30	Dr. M.S. Jairath

166.	Marketing of Medicinal and Aromatic Plants	8-12 February 2016	Kamrup M, Assam	50	Dr. S.R. Singh
167.	FAP on Agricultural Marketing	9 February 2016	Yingkiong, Arunachal Pradesh	30	Dr. M.S. Jairath
168.	FAP on Agricultural Marketing	10 February 2016	Tezu, Arunachal Pradesh	30	Dr. M.S. Jairath
169.	Trg. Prg. On New Dimension in Agricultural Marketing	10-12 February 2016	Chhing Veng, Mizoram	30	Dr. M.S. Jairath
170.	FAP on Agricultural Marketing	11 February 2016	Pashighat, Arunachal Pradesh	30	Dr. M.S. Jairath
171.	Entrepreneurship development training programme and marketing management programme in eri silk For SC category	11-18 February	Lahdoigarh, Assam	25	Dr. Ramesh Mittal
172.	FAP on Agricultural Marketing	12 February 2016	Anini, Arunachal Pradesh	30	Dr. M.S. Jairath
173.	FAP on Agricultural Marketing	12 February 2016	Malibaritari, Sipajhar, Assam	30	Dr. M.S. Jairath
174.	FAP on Agricultural Marketing	13 February 2016	Keihfang, Mizoram	30	Dr. M.S. Jairath
175.	FAP on Agricultural Marketing	15 February 2016	Chanmari, Mizoram	30	Dr. M.S. Jairath
176.	New Dimensions in Agricultural Marketing	15-17 February 2016	Guwahati, Assam	50	Dr. S.R. Singh
177.	Entrepreneurship development training programme and marketing management programme in eri silk For SC category	16-19 February	Golpara, Assam	25	Dr. Ramesh Mittal
178.	Training Programme on Agricultural Marketing	18-20 February 2016	Kamrup M, Assam	50	Dr. S.R. Singh
179.	Training Programme on Recent Development on Agriculture Marketing for Manager/Chairman/BODs of MPCs/PACS of	18-20 February 2016	Namchi, Sikkim	34	Dr. M.S. Jairath
180.	Farmer Awareness Programme on Agriculture Marketing	19 February 2016	Gitam, Sikkim	31	Dr. M.S. Jairath
181.	Farmer Awareness Programme on Agriculture Marketing	20 February 2016	Ravangla, Sikkim	34	Dr. M.S. Jairath
182.	Farmer Awareness Programme on Agriculture Marketing	21 February 2016	Bardang, Sikkim	34	Dr. M.S. Jairath
183.	Farmer Awareness Programme on Agriculture Marketing	22 February 2016	Luving Perbing Sikkim	33	Dr. M.S. Jairath
184.	Training Programme on Agricultural Marketing	22-24 February 2016	Bongaigaon, Assam	50	Dr. S.R. Singh
185.	Farmer Awareness Programme on Agriculture Marketing	24 February 2016	Lingdong Sikkim	35	Dr. M.S. Jairath
186.	Workshop on "Market Analysis and Strategy" for FPO's and RI	24-25 February 2016	Bhubneshwar, Odisha	37	Dr. Shuchi Mathur
187.	Training Programme on Agricultural Marketing	25-27 February 2016	Bodoland (BTC), Assam	50	Dr. S.R. Singh
188.	Farmer Awareness Programme on Agriculture Marketing	25 February 2016	Hee Gathang Sikkim	31	Dr. M.S. Jairath

189.	Farmer Awareness Programme on Agriculture Marketing	27 February 2016	Umchung Sikkim	32	Dr. M.S. Jairath
190.	Farmer Awareness Programme on Agriculture Marketing	28 February 2016	Chongrang Sikkim	33	Dr. M.S. Jairath
191.	Buyer Seller Meet	29 February 2016	Guwahati, Assam	70	Dr. S.R. Singh
March 2016					
192.	Buyer Seller Meet	1 March 2016	Kamrup M, Assam	70	Dr. S.R. Singh
193.	FAP on Post Harvest Management and marketing of agricultural produce	1 March, 2016	APMC dondaiacha, Maharashtra	50	Dr. Hema Yadav
194.	FAP on Post Harvest Management and marketing of agricultural produce	2 March, 2016	APMC, Malegaon, Nasik, Maharashtra	50	Dr. Hema Yadav
195.	FAP on Agricultural Marketing	3 March 2016	Kamrup Rural, Assam	50	Dr. S.R. Singh
196.	FAP on Post Harvest Management and marketing of agricultural produce	3 March 2016	APMC, Sahada, Nandurbar, Maharashtra	50	Dr. Hema Yadav
197.	Value Chain Based Programme for Farmers	3 March 2016	Chomu, Rajasthan	24	Dr. Shalendra
198.	Value Chain Based Programme for Farmers	4 March 2016	Chomu, Rajasthan	27	Dr. Shalendra
199.	FAP on Post Harvest Management and marketing of agricultural produce	4 March 2016	APMC, Sahada, Nandurbar, Maharashtra	50	Dr. Neetu Bhagat
200.	FAP on Post Harvest Management and marketing of agricultural produce	4 March 2016	APMC Parola, Jalgaon, Maharashtra	73	Dr. Neetu Bhagat
201.	FAP on Agri cultural Marketing	4 March 2016	KamrupRural, Assam	55	Dr. S.R. Singh
202.	Post Harvest Management and Marketing of Horticulture Produce	4 March 2016	APMC, Parola Jalgaon, Maharashtra	73	Dr. Neetu Bhagat
203.	FAP on Agricultural Marketing	4 March 2016	BAU Sabour, Bihar	54	Dr. S.R. Singh
204.	Supply Chain Management	2-4 March, 2016	NIPHT, Maharashtra	30	Dr. Neetu Bhagat
205.	FAP on Agricultural Marketing	5 March 2016	Kamrup Rural, Assam	50	Dr. S.R. Singh
206.	FAP on Agricultural Marketing	5 March 2016	BAU Sabour, Bihar	51	Dr. S.R. Singh
207.	Training Programme on Project Management	5-6 March 2016	BAU Sabour, Bihar	30	Dr. Shalendra
208.	FAP on Agricultural Marketing	7 March 2016	Nalbari, Assam	50	Dr. S.R. Singh
209.	FAP on Agricultural Marketing	8 March 2016	Nalbari, Assam	52	Dr. S.R. Singh
210.	FAP on Agricultural Marketing	9 March 2016	Nalbari, Assam	55	Dr. S.R. Singh
211.	FAP on Agricultural Marketing	10 March 2016	Bongaigaon, Assam	50	Dr. S.R. Singh
212.	Training Programme on Market Led Extension	10-11 March 2016	KVK Sahara, Assam	36	Dr. S.R. Singh
213.	FAP on Agricultural Marketing	11 March 2016	Bongaigaon, Assam	50	Dr. S.R. Singh
214.	FAP on Agricultural Marketing	12 March 2016	Bongaigaon, Assam	50	Dr. S.R. Singh
215.	FAP on Agricultural Marketing	13 March 2016	Barpeta, Assam	51	Dr. S.R. Singh
216.	FAP on Agricultural Marketing	14 March 2016	Barpeta, Assam	52	Dr. S.R. Singh

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217.	Marketing of Horticulture Produce	12-13 March 2016	KVK Madhepura, Bihar	37	Dr. S.R. Singh
218.	FAP on Agricultural Marketing	14 March 2016	KVK Khagaria, Bihar	42	Dr. S.R. Singh
219.	FAP on Agricultural Marketing	15 March 2016	Barpeta, Assam	50	Dr. S.R. Singh
220.	FAP on Agricultural Marketing	16 March 2016	Howly, Assam	54	Dr. S.R. Singh
221.	FAP on Agricultural Marketing	16 March 2016	Barpeta, Assam	52	Dr. S.R. Singh
222.	FAP on Agricultural Marketing	16 March 2016	Howly, Assam	50	Dr. S.R. Singh
223.	FAP on Agricultural Marketing	16 March 2016	KVK Munger, Bihar	55	Dr. S.R. Singh
224.	Training Programme on Agricultural Marketing	16-17 March 2016	KVK Supaul, Bihar	32	Dr. S.R. Singh
225.	FAP on Agricultural Marketing	17 March 2016	KVK Sheikhp, Bihar	54	Dr. S.R. Singh
226.	FAP on Agricultural Marketing	17 March 2016	Darrang, Assam	48	Dr. S.R. Singh
227.	Training programme on Agricultural Marketing	17-19 March 2016	KIAM Mysore, Karnataka	11	Dr. Shalendra
228.	FAP on Agricultural Marketing	18 March 2016	Darrang, Assam	52	Dr. S.R. Singh
229.	FAP on Agricultural Marketing	19 March 2016	Darrang, Assam	55	Dr. S.R. Singh
230.	FAP on Agricultural Marketing	21 March 2016	Goalpara, Assam	50	Dr. S.R. Singh
231.	FAP on Agricultural Marketing	22 March 2016	Goalpara, Assam	56	Dr. S.R. Singh
232.	Farmer Awareness Programme on Agricultural Marketing	22 March 2016	Nongunlong, East Khasi Hills, Meghalaya	60	Dr. Shalendra
233.	Farmer Awareness Programme on Agricultural Marketing	23 March 2016	Goalpara, Assam	52	Dr. S.R. Singh
234.	Public Private Partnership in Agricultural marketing	21-23 March, 2016	NIPHT, Maharashtra	30	Dr. Hema Yadav
235.	Farmer Awareness Programme on Agricultural Marketing	26 March 2016	Nongunlong, West Khasi Hills, Meghalaya	107	Dr. Shalendra
236.	Farmer Awareness Programme on Agricultural Marketing	28 March 2016	Morigaon, Assam	54	Dr. S.R. Singh
237.	Farmer Awareness Programme on Agricultural Marketing	28 March 2016	Umden Mission, Ri-Bhoi, Meghalaya	96	Dr. Shalendra
238.	Farmer Awareness Programme on Agricultural Marketing	29 March 2016	Raliang, Jaintia Hills, Meghalaya	60	Dr. Shalendra
239.	Farmer Awareness Programme on Agricultural Marketing	29 March 2016	Morigaon, Assam	52	Dr. S.R. Singh
240.	Farmer Awareness Programme on Agricultural Marketing	30 March 2016	Morigaon, Assam	53	Dr. S.R. Singh
241.	Farmer Awareness Programme on Agricultural Marketing	31 March 2016	Kamrup M, Assam	50	Dr. S.R. Singh

Annual Accounts 2015-2016



G. DUTTA & CO.

CHARTERED ACCOUNTANTS

Head Office: G-26, II Floor, Harsh Path, Shyam Nagar, Jaipur

Office : +91-141-2294623

Fax : +91-141-2294623

Cell : +91-98290-69293

+91-98290-69430

+91-94133-35909

E-mail : gduttaco83@gmail.com

Auditor's Report

To,

The Member of Ch. Charan Singh National Institute of Agricultural Marketing,
Jaipur-302033.

We have audited the attachment Balance Sheet of Ch. Charan Singh National Institute of Agricultural Marketing Jaipur as at 31st March, 2016 and also the annexed Income and Expenditure Account and Receipt & Payments Account for the year ended on that day and report that:

We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit. The Institute has maintained proper books of account and the Balance Sheet and Income & Expenditure Account and Receipts & Payments Account dealt within this report are in agreement with them.

These financial statements are the responsibility of the Institute management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. An audit includes examining, on test basis, evidence supporting the amounts and disclosures in the financial statement. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.



ANNUAL REPORT

In our opinion and to the best of our knowledge and belief, the accounts give a true and fair view read along with Notes on accounts.

- a) In the case of Balance Sheet of state of affairs as at 31st March, 2016
- b) In the case of Income and Expenditure account of Excess of Income over Expenditure of the Institute for the year ended on 31st March, 2016 and
- c) In the case of Receipt & Payments Account, of receipt and payment of the Institute for the year ended on 31st March, 2016.

**For G. Dutta & Co.
Chartered Accountants**


Vikas Sharma
**(Vikas Sharma)
Partner
M.No. 410552
Firm Regn. No. 002136C**

**Place: Jaipur
Date: 13.07.2016**

Ch. Charan Singh
National Institute of Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala (Near Sanganer) Jaipur- 302033
GFR-19A

UTILISATION CERTIFICATE
As on 31-03-2016

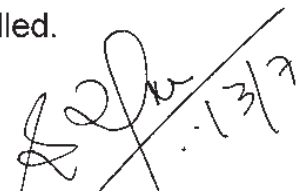
S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	No. G.20015/8/2015-M II Dated 06.07.2015	11-07-2015	50,00,000.00
(ii)	No. G.20015/8/2015-M II Dated 06.08.2015	21-08-2015	76,28,000.00
(iii)	No. G.20015/8/2015-M II Dated 13.10.2015	27-10-2015	41,53,000.00
		Total	1,67,81,000.00

Certified that out of Rs. 1,67,81,000.00 of grant-in-aid under General Category States was sanctioned during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Farmer Welfare, Govt. of India vide letter no. given in the margin and Rs. Nil on account of unspent balance of previous year, a sum of Rs. 1,67,81,000.00 has been utilized for revenue expenditure for which it was sanctioned and Rs. Nil balance of grants in aid remain unutilized at the end of the year.

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled.

Place: Jaipur

Date: 13.07.2016


13/7
Director General
Director General
C.C.S. National Institute of
Agriculture & Marketing
(A Govt. of India Organisation)
Kota Road, Bambala, Near Sanganer
JAIPUR-302 033

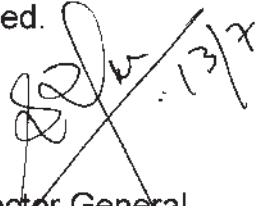


Ch. Charan Singh
National Institute of Agricultural Marketing
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Kota Road, Bambala (Near Sanganer) Jaipur- 302033
GFR-19A
UTILISATION CERTIFICATE
As on 31-03-2016

S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	No. G.20015/8/2015-M II Dated 06.08.2015	21-08-2015	4,80,000.00
(ii)	No. G.20015/8/2015-M II Dated 13.10.2015	27-10-2015	41.64,000.00
(iii)	No. G.20015/8/2015-M II Dated 16.03.2016	23-03-2016	3,56,000.00
		Total	50,00,000.00

Certified that out of Rs. 50,00,000.00 of grant-in-aid (General) other than North Eastern State under Special Component Plan for Scheduled Castes Category was sanctioned during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Cooperation, Govt. of India vide letter no. given in the margin and Rs. Nil on account of unspent balance of previous year, a sum of Rs.50,00,000.00 has been utilized for revenue expenditure for which it was sanctioned and Rs. Nil balance of grants in aid remain unutilized at the end of the year.

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled.


13/7
Director General
Director General
C.C.S. National Institute of
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JAIPUR-302 033

Place: Jaipur

Date: 13.07.2016

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National Institute of Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala (Near Sanganer) Jaipur- 302033
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UTILISATION CERTIFICATE
As on 31-03-2016

S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	No. G.20015/8/2015-M II Dated 06.08.2015	21-08-2015	3,92,000.00
(ii)	No. G.20015/8/2015-M II Dated 13.10.2015	27-10-2015	16,83,000.00
(iii)	No. G.20015/8/2015-M II Dated 16.03.2016	23-03-2016	34,25,000.00
		Total	55,00,000.00

Certified that out of Rs. 55,00,000.00 of grant-in-aid (General) other than North Eastern State under Tribal Area Sub Plan for TSP Category was sanctioned during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Cooperation, Govt. of India vide letter no. given in the margin and Rs. Nil on account of unspent balance of previous year, a sum of Rs. 42,18,012.00 has been utilized for revenue expenditure for which it was sanctioned and Rs. 12,81,988.00 balance of grants in aid remain unutilized at the end of the year.

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled.

(Signature)
Director General

Director General
 C.C.S. National Institute of
 Agricultural Marketing
 (A Govt. of India Organisation)
 Kota Road, Bambala, Near Sanganer
 JAIPUR-302 033

Place: Jaipur

Date: 13.07.2016



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National Institute of Agricultural Marketing
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Kota Road, Bambala (Near Sanganer) Jaipur- 302033
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UTILISATION CERTIFICATE
As on 31-03-2016

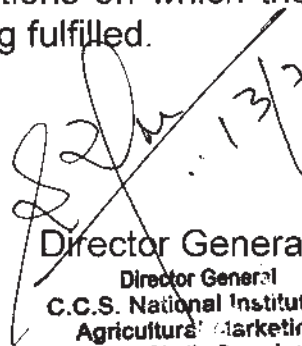
S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	No. G.20015/8/2015-M II Dated 12.08.2015	21-08-2015	10,03,000.00
(ii)	No. G.20015/8/2015-M II Dated 17.02.2016	24-02-2016	29,35,000.00
		Total	39,38,000.00

Certified that out of Rs. 39,38,000.00 of grant-in-aid for North Eastern States (Gen) was sanctioned during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Cooperation, Govt. of India vide letter no. given in the margin and Rs. Nil on account of unspent balance of previous year, a sum of Rs. 39,38,000.00 has been utilized for revenue expenditure for which it was sanctioned and Rs. Nil balance of grants in aid remain unutilized at the end of the year.

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled.

Place: Jaipur

Date: 13.07.2016


13/7
Director General
Director General
C.C.S. National Institute of
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(A Govt. of India Organisation)
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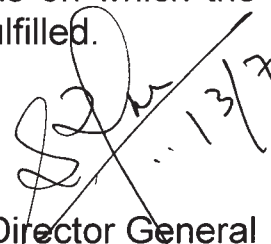
UTILISATION CERTIFICATE

As on 31-03-2016

S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	Balance as on 1.04.2015	01.04.2015	9,81,192.00
(ii)	No. G.20015/8/2015-M II Dated 17.02.2016	24-02-2016	10,80,000.00
		Total	20,61,192.00

Certified that out of Rs. 10,80,000.00 of grant-in-aid (NES) under special Component Plan for Scheduled Caste for North Eastern State Plan was sanctioned during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Cooperation, Govt. of India vide letter no. given in the margin and Rs. 9,81,192.00 on account of unspent balance of previous year, a sum of Rs. 20,61,192.00 has been utilized for revenue expenditure for which it was sanctioned and Rs. Nil balance of grants in aid remain unutilized at the end of the year.

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled.


13/7

Director General

Director General
C.C.S. National Institute of
Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala, Near Sanganer
JAIPUR-302 033

Place: Jaipur

Date: 13.07.2016



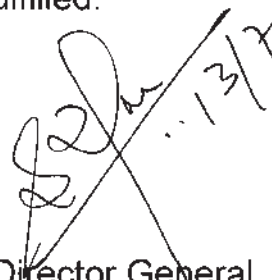
Ch. Charan Singh
National Institute of Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala (Near Sanganer) Jaipur- 302033
GFR-19A

UTILISATION CERTIFICATE
As on 31-03-2016

S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	No. G.20015/8/2015-M II Dated 12.08.2015	21-08-2015	4,97,000.00
(i)	No. G.20015/8/2015-M II Dated 21.03.2016	31.03.2016/ 02.04.2016	40,00,000.00
		Total	44,97,000.00

Certified that out of Rs. 44,97,000.00 of grant-in-aid for North Eastern State (TSP) Plan was sanctioned during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Cooperation, Govt. of India vide letter no. given in the margin and Rs. Nil on account of unspent balance of previous year, a sum of Rs. 23,10,544.00 has been utilized for revenue expenditure for which it was sanctioned and Rs. 21,86,456.00 balance of grants in aid remain unutilized at the end of the year.

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled.


13/7

Director General
Director General
C.C.S. National Institute of
Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala, Near Sanganer
JAIPUR-302 033
13/7/16

Place: Jaipur

Date: 13.07.2016

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National Institute of Agricultural Marketing
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GFR-19A

UTILISATION CERTIFICATE

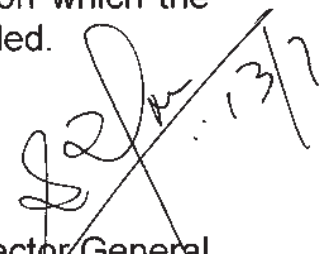
As on 31-03-2016

S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	Nil	Nil	Nil
		Total	Nil

Certified that out of Rs. Nil of grant-in-aid sanctioned on account of "Investment Subsidy for Construction/Renovation/Expansion of Rural Godowns" during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Cooperation, Govt. of India vide letter no. given in the margin and Rs. 14,93,635.79 on account of unspent balance of previous year, a sum of Rs. 67.98 has been utilized for revenue expenditure for which it was sanctioned and Rs.14,93,567.81 remain unutilized as on 31.03.2016 & will be utilized in next financial year 2016-17 on receipt of utilization certificates.

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled.

Place: Jaipur
Date: 13.07.2016


Director General

Director General
C.C.S. National Institute of
Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala, Near Sanganer
JAIPUR-302 033



Ch. Charan Singh
National Institute of Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala (Near Sanganer) Jaipur- 302033
GFR-19A

UTILISATION CERTIFICATE

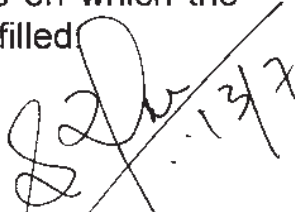
As on 31-03-2016

S.No.	Letter No & Date	Date of DD/RTGS	Amount
(i)	Nil	Nil	Nil
		Total	Nil

Certified that out of Rs. Nil of grant-in-aid sanctioned on account of implementation of Central Sector Scheme "Development of Agricultural Marketing Infrastructure Grading & Standardization" during the year 2015-16 in favour of Ch. Charan Singh National Institute of Agricultural Marketing, Jaipur under the Ministry of Agriculture, Department of Agriculture & Cooperation, Govt. of India vide letter no. given in the margin and Rs. 65,178.75 on account of unspent balance of previous year, a sum of Rs. 281.98 has been utilized for revenue expenditure for which it was sanctioned and Rs.64,896.77 remain unutilized as on 31.03.2016 & will be utilized in next financial year 2016-17 on receipt of utilization certificates. .

Certified that I have satisfied myself that the conditions on which the grants-in-aid was sanctioned have been fulfilled/are being fulfilled

Place: Jaipur
Date: 13.07.2016


13/7
Director General
Director General
C.C.S. National Institute of
Agricultural Marketing
(A Govt. of India Organisation)
Kota Road, Bambala, Near Sanganer
JAIPUR-302 033
13/7/2016

ANNUAL REPORT



FORM OF FINANCIAL STATEMENTS (NON-PROFIT ORGANISATIONS)
C.C.S. NATIONAL INSTITUTE OF AGRICULTURAL MARKETING
Kota Road, Bambala, Jaipur - 302033
CONSOLIDATED RECEIPTS AND PAYMENTS FOR THE YEAR ENDED 31st March 2016

RECEIPTS	Current Year	Previous Year	PAYMENTS	Current Year	Previous Year
I) Opening Balance			I) Expenses		
a) Cash in Hand	23,166.00	28,207.00	a) Establishment Expenses	31,075,432.00	32,822,323.00
b) Bank Balance			b) Other administrative & Indst. Maint. Expenses	15,293,982.90	10,182,511.75
i) In current/savings A/c	13,209,679.50	11,156,103.35	c) Trg. P/F & Con. etc. exps		
ii) In deposit A/c	124,699,036.00	79,964,066.00	Trg. P/F & Con. etc. exps(NIAM)	6,464,816.00	12,781,757.00
iii) In E-Bank A/c	10,000.00	852,286.00	Trg. P/F & Con. etc. exps(MKT-INFRA)	0.00	0.00
			Trg. P/F & Con. etc. exps(RGS)	0.00	0.00
II) Grant Received			Trg. P/F & Con. etc. exps(FCRA)	1,330,509.00	13,267,857.25
a) From Govt. of India			Trg. P/F & Con. etc. exps(PGDABM)	14,180,161.00	9,974,888.25
i) NIAM	32,796,000.00	50,700,000.00			
ii) MIS	0.00	0.00	II) Payment made against fund		
iii) CSS (RGS)	0.00	0.00	Advance for Training programmes (NIAM)	6,579,732.00	597,617.00
iv) NAMA	0.00	0.00	Advance for Training programmes (RGS)	0.00	0.00
			Advance for Training programmes (MKT-INFRA)	0.00	0.00
Transfer	0.00	0.00	Advance for Training programmes (FCRA)	406,091.00	0.00
III) Income on Investment			III) Investment and deposit made		
a) Earmarked/Endow. Funds	0.00	0.00	a) Out of Earmarked/Endowment fund (Gratuity)	0.00	1,063,059.00
b) Own Fund	0.00	0.00	b) Out of own fund	0.00	0.00
IV) Interest Received			IV) Expenditure on Fixed Assets & CWIP		
a) On Bank Deposit	17,979,497.00	5,077,664.00	a) Purchase of Fixed Assets	3,842,117.00	326,282.00
b) Loan, Advances (Employees) etc.	0.00	36,080.00	b) Expenditure on CWIP	0.00	841,331.00
VI) Other Income			V) Refund of surplus money/loans		
a) Fees for Service	8,122,808.50	16,694,668.00	a) To the Govt. of India	0.00	0.00
b) Fees for PGDABM/FCRA	30,277,550.00	55,492,203.40	b) To the State Govt.	0.00	0.00
c) Misc. Income	573,409.00	776,681.00	c) To other provider of Funds/EMD	0.00	0.00
			d) Caution Money	259,500.00	0.00
			e) Inter Transfer & Others	0.00	74,800.00
VII) Amount Borrowed	0.00	0.00	VI) Finance Charge/Interest		
			Advance to Employees	191,081.00	0.00
VIII) Any Other Receipt			TDS	0.00	1,059,449.00
a) Security / EMD Rece.	273,420.00	0.00	O.S. Liabilities/other (BSNL/CPWD)	5,722,308.00	183,205.00
b) Advance received/recovered/inter transfer	406,091.00	180,357.00	Security deposit	100,459.00	0
c) Sale of vehicle	0.00	0.00	VIII) Closing Balance		
d) Employee advance	76.00	124,672.00	a) Cash in Hand	16,879.00	23,166.00
e) Others (Misc. Recoveries)	270,062.00	234,085.00	b) Bank balance		
f) Gratuity	1,724,445.00	0.00	i) In current/savings A/c	6,402,816.10	13,209,679.50
			ii) In deposit A/c	138,489,376.00	124,699,036.00
			iii) In E-Bank A/c	10,000.00	10,000.00
Total	230,365,248.00	221,116,971.75	Total	230,365,248.00	221,116,971.75

As per our report even dated attached

For G. Dutta & Co.
Chartered Accountants

(Signature)
Vikas Sharma
Auditor

(Signature)
Dy. Director (Accounts)
NIAM, Jaipur

(Signature)
Director General
NIAM, Jaipur

Place: Jaipur
Date: 13.07.2016

FORM OF FINANCIAL STATEMENT (NON-PROFIT ORGANISATIONS)
C.C.S. NATIONAL INSTITUTE OF AGRICULTURAL MARKETING

Kota Road, Bambala, Jaipur - 302033

INCOME AND EXPENDITURE ACCOUNT FOR THE PERIOD/YEAR ENDED 31st March 2016

	Schedule	Current Year	Previous Year
INCOME			
Income from Sales / Services	12	3542871.50	14482865.00
Grants / Subsidies	13	48871357.44	57086790.75
Fees / Subscriptions	14	42700351.00	61376394.40
Income from Investments (Income on Invest. From earmarked/endow. Funds transferred to Funds)	15	1567123.00	473500.00
Income from Royalty, Publication etc.	16	0.00	0.00
Interest Earned	17	2162296.00	3718435.00
Other Income	18	686263.00	303024.00
Increase/(decrease) in stock of Finished goods and works-in-progress	19	0.00	0.00
TOTAL (A)		99530261.94	137441009.15
EXPENDITURE			
Establishment Expenses	20	27676189.00	31424500.00
Other Administrative Expenses etc.	21	45651196.11	49061223.25
Expenditure on Grants, Subsidies of RGS	22	0.00	0.00
Interest	23	0.00	0.00
Prior Adjustment		0.00	0.00
Depreciation (Net Total at the year-end - corresponding to Schedule 8)		0.00	0.00
TOTAL (B)		73327385.11	80485723.25
Balance being excess of Income over Expenditure (A-B)		26202876.83	56955285.90
Transfer to / from General Reserve		0.00	0.00
BALANCE BEING SURPLUS/(DEFICIT) CARRIED TO CORPUS/CAPITAL FUND		26202876.83	56955285.90
SIGNIFICANT ACCOUNTING POLICIES	24		
CONTINGENT LIABILITIES AND NOTES ON ACCOUNTS	25		

As per our report even dated attached

For G.Dutta & Co.

FRN - 002136C

Chartered Accountants



(Vikas Sharma)

Partner

M. No. 410552

Place: Jaipur

Date: 13-07-2016

Dy. Director (A/C)
NIAM, Jaipur

Director General,
NIAM, Jaipur

ANNUAL REPORT



FORM OF FINANCIAL STATEMENTS (NON-PROFIT ORGANISATIONS)
C.C.S.NATIONAL INSTITUTE OF AGRICULTURAL MARKETING
Kota Road, Bambala, Jaipur ~ 302033

BALANCE SHEET AS AT 31st March 2016

	Schedule	Current Year	Previous Year
CORPUS/CAPITAL FUND AND LIABILITIES			
CORPUS / CAPITAL FUND	1	180583092.03	168942474.68
RESERVES AND SURPLUS	2	0.00	0.00
EARMARKED/ ENDOWMENT FUNDS	3	228914621.71	228531629.67
SECURED LOANS AND BORROWINGS	4	0.00	0.00
UNSECURED LOANS AND BORROWINGS	5	0.00	0.00
DEFERRED CREDIT LIABILITIES	6	0.00	0.00
CURRENT LIABILITIES AND PROVISIONS	7	38673409.21	32666885.00
TOTAL		448171122.95	430140989.35
ASSETS			
FIXED ASSETS	8	257947309.35	256142593.35
INVESTMENT-FROM EARMARKED/ENDOWMENT FUNDS	9	12101737.00	12897408.00
INVESTMENT-OTHERS	10	0.00	0.00
CURRENT ASSETS, LOANS, ADVANCES ETC.	11	178110076.60	161100988.00
MISCELLANEOUS EXPENDITURE (to the extent not written off or adjusted)			
TOTAL		448159122.95	430140989.35
SIGNIFICANT ACCOUNTING POLICIES	24		
CONTINGENT LIABILITIES AND NOTES ON ACCOUNTS	25		

As per our report even dated attached

For G.Dutta & Co.

FRN - 002136C

Chartered Accountants



(Vikas Sharma)

Partner

M. No. 410552

Place: Jaipur

Date: 13-07-2016

Dy. Director(A/C)
NIAM, Jaipur

Director General,
NIAM, Jaipur



This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.