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Annual Administrative Report - 2017-18

Netaji Subhas Training Institute of Agricultural Marketing, Baidyabati

(Training Institute of West Bengal State Agricultural Marketing Board)

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Netaji Subhas Training Institute of Agricultural Marketing, the training institute of West Bengal State Agricultural Marketing Board under Department of Agricultural Marketing, Govt. of West Bengal was inaugurated on 4th April, 2010, the Institute got the affiliation of National Institute of Agricultural Marketing, Jaipur, as a Sub-Center Institute of NIAM, Jaipur, on 2nd February, 2011. The building was constructed with the help of the NABARD, who had sanctioned Rs. 1.76 Crores under RIDF XIII.

Several training programs are being conducted by NSTIAM, Baidyabati, which are mainly funded by NAIM, Jaipur and Govt. of West Bengal, mostly targeting the following:

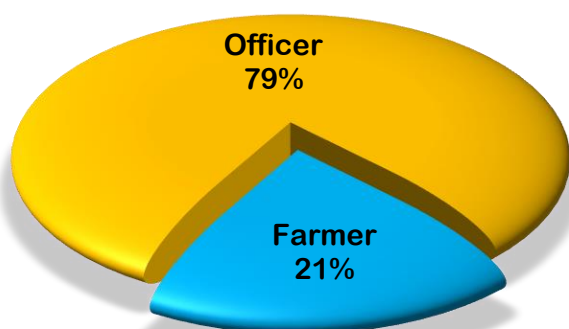
- ❖ Officials of Department of Agricultural Marketing
- ❖ Officials of Regulated Market Committees
- ❖ Official of WBSMB
- ❖ Individual Farmers
- ❖ Members of Self Help Groups
- ❖ Members of FPOs/FPCs/FIGs
- ❖ Young Members of Farm Families

Since inception, the Institute has trained around **4860 numbers of trainees**. Among which, **1794 number of Farmers / members of Farm Families** have been trained in last four Financial Years. **In the Financial Year 2017-18, 779 number of trainees** were trained through **48 trainings**, - both of which are the highest in any Financial Year in the history of the Institute.

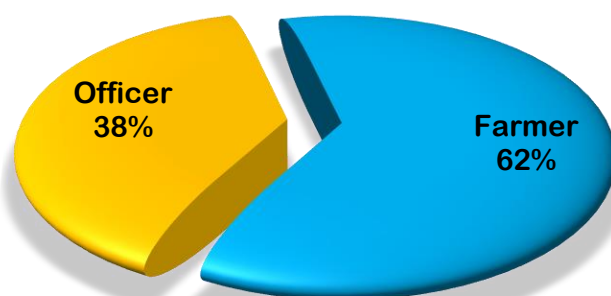
Till date NSTIAM has already covered **68 blocks from 19 Districts**, which is around **20%** of the total blocks of the State.



Trainee Distribution from F.Y 2010-11 to 2013-14



Trainee Distribution from F.Y 2014-15 to 2017-18

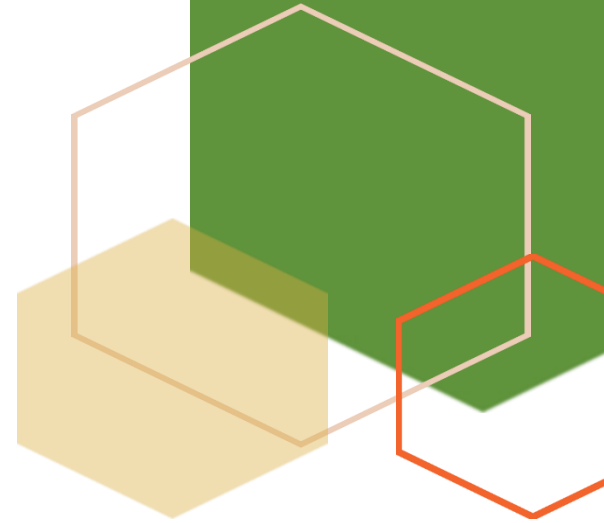


"The NSTIAM model of providing One Time Assistance against the Bank Approved Agri-marketing based projects to the Farm Family youths by the way of forming group is a unique one in the Country and probably 1st of its kind in the Country." - Dr. J.S Yadav, Managing Director, COSAMB



Division of Books in the Library

- ❖ Division of Agronomy
- ❖ Division of Agricultural Extension Education
- ❖ Division of Soil Science and Agricultural Chemistry
- ❖ Division of Vegetable Science and Floriculture
- ❖ Division of Post-Harvest Technology
- ❖ Division of Plant Breeding and Genetics
- ❖ Division of Entomology
- ❖ Division of Agro-forestry
- ❖ Division of Agricultural Economics
- ❖ Division of Plant Pathology
- ❖ Division of MBA - Agri Business
- ❖ Division of Journals



Training Amenities

Training Capacity: Presently the institute is having a seating capacity of 172 trainees.

Classrooms: There are 7 classrooms presently in the Institute where classes can be conducted. 5 classrooms are having seating capacity of 30 people, whereas in the two computer labs, 32 people can attend training at a time. All the classrooms are fully equipped with Audio - Visual aids. A.C is installed in one classroom and the computer labs.

Library: The Institute's library is equipped with several books related to agriculture, agricultural marketing, laws, acts etc. 20 people can be accommodate in the library for reading purpose at a time. At present there are **234 nos.** of books there in the library.

Residential Arrangement: Presently the Institute is having a staying capacity of 104 people. There are 6 dormitory rooms and 2 double bedded guest rooms in the main building. Capacity of dormitory rooms varies from 4 to 8 per room.

In the Main hostel of the Institute, there is separate arrangement of 10 numbers of female trainees along with 6 single bedded guest rooms. Other rooms are double bedded.

Canteen: A separate cooking and dining arrangement has been made in the ground floor of the new hostel building. 36 (thirty-Six) people can have their food at a time in the common dining area. Additionally, there is one guest dining room where 12 guests can be accommodated.

Training Programs at N.S.T.I.A.M in 2017-18

Proposals for conducting training courses under State Budget are sent in the beginning of every Financial Year. In the F.Y 2017-18, NSTIAM conducted the following type of trainings:

A. One **90 days residential training** programme is exclusively for the young members of the Small and Marginal Farm Families with special thrust upon the SC and ST communities to ensure them better livelihood opportunities by means of imparting training in a planned manner for boosting their employability by way of making a techno-economically viable rural based agro-farming with special emphasis on organic principles as a means of either direct employment or through entrepreneurship development.

Total 556 trainees have been trained so far by the Institute selected from **36 blocks of 15 different districts of the State.**

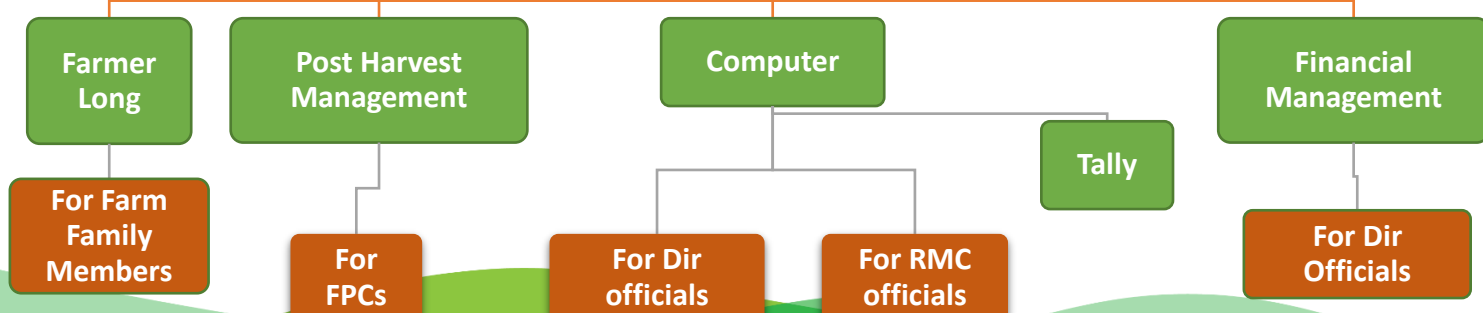
B. Another **14 days residential training** program on Post Harvest Management, Preservation and Marketing of Fruits and Vegetables. The trainees were the representatives from FPCs, FPOs or Farmers' Group registered with Sufal Bangla PMU.

Total 811 numbers of trainees have been trained so far by the Institute selected from **47 blocks of 17 districts of the State.**

C. Other trainings on Financial Management, Tally Accounting Package, Computer (Basic, Hardware and Advanced) are also conducted by the Institute mainly for the Staffs and Officials of Department of Agricultural Marketing.



Training 2017-18 under State Budget





Training on HRMS

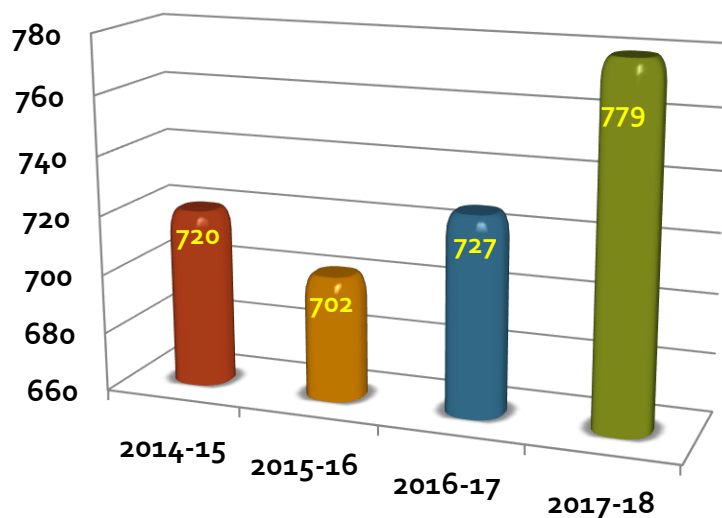
- The Training Duration was of 2/3 days.
- Conducted for the officials of the Directorate of Agril. Marketing, who are Master Trainers and Additional Master Trainers.
Officials were trained on several modules of HRMS, as instructed by Finance Dept, Govt. of West Bengal time to time.
- Total **76 candidates** completed this training in **4 number of training** in the F.Y 2017-18 under State Budget.



Training on Basic Hardware Management & Networking

- New Training introduced in this F.Y.
- The Training Duration was of 6 days.
- Conducted for the staffs of RMCs who had basic knowledge of Computer.
- Training as well as **Post Training Online Evaluation** was done by WEBEL.
- Successful candidates are provided with **Merit certificates** of WEBEL.
- Total **51 candidates** undergone this training in **04 number of training** in the F.Y 2017-18 under State Budget.

Trainees at NSTIAM in Last 04 F.Y



Training on Basic Computer Application



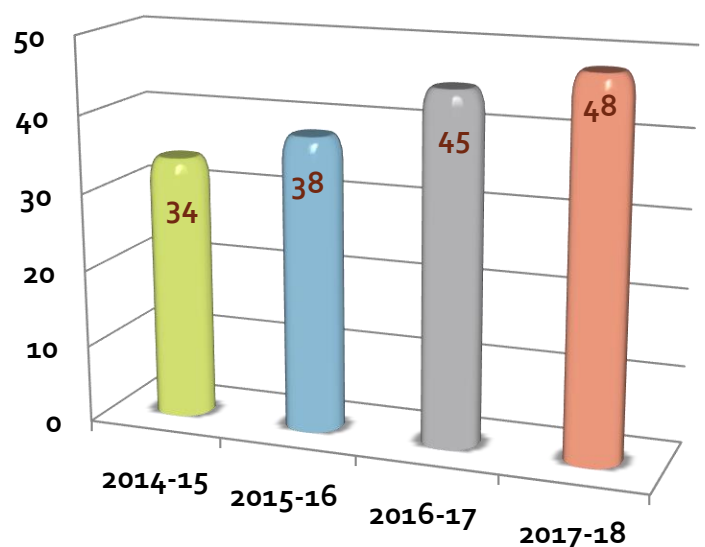
- The Training Duration was of 6 days.
- Conducted for the officials of the directorate of Agril. Marketing as well as for the staffs of RMCs.
- Training as well as **Post Training Online Evaluation** in association with **Microsoft** was done by **WEBEL**.
- Successful candidates have been provided with **Microsoft participation certificates**.
- Total **113 candidates** have undergone this training in **8 number of training** in the F.Y 2017-18 under State Budget.



Training on Advanced Computer Application

- New Training introduced in this F.Y
- The Training Duration was of 6 days.
- Conducted for the officials of the Directorate of Agril. Marketing as well as for the staffs of RMCs who had scored more than 60% marks in the Basic Computer Application in the F.Y 2016-17.
- Training as well as **Post Training Online Evaluation** was done by **WEBEL**.
- Successful candidates are provided with **Merit certificates** of **WEBEL**.
- Total **67 candidates** undergone this training in **05 number of training** in the F.Y 2017-18 under State Budget.

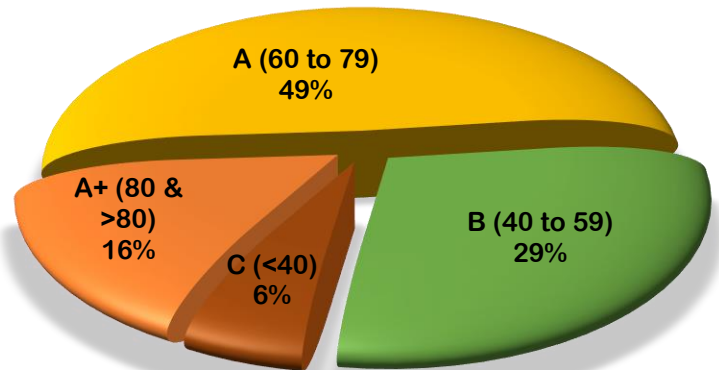
Training Number at NSTIAM in Last 04 F.Y



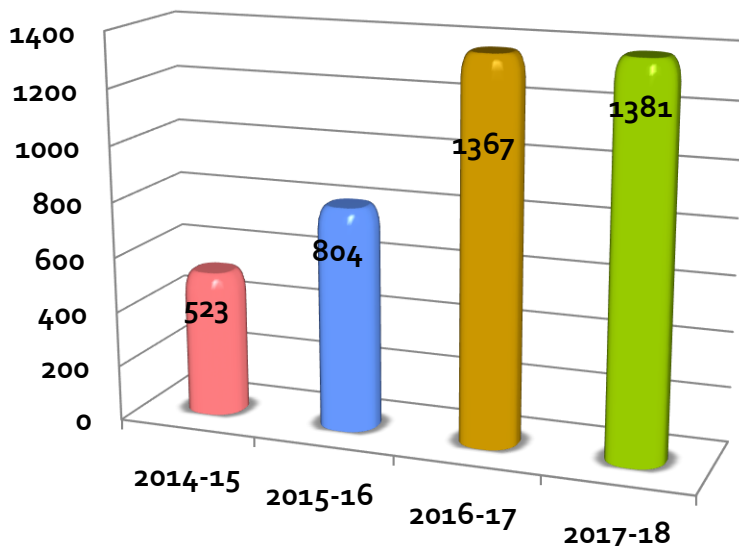
Training on TALLY Software

- The Training Duration was of 5 days.
- Conducted for the officials of the Directorate of Agril. Marketing as well as for the staffs of RMCs dealing with accounts
- Specialist training provider has been selected through EOI for imparting the training.
- Online evaluation has been done by Tally after completion of the training followed by providing certificate of Merit by Tally Solutions.
- Total 64 candidates undergone this training in 5 number of training in the F.Y 2017-18 under State Budget.

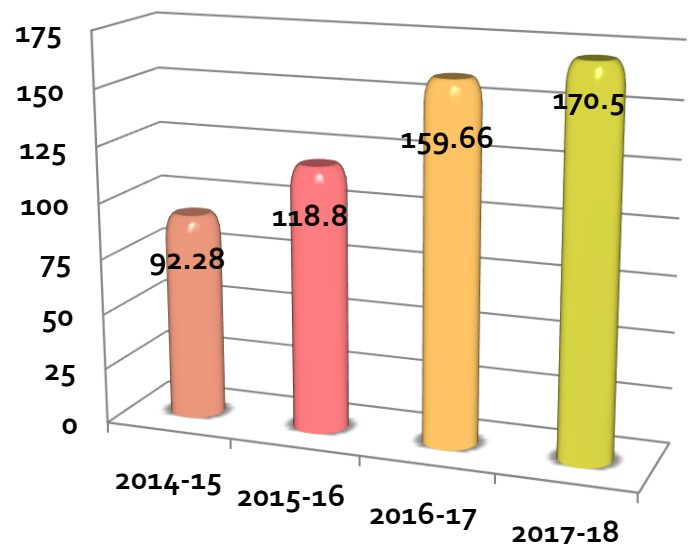
Grade Distribution of Online Tally Examination



Cumulative Training days at NSTIAM in Last 04 F.Y



Training Budget of NSTIAM in Last 04 F.Y (In Lakh)



Post-Harvest Management, Preservation and marketing on Fruits & Vegetables

The 14 days residential training was conducted by the Institute especially for the officials /members of the Farmer Producers Organizations / Farmer Producers Companies / Farmer Interest Groups registered with Sufal Bangla PMU. The trainees were selected and nominated By Sufal Bangla PMU.

During the training, the participants were focused on

- Marketing of Fruits & Vegetables and Supply chain management along with their Scientific preservations.
- Forward - backward linkages
- How to prepare bankable projects (BDP)
- Documentation, Accounts keeping and auditing.
- Various departmental schemes of our Department
- FSSAI licensing etc.

The trainees also visited

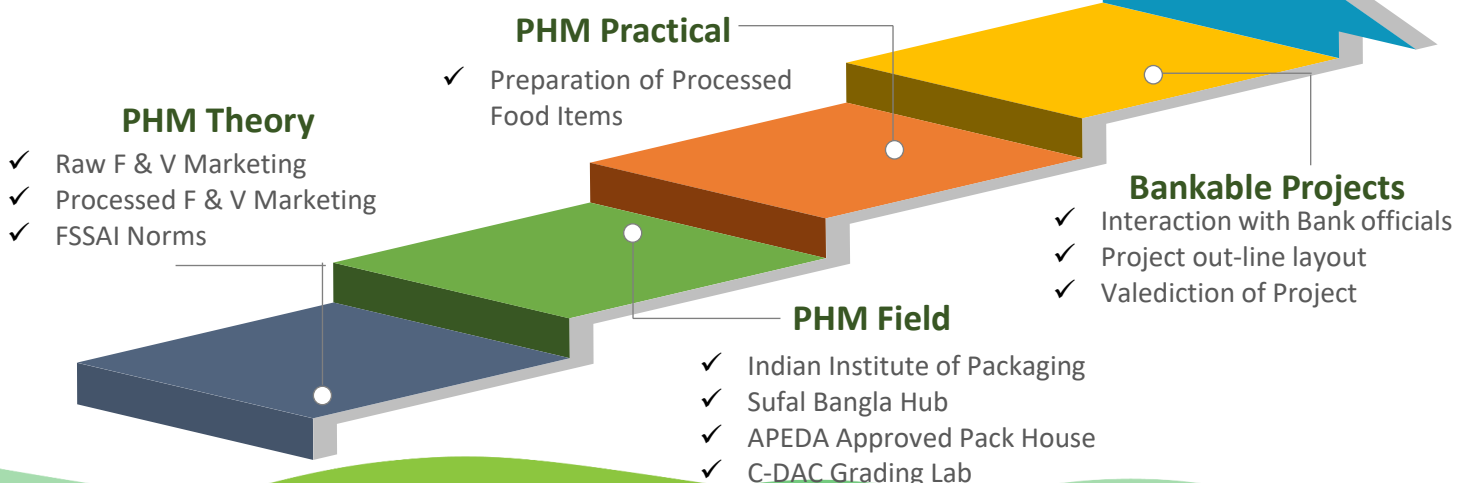
- ✓ Indian Institute of Packaging, Salt Lake
- ✓ Training and Canning Center, Chinsura, Hooghly
- ✓ APEDA approved Pack House at Duttapukur
- ✓ Sufal Bangla Singur Hub and Stalls
- ✓ State of art Grading Laboratory of C-DAC.

Total 191 trainees successfully completed the training program who were selected from 12 blocks representing 6 districts of the State in the Financial Year 2017-18.

07 trainee groups, out of 12, received @ Rs. 1.5 lakh as One Time Front End Financial Assistance in their group account after submission of their Business Development Plan (BDP) through a Bank Approved Project as a part of post training assistance. Total 10.5 Lakh rupees has been disbursed in this purpose from the State Budget.



Components of PHM Training Program



Groups Undergone PHM Training in 2017-18

District	Block	Name	Conducted on
Paschim Midnapur	Debra	Debra Agribusiness Producer Co. ltd	Aug & Sep - 2017
Purba Burdwan	Purbasthali II	Avant Garde FPCL	Aug - 2017
Uttar Dinajpur	Islampur	Life Foundation	Nov - 2017
	Raiganj	Dinajpur Tulaipanji Rice Producers Organization	
24 Parganas (S)	Bhangore I	Ghatakpukur Agro Producer Co. Ltd	Sep & Nov - 2017
	Bhangore II	Bhangore Vegetable Producer Co. Ltd	
	Baruipur	Baruipur Farmers Producer Co. Ltd	
24 Parganas (N)	Deganga	Deganga Uddogpati Farmers Club	Aug & Dec - 2017
	Amdanga	Khadija Swanirbhar Dal	
		Jui Swanirbhar Dal	
Nadia	Ranaghat	Khetranathji Farmers Group	Jan - 2018
	Karimpur	Karimpur Farmers Producers Org	



Training of Young Members of Farm Families



Trainees Visited and learnt market led production and preservations in institutes like

- C.I.F.A, Kalyani
- B.C.K.V, Kalyani
- W.B University of Animal and Fisheries Science, Kalyani
- N.D.R.I, ICAR, Kalyani
- Sheep and Goat Breeding Farm, Govt. of W.B, Kalyani
- Gotra Samabay Samiti, Gotra
- Ushagram Bio-farm, Birnagar
- Kriskah Bazars
- Potato and Multipurpose Cold Storages
- Vegetable & Flower Pack houses for E.U



In the financial year 2017-18, 90 days residential training program for the young members of the **Small and Marginal Farm Families** has been conducted by NSTIAM in much larger format. 12 batches (with maximum number of 30 trainees from each of the two blocks from one district) were trained under State Budget fund, as recommended by District Magistrate of the concerned district.

Apart from the Theory and Practical Classes, Field / Application Training were also imparted to the trainees. During Field / application time, the trainees visited to their own villages where they tried to apply and implement the learning of during their training in their own field condition. Additionally, they were provided with a **stipend of Rs. 1000/-** (rupees one thousand only) per month to mitigate the financial hardship that might be faced by his /her family during the training period. Block wise training module has been developed based on crop diversity and agro-climatic conditions of each of the blocks.

Total 120 classes of 1 hour and 30 minutes each has been conducted in the theory part, which mainly cover the broad areas of a. Modern Pre-harvest technologies, b. Market led production, c. Post-Harvest Management, d. Value addition Modern marketing methods, e. Computer management and its application.

Additionally, they were shown about different market linkage activities by visiting and interacting with traders of Koley market, & Madanpur haat, Sheorafully veg. Haat, Naihati fish market, different fruit and vegetable orchards, fish, dairy and poultry farms, flower nurseries.

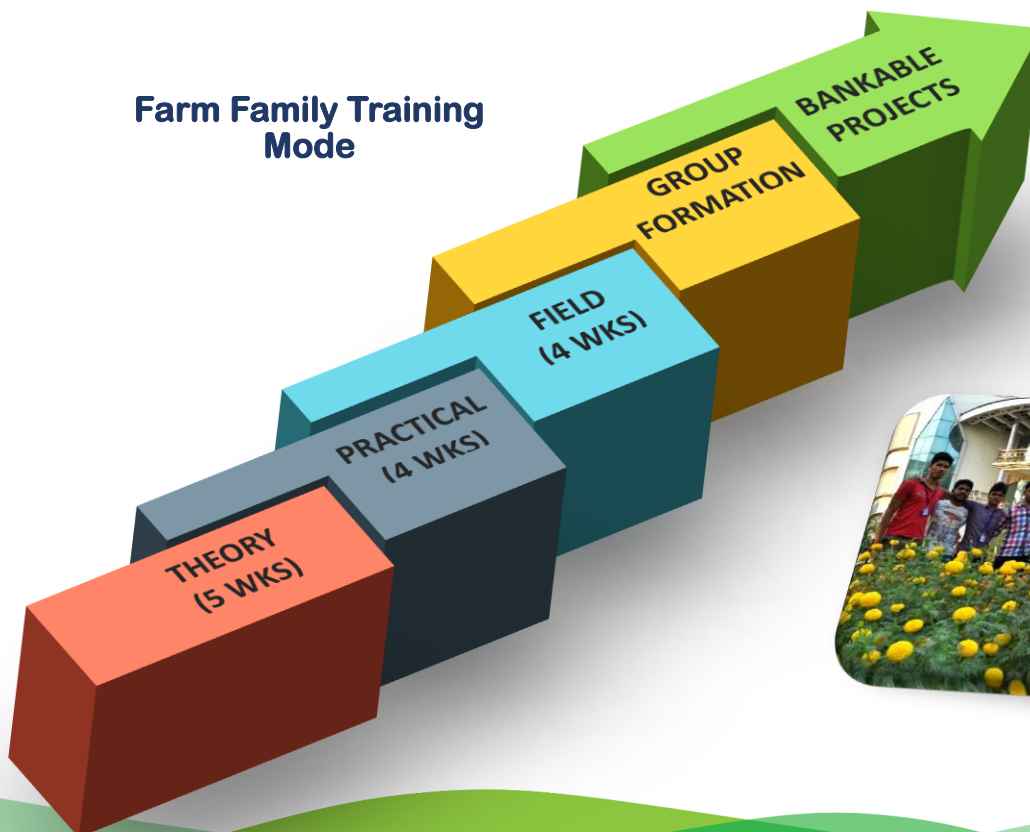


Total 167 trainees successfully completed the training program who were selected from 12 blocks representing 6 districts of the State in the Financial Year 2017-18. At the end of the training, they formed SHGs (block wise). Group Bank Account were opened and each of the 12 SHGs received @ Rs 2.0 lakh as One Time Front End Financial Assistance (OTA) in their group account after submission of their Business Development Plan (BDP) through a Bank Approved Project as a part of post training assistance. Total 24 Lakh rupees has been disbursed in this purpose from the State Budget.

Groups Undergone Farm Family Training in 2017-18

District	Block	Name of the New SHGs Formed	Conducted on
Malda	Gazole	Ajad Hind Swanirvor Gosthi	July - 2017 to Nov - 2017
	Habibpur	Sabuj Sathi Krishi Swanirbhar Gosthi	
Murshidabad	Nabagram	Nabagram Matri Mangal SHG	
	Berhampur	Sonar Bangla Swanirvar Gosthi	
Purba Burdwan	Raina-1	Alor Disha Swanirvor Gosthi	
	Raina-2	Sabuj Bangla Swanirbhar Gosthi	
Howrah	Shyampur I	Pragatisil Self Help Group	Nov - 2017 to Feb - 2018
	Uluberia II	Sonar Bangla Swanirvar Gosthi	
24 parganas (S)	Bhangore I	Sanchayan Swanirvar Gosthi	
	Bhangore II	Bhangor Naba Uday Swanirbhar Gosthi	
Purulia	Manbazar I	Rangamati Swanirbhar Gosthi	
	Bagmundi	Birsa Swanirbhar Gosthi	

Farm Family Training Mode



The Training provider, in association with the Institute, monitors the proposed project activities of the trainees for **next one year** after the training followed by submitting a monthly progress report for each of the groups to the Institute so that the Government can also be aware about the post training activities of the trainee groups.

From F.Y 2016-17 onwards, **24 new SHGs have been formed** with the trainees representing Young Members of Farm Families, selected from **24 Blocks of 12 Districts** of the State under 90 days Farm Family Member's Training.



OTA Releasing Mechanism

3. Obtaining Overdraft

The groups avail overdraft facilities / loan against the term deposit from the bank to run their submitted project until their Group is becoming eligible for availing loan facilities.

2. Conversion to Term Deposit

The Groups convert the said subsidy into Term Deposit for at least 01 year within 48 working hours after receiving such fund in their account. Copy of the T.D is deposited to the Institute

1. Release of OTA

The OTA releases to the Bank accounts of the Groups directly by NSTIAM as front ended subsidy upon submission of a bankable project, duly approved by bank.

1 2 3

Workshops with the Trainees in F.Y 2017-18

Apart from organizing different trainings throughout the year, NSTIAM is organizing several workshops with the trainees covering different issues. The Institute has organized 3 workshops of one day duration during the **Months of February and March'2018**.

One-day workshop on “Post-Harvest Management, Preservation and Marketing of Fruits & Vegetables” held at the Institute on **13-02-2018**. **Total 22 trainees** from different trainee groups who has successfully completed the 14-days’ training program in the F.Y 2017-18, participated in the program. The following issues were vividly discussed in the presence of experts from Sufal Bangla PMU and the Institute:

- ❖ Present status of the Trainee Groups in terms of their post training activities.
- ❖ Status of their Bank Linked project followed by submission of the project to the Institute after obtaining Bank’s approval, for release of OTA amount
- ❖ Problems facing by the Groups in terms of preparation / submission of their bank linked projects followed by troubleshooting.

Another One-day workshop was organized by NSTIAM on **10-03-2018** onwards with the successful trainees / Trainee groups mainly to:

- ❖ Have a better understanding of their present activities
- ❖ Find scope for improvement of their existing business through linkages with other groups
- ❖ Explore the potentiality for involving with the different activities of the Department.

Total 40 trainee entrepreneurs from 14 blocks of 10 Districts of the State, who were trained by the Institute in the **last 04 Financial Years**, were the main participants of the Workshop. They shared their entrepreneurial experience in presence of **Sri Tapan Dasgupta, Hon’ble MIC, Dept. of Agricultural Marketing** and other dignified officials of Department.



Other Activities in F.Y 2017-18



The Institute has also conducted several other activities apart from the usual trainings as described above. Some of the activities are described below:

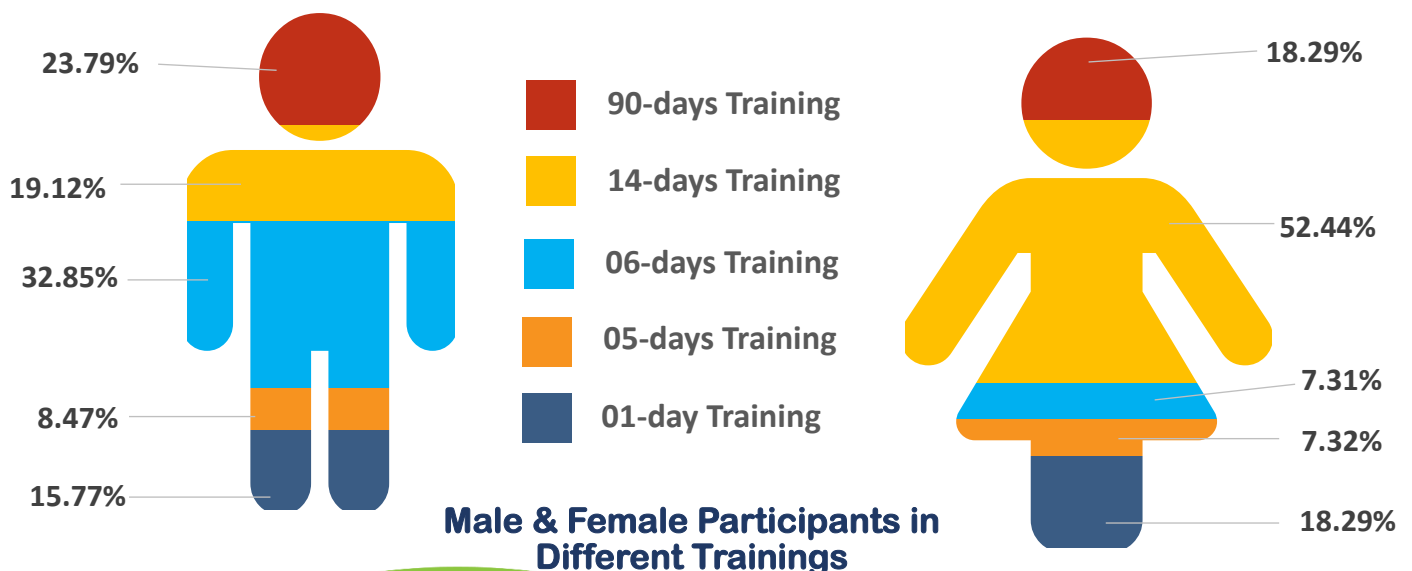
A. Just like last year, NSTIAM conducted the Secretariat training for the Probationary IAS officials of 2015 Batch. 10 No. of probationer IAS officials participated in the program on 19-04-2017. They were briefed about different activities of Agril. Marketing Department along with Enforcement of Prevailing State Legislations in relation to Agricultural Produces Marketing in West Bengal in presence of senior departmental officials.



B. Institute conducted One-day Capacity Building Workshop on RIDF for Officials of State Govt Departments on 23 May 2017. 40 officials, including Senior NABARD officials attended the Workshop.



C. Another workshop for the 7th Semester students of Palli Siksha Bhavan (Institute of Agriculture), Visva-Bharati was organised by the Institute in association with Sufal Bangla PMU. Total 09 students along with Assist. Professor of the Agricultural Economics Department of the University participated in the workshop on 06-09-2017. They were explained about different activates of the Department of Agril. Marketing with special emphasis to the procurement of vegetables for Sufal Bangla.

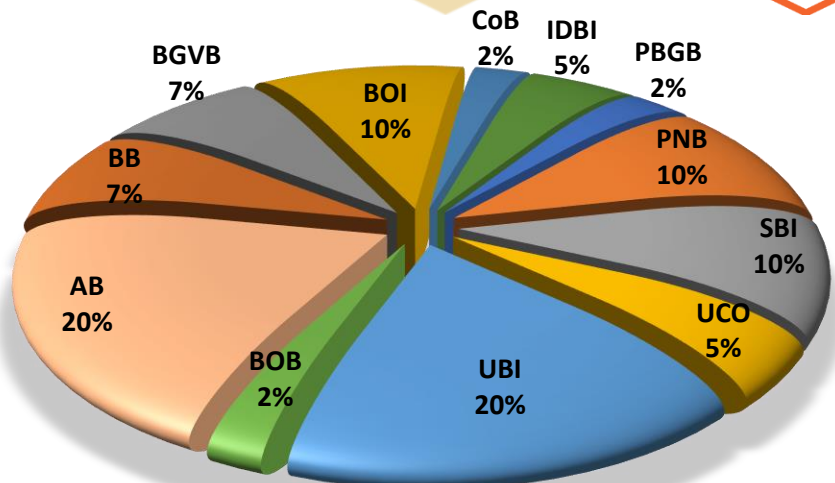


Post Training Activities

The Institute is keeping a close monitoring on the post-training activities of the trainee groups apart from imparting training to them. From F.Y 2016-17 onwards, **24 new SHGs** have been formed with the trainees representing Young Members of Farm Families, selected from **24 Blocks of 12 Districts** of the State under 90 days Farm Family Member's Training. Total **41 branches of 12 Banks** throughout the State have been involved for a **Maximum Credit Linkage** of more than Rs 68 lakh for the 41 Bank Linked Business Development Projects.

The groups are involving in the **business of Betel leaf, Flower, Fruits & Vegetables** - Fresh and processed, **Gobindobhog Paddy, Mushroom, Fish, Rabbit, Bori and Daal**.

Bank Branch Distribution



The groups who have successfully completed the 90 days Entrepreneurship and Skill Development Training during the **Financial Year 2016-17**, have already availed a total loan (in the form of overdraft) of **12.83 lakhs** from their **Banks** and earned more than **17.82 lakhs** from their business in a span of **11 months (From April'17 to February'18)**, which shows an encouraging **139% ROI (Return on Investment)** during this period. The OTA provided by the State Government, which has been converted to Fixed Deposit by the Groups, has acted as a guaranty for the loan that the Group availed from the banks for their projects. The groups have also reached to around 4300 people with their business during this period.

In addition to the group business, the trainees are also conducting several business activities related to agriculture and /or agri-allied sectors individually and several trainees trained under 14 days "Post-Harvest Management, Preservation and Marketing of Fruits & Vegetables Training" from Hooghly, Bankura, South 24 Parganas, North 24 Parganas districts are already **involved with front-end as well as back-end management of Sufal Bangla stalls** in different districts of the State.

Apart from this, 18 trainees from the Binpur and Daspur (Jangal-Mahal blocks) of Paschim Medinipur are actively working in the procurement hub of Sufal Bangla PMU at Singur Tapasi Malik Krishak Bazar since 2014. They are continuously staying at the Singur Krishak Bazar for the last 3.5 years and helping smooth operation of the hub.



District wise Number of Block Coverage

Twenty (20) members Mahamaya Sangha of Alipurduar District participated in the 14 days residential training on Fruits and vegetable production in the month of August - September'2015. The group has started their Fruit & Vegetable preservation center at Chengyl, Falakata from September-2016. They have also purchased the utensils and other food processing equipment, which includes one sealing machine, by utilizing the One Time Financial Assistance @ 1.5 lakh provided by NSTIAM. Presently the group is exporting Brinjal Pickle to Bhutan. Their pickle has got tremendous demand in the adjacent districts like Jalpaiguri and Coochbehar, apart from their home district Alipurduar itself.



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