

# MESH ANNUAL REPORT

## 2019-20



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In MESH we work closely with men and women with disabilities or affected by leprosy in producer groups across India.

Our focus is capacity building, design and marketing.

We are guided by the values of fair trade and are registered members of The World Fair Trade Organisation (WFTO).

We believe everyone should have a chance to work and earn a living.

A close-up photograph of a person's hands weaving a colorful textile on a loom. The hands are dark-skinned and are actively manipulating the threads. The loom is made of wood and has many threads of various colors (red, orange, yellow, and white) stretched across it. The background is slightly blurred, showing more of the weaving process.

### OUR MISSION

To provide opportunities for disabled people and people affected by leprosy to achieve social and economic integration by trading.

### OUR VISION

Self Sufficiency for our partners



# SUPPLIERS

**1158**

**Artisans**

**29**

**Groups**

**828**

**Women**

**330**

**Men**

**630**

**People with disability**

It is our delight that we are able to work with such skilled artisans in producer groups across the country. They are able to make hand crafted products to international standards whilst striving to comply with the principles of fair trade.

## Group Location

12 States

9 Rural

26 Urban

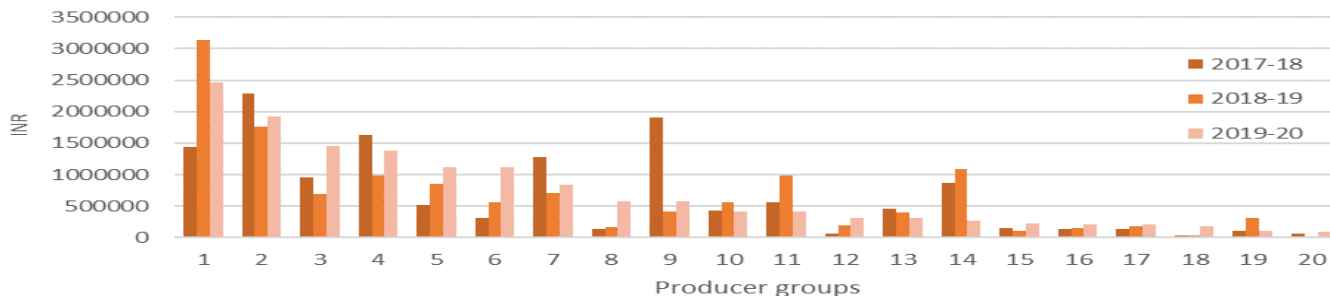
## Group Type

12 All-Women Groups

4 Rehab Units

5 Leprosy Colonies

## Top Twenty Suppliers Sales to MESH 2017-2020



1. Hubli Rehab and Training Unit
2. Khadi Gram Udyog Kusht Sewa Ashram (KUKA)
3. Care Kashmir
4. Little Flower K.&V.I. Leprosy Rehabilitation Centre
5. Jone Priyadarshini Mahila Mandal
6. Khadim Handicrafts
7. Blue Mango Trust
8. Aharam TCPCL
9. Prowess
10. Physically Handicapped Rehab and Training Centre

11. Society for Child Development
12. Anand Mahila Mandal
13. Father Muller Charitable Trust Rehab Unit
14. Bethany Colony Leprosy Association
15. K. Jawaharlal
16. Uma
17. Jayshree
18. Tariq Brothers
19. Kiran Society
20. Sarita

MESH aims to assist artisan groups to achieve fulltime work throughout the year, this does not mean that they should not seek for their own alternative markets but steady, regular work allows artisans some economic security. There are sometimes quite big swings in business with MESH which is a risk for producer groups and MESH is constantly trying to find ways to spread orders across groups to reduce those risks.



Supplier groups vary widely. A number of groups have a single skill like KUKA who dye and weave cotton, and Prowess that sew; where as other groups are multi skilled like the rehab unit in Hubli which has screen and block printers, tailors, wood carvers and all ancillary skills for those crafts. Little Flower artisans spin, dye, weave and sew Eri silk.

The one area that we have seen growth in the last two years is for sewing. There has been a growing trend for products made in new eco-friendly textiles. Our biggest growing product is an organic cotton veggie bag. The fabric is sourced from the mill and sent to sewing groups across the country for production.

This year KUKA converted some of their looms to weave organic cotton for the first time, they now supply organic cotton tea towels to customers in Germany. (See more about KUKA on the next page)





Janardan Singh is married with a teenage son and daughter. He lives with his wife and family, his mother and his brother and his wife in Khadi Gram Udyog Kusht Seva Ashram (KUKA) a leprosy colony about five hours drive from Delhi. Which has a small , lively weaving unit.

*“My father asked me to learn about the different stages of weaving. In this way I got engaged in the dying process and developed skills in dying and preparing warp for the looms. I do all the dying, monitor warps and do quality checking.”*

*“We all are dependent on handloom weaving. From my family to all the group members this is our only source of income. We are able to sustain 100% of our lives through this handloom work.”*

KUKA is part of MESH's Fair Trade Guarantee scheme and Janardan said he thinks going fair trade was a good direction which is important for them in KUKA. He said -

*“All the principles are good for the community, people and nation. Fair trade is a good way to bring improvements in the community. We want to improve the working conditions here as part of our fair trade improvement plan”*



## Producer Group Awards 2019-20

**RTU – Hubli**

For Good All – Round Performance

**KUKA**

For Consistent Quality & Timely  
Delivery

**Blue Mango**

For Best Billing

**JPMN**

For Responding Well to Production  
Challenges

**Anand Crafts**

For Willingness to Learn New Skills



Producer Groups Supplying MESH 2019/20	Sales to MESH INR
Hubli Hospital for the Handicapped Rehab and Training Unit (RTU Hubli), Karnataka	24,63,489.62
Khadi Gram Udyog Sewa Kusht Ashram (KUKA), Najibabad, U.P.	19,17,195.19
Care Kashmir, Srinagar, J&K	14,51,425.00
Little Flower Khadi and Village Industries Leprosy Rehabilitation Center, Raxaul, Bihar	13,79,330.00
Khadim Handicrafts Artisans Welfare Association, Sambhal, U.P.	11,20,733.00
Jone Priadarshini Mahila Mandal (JPMM), Bapatla, A.P.	11,20,733.00
Local Tailors (8) Delhi/UP	9,01,324.00
Blue Mango Trust, Bodinayakanur, T.N.	8,36,530.05
Prowess, Kodikanal, T.N.	5,77,069.39
Aharam TCPCL-Weavers, Batlugundu, T.N.	5,81,178.00
Physical Handicapped Training and Rehabilitation Centre, Sangli, Maharashtra	4,14,070.00
Society for Child Development, Delhi	4,11,424.00
Anand Mahila Mandal, Delhi (Anand Crafts)	3,12,119.00
Father Muller Charitable Institutes, Mangalore, Karnataka	3,08,203.20
Bethany Colony Leprosy Association, Bapatla, A.P.	2,62,273.00
Tariq Brothers, Kashmir, J&K	1,82,320.00
Kiran Society, Varanasi, U.P.	1,03,711.00
Nav Prabhuti Trust, Bangalore, Karnataka	90,080.00
People's Action Group for Inclusion and Rights, Leh J&K	63,125.00
Integrated Development Trust, Ananthapur, A.P.	60,157.45
Silence, Kolkata	57,508.00
Kumbaya Producer Company Ltd. M.P.	39,149.50
Very Special Arts, Delhi	30,760.00
YOUNG INDUSTRIALISTS PROJECT, Delhi	19,000.00
AADI SC, Delhi	12,400.00
Last Forest Enterprises Pvt. Ltd, T.N.	11,085.00
UDAI, Delhi	5,740.00
Family Disabled, Delhi	3,230.00
MUKASH ARTS, Delhi	1,900.00

# MARKETING

## Export Sales

₹ 1,97,14,515

Export Sales

14

Countries

7%

Increase

2

Buyer/Seller

2

Trade Fairs  
Meets

This year the organization's strategy for marketing is based on the concept of environment safety and protection of nature. Based on this MESH brought out a number of products to our domestic and international customers. MESH is known widely as the custodian of handcrafted products. We consider our house hold portfolio a great repository for growth. The penetration of organic cotton products is currently very low in India. We have been pursuing a prudent growth strategy and have been tirelessly working towards making traditional Indian knowledge available in a form that appeals to the modern consumer.





MESH was selected by the Export Promotion Council for Handicrafts to participate at two trade fairs for buyers and sellers to meet in Copenhagen and Stockholm during August 2019; the Chief Manager used the occasion to visit other customers in Europe.

### Exports and The Covid-19 Pandemic

The Covid -19 pandemic lockdown meant MESH was closed from 23rd March 2020 until May 5th 2020, right over the end of the financial year. Large parts of four export shipments were planned to roll out in the second half of March but due to the lockdown these shipments could not go out which has affected our export business.

# Meetings with International Customers

We have been delighted to welcome a number of international visitors to showcase our products and better understand their needs.

**Anna Dohnt from Uplift - Australia** MESH arranged a buyer/seller meet for Anna's visit in the month of April. It was one week visit and we invited 5 artisans groups to come to Delhi and show their products to Anna. It was a good occasion which resulted in orders to the value of ₹ 23 lakh. During this visit she visited two of our artisans groups in NCR (Society for the child Development and Bharat Mata Kusht Ashram-Faridabad )



**Claudia Vilanik - Austria** is a well-wisher of MESH and Little flower and she ordered some of the LF scarves from MESH.

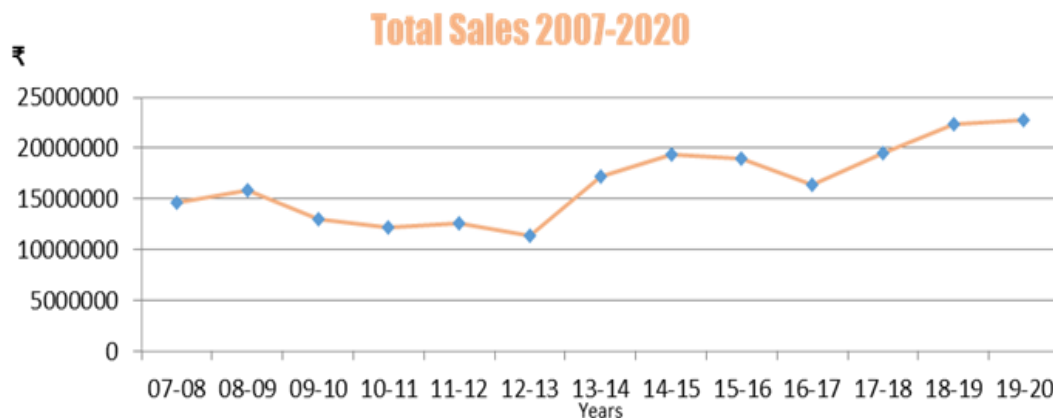
**Sussane - Switzerland** runs two shops in Zurich and one in Austria, she visits every year and she likes what we do and tries to promote our products.

**El Puente - Germany** have been buying from us from 2013 and they try to visit India every year. They sell their products to World Shops in Germany & Austria.

**Mukti India- Australia** visit India every year and take back products from MESH while returning back home. They sell through their Church meetings and communities.

**Pradeep from Uplift- Bangalore** Visited MESH to check and share product ideas on behalf of Uplift Australia. He spent two days looking at products, sharing new product ideas and talking about tagging and labelling for Uplift.

**Felicity Garret and Jan Arden TLM Trading - U.K.** Visited to take part in MESH's Network Meeting and a Buyer/Seller Meeting in September (see page 28 for more details.)







## Domestic Sales

₹ **31,11,966**

Domestic Sales

**28**

Outdoor Sales

**11%**

Growth

# Outdoor Sales

The year saw events packed with various outdoor sales and our team was very much enthusiastic about it. Of special note is that we participated in four big and important new venues this year,

- ♦ Kala Ghoda Mumbai,
- ♦ Literature Festival Jaipur
- ♦ InHerit Festival Delhi
- ♦ The German Christmas market, Delhi

We also attended the Diwali mela at Blind School , and a number of events at various embassies. March 2020.

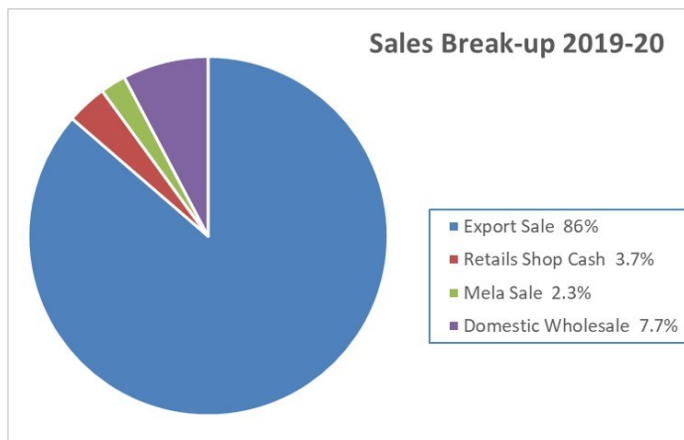
We are regularly participating at the farmer's market in Noida and like earlier years Triune Energy Services Pvt. Ltd invited us to put up our stall on the occasion of Diwali and most of the employees did good shopping.



# MESH Events

We held our own two-day mango festival selling mangoes raised in the orchard belonging to one of the colonies we work with in U.P.

We also organized a carol night by the parishioners of St. Mother Teresa Church South Extension, more than 100 parishioners came and participated in the event.



## MESH Has a Surprising Summer Treat!



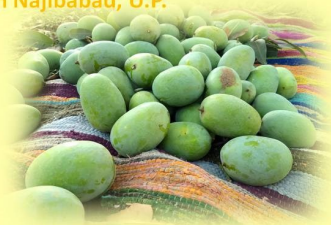
**Farm Fresh Dasheri and Langra Mangos**

**from one of the centers of disabled people we work with in Najibabad, U.P.**

**Place:** MESH Shop No. 5, Local Shopping Centre, Uday Park, New Delhi 110 049 Just 5 minutes from Ansal Plaza

**When:** 4<sup>th</sup>, 5<sup>th</sup> July  
10 am to 7 p.m.

No chemicals and  
no artificial ripeners.



**Fresh and delicious - straight from the orchard.**

Students from Gargi College came regularly and took products for sales on consignment basis.

## Domestic Sales & Covid-19 Pandemic

MESH shop was closed during the Covid 19 lockdown from 24th March seriously effecting domestic sales, so the sale of masks became the focus for some weeks.

## I Am Proud To Be Working Here



**Sunita (right) says:** I am specialised in cutting, sewing, doing sampling and marketing (travelling and procuring raw materials for the group). Our organisation is called Jone Priyadarshini Mahila Mandal (JPMM) it is a women's society in a leprosy colony and we are practicing Fair Trade. Mostly we make products for MESH. I am glad we are part of fair trade because we are able to reach out far and wide with our products.

I am the daughter of a leprosy affected person, was married and had two children. My husband left me with the small children to look after. My in-laws were never supportive as they had their own issues. So I went home to my parents and lived with them and joined JPMM and started earning and being a support to my mother who is a widow and with her support I stood on my own feet.

Once I started working here I found a life at work and some courage and hope to stand on my own feet to support my children and make a living out of all this. I have managed to raise and educate my daughters. One is a nurse and the other is a beautician. As I had no support from my husband, nor parents I had no choice, but to work hard in order to make a living to support my family. I am happy and proud to be working here.

# Capacity Building

There are four primary ways that MESH does capacity building work with producer groups:

- **Fair Trade trainings**
- **Network Meeting**
- **Awareness about Rights of Persons with Disabilities Act 2016**  
(RPWD)
- **Design, technical support and skill upgradation**

All have been attempted in the last year bringing changes in the producer groups and to the artisans.





# FAIR TRADE

It is our continuous effort to build understanding and knowledge of fair trade amongst our producer groups and our staff. MESH has its office based in Delhi and we associate and work with 30 organizations across India in a given year covering almost 12 states. Our groups are far apart from each other and each group has its own context, language and are different from each other. For fair trade training & monitoring we visit groups To train them about fair trade in small group sessions. We have 16 groups who are directly under fair trade monitoring and are working continuously towards fair trade compliance.

# Fair Trade Training of Producer Groups

We make yearly plans to conduct fair trade training with our groups. All the costs related to our visits is budgeted and has been part of a Producer Development Project funded by SOIR - IM.

We make prior appointments and share our plans with producer groups so that they can allow some time from their production and make staff available to join for each half day session. The trainings are interactive with

activities and group discussions. Recently we started to develop and use fair trade posters which help to keep the session lively.

In 2019, we visited seven producer groups to conduct fair trade trainings covering three of the World Fair Trade Organisation's ten Principles of Fair Trade. With regular visits and discussions we are able to emphasize importance of fair trade and help them know fair trade requirements for good compliance.

Sarthak Manav Khusht Ashram (SMK)

Integrated Development Trust (IDT)

Rehabilitation Training Unit - (RTU Hubli)

Kumbaya

People's Action Group for Inclusion & Rights (PAGIR)

Khadigram Udyog Kusht Sewa Ashram (KUKA)

Physically Handicapped Training & Rehabilitation Centre (PHTRC)

# 7

## Fair Trade Trainings in 2019

# Fair Trade Resources

For our fair trade trainings we could not find any resources that were contextual for India and which were in Hindi or without any text. Everything available included a lot of text or was in the form of manuals which are hard for the staff and artisans to go through and impossible for those workers who cannot read. So we developed contextual posters with few words. These have been really helpful as a fair trade resource and we have been able to use the poster pictures and stories in entertaining ways making the training sessions lively and the fair trade concepts easier to understand.

## 2

### Fair Trade Posters



With the continued support from SOIR IM we were able to develop a short film looking at the impact of fair trade in the context of handicrafts. The film which is in Hindi with English subtitles looks at two producer groups with whom MESH works and it shows how fair trade organisations can bring a change in worker's lives.

It is hoped to use the film to promote fair trade in India and as a training and marketing tool. It can be viewed [here](https://www.youtube.com/watch?v=w7jel2irLHY&feature=youtu.be) (on YouTube at <https://www.youtube.com/watch?v=w7jel2irLHY&feature=youtu.be> )



## A Film About Fair Trade

# Fair Trade Monitoring

MESH is a guaranteed member of the World Fair Trade Organisation (WFTO) which means we have completed:

1. a self assessment of our compliance with fair trade principles,
2. a peer assessment
3. an external audit .

We have been found to be complying and also those groups we monitor are also complying. It is our responsibility to train the producer groups we buy from about fair trade but also to monitor their progress and compliance.

Of the 16 groups directly under MESH's monitoring, 8 groups have been monitored during the year with visits and physical checking and since this is a process of continuous improvement groups have been helped to make improvement plans.



As audited members of  
WFTO MESH Products can  
have this label attached

8

Monitoring Visits



# 3

## Fair Trade Day Events



## Fair Trade Day

To mark World Fair Trade Day we were welcomed to Ankur Project which is working with marginalised young people here in Delhi for a half day of art and craft and a sharing about Fair Trade.

The high school students packed the hall to learn about being a responsible consumer to bring about change. The discussions were lively and it was wonderful to see how they all were able to connect with the FT standards and know things about minimum wages, gender discrimination, child labour & respect to the environment. One of the students during the session wanted to know more about minimum wages.

Two of our producer groups, Little flower and Peoples Action Group for Inclusion & Rights organised fair trade programs in their production units. All the staff gathered together and had discussion about fair trade and the ten principles of fair trade.



In September 2019 representatives from 11 producer groups together with MESH staff and a team from TLM Trading (Britain) met together at a IM Soir's lovely campus in Rajpur, for a three day Network Meeting.

This event, which MESH likes to conduct every one or two years allows producers to share their experience, learn from each other, take part in some training to help them in their work and this time to meet buyers in a combined Buyer/Seller meet and showcase their products and skills.

# TRAINING TOPICS

## Direct Marketing Methods

Mr. Sarat conducted a long session in which he encouraged those present to look more closely at their organisation's budget and whether there is allocation of personnel for marketing. He illustrated the importance of understanding the difference between a sales person and a marketing person. He also taught about the various methods available for direct marketing included the use of templated websites like Wix, and social media platforms so that producer groups can reduce their reliance on MESH for sales and sell on the domestic market directly.

## Product photography

Mr. Arpit, the photography trainer from Shaurya Trust shared a power point presentation of good product pictures before encouraging participants to bring their own product samples and try photographing them under his guidance. Using his high end equipment and their own phone cameras we all spent time looking at different ways to take product pictures. He introduced us to inexpensive light boxes readily available online which are most useful for small products and as soon as the session was over Mr. Sajad Ali of Care Kashmir had ordered a light box for his center.

We were especially excited to have Mr. Arpit lead this session, he is a person with hearing impairment who teaches people with other kinds of disability photography for a living.

# INTRODUCTION TO - -

## Appraising Business Performance

Mr. Mathew (Chief Manager, MESH) reminded the groups about the key components of our work - timely delivery, quality, communication and value addition. He asked participants to evaluate their performance in those areas in an interactive session. He also informed the groups about the samples which the customers had asked during his visit to Europe 2019.

## The Living Wage Ladder

MESH's Producer Development Social Worker, Gabriel introduced the living wage tool which was provided by WFTO's for the promotion of living wages amongst crafts artisans in fair trade organisations around the world. He explained the way the tool works to calculate the living wages.

## Measuring Impact

Ms. Jacky Bonney (MESH Volunteer) encouraged the groups to identify how each of them, apart from buying and selling were impacting individual artisans, society and at community level. We looked at areas where the groups are impacting and how we could plan to measure by showing our model of livelihood survey.



₹ 21,00,000

Worth of orders for  
13 producer groups

# BUYER SELLER MEET

## About TLM Trading

Felicity Garret and Jan Arden from TLM Trading, U.K. shared a presentation about their organisation with particular focus on their customer base and their likes and dislikes.

## One to one meetings with buyer

Felicity and Jan were then taken to see an exhibition of all the products brought in by the producer groups. They identified those that especially seemed to fit into their current marketing plan and then arranged one to one meetings with the representatives from the producer groups together with MESH's Designer, Ms. Syamala and Marketing Assistant, Mr. Prabal. The buyers took this opportunity to better understand the capacity of the groups and to identify product types they could develop for the future.

In feedback forms the buyer/seller meet was considered most valuable by participants.



# Awareness about Rights of Persons with Disabilities Act 2016

Rights of Persons with Disability Act, 2016 (RPWD) awareness were initiated amongst our groups. This is to ensure that all the workers were aware about their rights and entitlements under the 2016 act. During the group visits MESH's Producer Development Social Worker conducted separate session on RPWD act where we discuss how the act was developed and benefits of the act. We share copies of the act available in Hindi & English with group leaders and to the artisans.



# MESH Design Studio

In the last year the focus of MESH Design Studio has been four fold:

**Technical support**

**Value addition**

**Skill upgradation**

**Product diversification**

The overall purpose is to assist producer groups (PGs) better meet market demand and improve their sustainability.





**8**

PGs strengthened with  
new designs

**3**

PGs technically stronger  
and better equipped

## STUDIO IMPACT

**22 Artisans in  
5 groups**

have improved skills  
which they are to share  
with other artisans

**Rs 8.6 million**

worth of orders generated  
for products with studio  
inputs. Providing work for  
artisans.

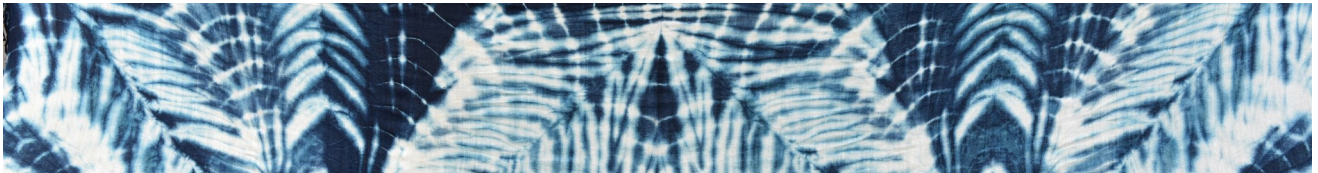
# Technical Support

## Screen Printing Upgradation.

Over the last year or so MESH Designer had noticed that the screen-printing team in the Rehab and Training Unit in Hubli Hospital for the Handicapped Hubli were having difficulties printing lengths of fabric especially if it was fine. So she took steps to identify a professional fair trade printer in Kolkota who was willing to show the way he works and suggest technical improvements that will help them overcome their printing issues.

Three artisans from Hubli were joined by MESH Designer for a 9 day exposure visit. They learned about mixing colours, use of screens, printing on lengths of fabric and most especially about the need for a modified wax coated table to ensure smooth printing particularly of fine fabrics.

The feedback form the artisans was very positive and the leadership in the rehab unit is considering the best method to implement the recommendations in particular the installation of a modified screen printing table.





## New Electric Sewing Machines

PAGIR is a small group in Leh Ladakh that MESH has been working with for some years. Their tailors have visited MESH many times and worked on our commercial electric sewing machines. This year they asked MESH's Designer to assist them in sourcing similar commercial machines and a good overlocking machine to replace the tabletop and treadle machines that had been using until now. The machines shipped from Delhi arrived safely and a memorable site was MESH Designer on her knees below MESH machine with her video on showing the PAGIR team how to install their new machines.

# Value Addition

## Converting to Organic Cotton Weaving

Handwoven tea towels made in KUKA have been a resounding success over the years with international customers. There has however, been a growing market trend towards organic cotton products especially for Europe. MESH Designer traced a source of organic cotton in the right weight and talked through the implications of using organic cotton with Janardan who leads the KUKA workshop. He agreed to convert some of KUKA's production capacity to organic cotton and when Welt Partner offered to make a donation to MESH instead of Christmas gifts, it was decided to use the donation to buy the first batch of organic cotton yarn for KUKA.

# Skill Upgradation

## Training to Sew Backpacks

Probably the most satisfying training for our Designer was with a hearing impaired tailor from PAGIR called Sonam. One of MESH's Indian customers, ordered backpacks for children after seeing our designs. Our designer sent patterns and instructions to PAGIR and even tried to show how to make the most difficult sections of the complex product through video calls but it soon became clear that at least one tailor needed to come to Delhi to learn the skill in order to teach the others.

Sonam is quite deaf and we were all delighted at her confidence and skills traveling and staying alone. Our designer was imaginative and worked in tandem with the support team in Leh to make the travel, training and stay a success.

On her return Sonam taught five other tailors and they were able to complete the order worth about ₹ 75,000 on time, and to the best quality.

The customer visited during Sonam's training and made a short video of her at work and interacting with MESH Designer which was broadcast on their website.



## New Products, Better and Best Quality

MESH's Designer visited Bethany leprosy colony to work with the tailors on new products for an international order and also to introduce them to a new fabric made from stone.

She worked with the tailors in JPMM also on a complex new toiletry hold-all for an international customer.

Tailors from Little Flower visited MESH Design studio to work on improving the finish of their products. The group does dyeing weaving and sends material here for converting it into products. So, we wanted them to learn about the quality of sewing that we require so they can make more things in their own workshop from their own fabrics. The six-day training included how to sew labels onto scarves to the right quality; skill up gradation in quality especially use of matching threads, neater sewing and also how to use the electric sewing machine as well as doing cutting layouts.

Occasionally a customer requires an even higher standard of finish than usual and this year our Designer trained tailors from a Faridabad leprosy colony in the very precise hand finishing for a silky kimono. Such hand finishing is demanding and time consuming but fair trade practices ensured that the tailors were paid properly for the new skill and time taken in creating such a high quality finish.



# Product Diversification

## New Products and New Materials

A major focus has been on developing product ranges that replace disposables such as reusable organic cotton coffee filters and tea bags; net bags for carrying shopping and storing potatoes; modified veggie bags to replace place bags in supermarkets and reusable make-up wipes in assorted compostable textiles. The Designer has sourced the right materials and developed samples, modified them to meet buyer demand when required and responded to particular requests for new products like the school back packs for CBN Foundation.

Sales of the non-disposables were growing throughout the year.

All experimentation is done in MESH Design Studio and then the product specifications and samples are sent to suppliers for them to sample and begin production.



# SOCIAL WELFARE

## Education Loans

MESH has a revolving loan fund donated by Ben Gnomes (through Mennonite Central Committee) for higher education/vocational studies up to a value of Rs.60,000 for young people in leprosy colonies. The loans have helped to pay the costs for B.Sc and General Nursing courses, and undergraduate degrees in commerce and business administration.

12

Participants

2

Repaid

4

Repaying

1

Returning  
loan as he  
got a grant

10

Completed  
studies now

6

Employed

1

In Further  
Studies



# School Sponsorship

A number of private individuals and Trades of Hope (one of MESH's export customers) donate money to MESH for sponsoring school children from leprosy colonies whose parents were in production units.

The sponsorship is intended to cover the cost of school tuition fees thereby easing the financial burden for education on the parents.

The children currently sponsored are in different classes ranging from 2nd standard until 12th standard.

9

Children sponsored

5

Girls

4

Boys

"Through this sponsorship we are able to manage our elder daughter's school fees. I'd like to thank our supporter and MESH for helping us."



Palak is one of the children being sponsored through school. Here she can be seen with her Mum Jyoti, her Dad Laxman and Grandma Panu.

Panu had leprosy as a younger woman and is now completely cured but left with residual disabilities.

# ADMIN & FINANCES

## DONORS

MESH would like to be self sufficient for all activities using income from sales to meet all costs, we have though, been supported in our work in a number of ways by donors both international agencies, other fair trade organisations and some individuals.

In the case of Soir IM, we have also been glad for their support to us to become more professional as an NGO through their annual network meetings and training sessions.

We are very glad of all this support and take this opportunity to thank you all -

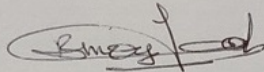
- \* Soir-IM, Swedish Organization for Individuel Relief
- \* Weltpartner EG
- \* Global Avenue Ministries
- \* Janusz Lipinski



**MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI  
BALANCE SHEET AS AT 31ST MARCH, 2020**

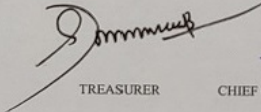
PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
10,74,472	<b>CORPUS FUND</b> Nabert Memorial Fund 10,89,302.82		36,44,788	FIXED ASSETS (As per Schedule annexed)	31,17,794.00
41,69,653	<b>OTHERS</b> Balance as per last Balance Sheet 41,69,652.86	52,58,955.68	36,62,763	LOANS & ADVANCES	43,59,303.00
14,784	<b>Wingard Memorial Fund</b> 5,914.00		9,04,129	SUNDRY DEBTORS	12,90,540.69
3,70,310	<b>Donor Asset Fund</b> 2,96,649.00	3,02,563.00	30,258	ADVANCE TAX PAID (NET OF PROVISION FOR TAXATION)	30,257.83
1,24,54,836	<b>INCOME &amp; EXPENDITURE ACCOUNT</b>	1,40,22,255.46	56,61,128	STOCK IN HAND	62,43,865.79
70,93,885	SUNDRY CREDITORS & OTHER LIABILITIES	86,74,342.29	1,12,74,874	CASH AND BANK BALANCES	1,32,16,355.12
	<b>ACCOUNTING POLICIES &amp; NOTES</b> Refer Schedule 'B'				
2,51,77,940		2,82,58,116.43	2,51,77,940		2,82,58,116.43

NEW DELHI  
DATED 18 DEC 2020



PRESIDENT

TREASURER

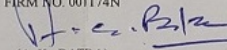


CHIEF MANAGER



ATTACHED TO OUR REPORT OF DATE  
FOR AIYAR & CO  
CHARTERED ACCOUNTANTS  
FIRM NO. 001174N

(A. K. BATRA)  
PARTNER  
M.No- 080169




**MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI  
INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH 2020**

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR
50,80,571	To Cost of Goods sold:			By Sales:	
(5,413)	Opening Stock 56,61,127.65				
(9,172)	Less: Stock Consumed 10,671.51	56,31,819.24	2,12,33,870	" Handloom & Others	2,28,26,481.97
1,55,14,248	Less: Damage goods Written Off 18,636.90	1,66,68,872.24	18,20,477	" Miscellaneous Income	9,63,996.36
56,61,128	Add: Purchases Handlooms & Others	62,43,865.79	1,46,249	" Diff. in Exchange (NET)	36,460.01
1,49,19,106	Less: Closing Stock	1,60,56,825.69			
28,09,436	" Salaries & Allowances	32,44,103.00			
1,30,000	" Gratuity Contribution to Lic	90,782.00			
1,98,932	" Staff Welfare	2,05,064.74			
17,045	" Staff Training	29,187.80			
6,32,086	" Cartage, Labour charges and Sticking	6,74,157.35			
23,610	" Printing and Stationery	33,385.00			
1,89,023	" Electricity & Water charges	2,08,346.12			
59,819	" Postage, Telegram & Telephone	54,491.00			
1,33,059	" Bank charges	1,00,581.87			
4,26,344	" Travelling & Conveyance	3,61,855.00			
33,570	" Vehicle maintenance	55,010.00			
25,491	" Shop License fees	29,181.00			
45,271	" Insurance	42,133.00			
1,39,750	" Legal and Professional charges	99,400.00			
1,40,917	" Repairs & Maintenance	1,28,705.50			
37,000	" Rent	1,71,900.00			
1,20,000	" Honarium Charges	1,20,000.00			
	" Auditor's Remuneration:				
70,000	Audit Fees 70,000.00				
20,000	Tax Audit 25,000.00				
20,000	Tax Matters 24,400.00				
17,200	Other Expenses 19,500.00	1,38,900.00			
43,522	" House Tax	43,522.00			
14,550	" Ground Rent	14,550.00			
81,124	" Membership fee	86,767.00			
4,72,211	" Packing, Forwarding & Samples	-			
63,259	" Business Promotion	2,87,551.78			
32,125	" Bad debts written off	94,830.21			
9,172	" Goods Destroyed/ Damaged	18,636.90			
60,275	" Workshop on Building Strategy	-			
47,920	" Miscellaneous Expenses	56,570.71			
21,68,749	" Balance Carried down	13,80,500.67			
2,32,00,596		2,38,26,938.34	2,32,00,596		2,38,26,938.34
61,731	To Income Tax	21,68,749	21,68,749	By Balance brought down	13,80,500.67
30,59,298	Excess of Income over Expenditure	69,058.00	2,66,292	By Donations	68,885.00
31,21,029		21,29,197.45	6,85,988	By Interest	7,48,869.78
		21,98,255.45	31,21,029		21,98,255.45

NEW DELHI  
DATED: 18 DEC 2020

PRESIDENT

TREASURER

CHIEF MANAGER

ATTACHED TO OUR REPORT OF DATE  
FOR AIYAR & CO.  
CHARTERED ACCOUNTANTS  
FIRM NO. - 001174N

(A. K. BATRA)  
PARTNER



## VISITORS AND INTERNS

The Annual Report is a great opportunity to acknowledge and thank friends and supporters who have visited and stopped to encourage us, and have taken time to meet the artisans we work with.

**Jackie and Tony Nelson** with whom we had some very helpful management conversations

**Bruce Harber** Who shared so many lovely photographs from his travels.

**Kay Sharpe** who from her home in U.K. has collected survey data into a final report comparing artisan status between 2015 & 2018

**Dorani Gheljai**, a design intern deputed by Soir IM who spent time in MESH Design Studio and Little Flower, learning about Fair Trade.

## EXECUTIVE COMMITTEE

Thanks too for the continued support of the Executive Committee Members who have voluntarily given time to guide and direct us throughout the year.

**Binoy Jacob—President**

**Renish Abraham—Treasurer**

**Umesh Banerji—Founding Member**

**Reena George—Member**

**Amita Joseph— Member**

**Dr. Satvir Singh— Member**

**Stephen Levi—Member**

**Fr. Monodeep Daniel—Member**





Mathew,  
Chief Manager



Syamala, Designer



Gabriel, Producer  
Development



Arvind, Accountant



Jacky, Volunteer



Prabal, Marketing  
Assistant



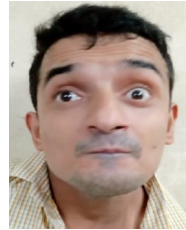
Vipin, Accounts  
Clerk



Krishna, Store  
Keeper



Ratan Studio  
Helper



Rohit, Shop  
Keeper



Sushil, Driver &  
Helper

## The MESH Team

## MESH Office and Shop

Maximising Employment to Serve The Handicapped (MESH)

Shop No 5, Local Shopping Centre,

Udai Park, New Delhi 110 049

India

Phone +91 11 4166 1499

e-mail [contact@mesh.org.in](mailto:contact@mesh.org.in)

Website

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Online Shopping

[www.meshonlinestore.com](http://www.meshonlinestore.com)

