



Maximising Employment To Serve The Handicapped (MESH)

Empowering Disabled People to Trade for Rehabilitation



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

MESH is a member of the World Fair Trade Organisation (WFTO) and Fair Trade Forum India and practices these Ten Standards of Fair Trade

1. Creating opportunities for economically disadvantaged producers
2. Transparency and accountability
3. Capacity building
4. Promoting Fair Trade
5. Payment of a fair price
6. Gender Equity
7. Working conditions
8. Child Rights
9. The environment
10. Trade Relations

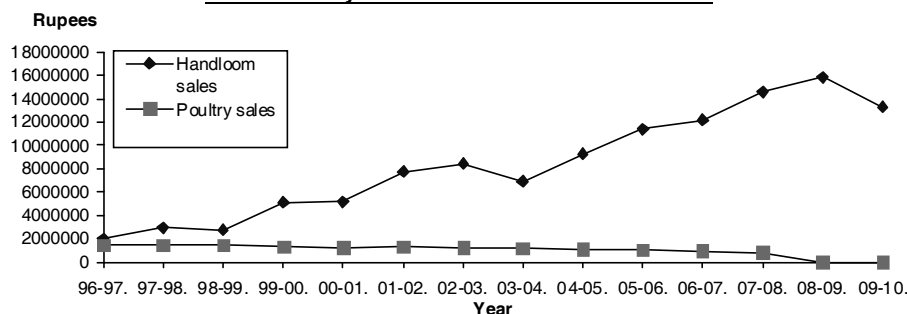
ANNUAL REPORT 2009-2010

Head Office and shop: No.5, Local Shopping Centre, Uday Park
New Delhi 110 049 India

MESH is an Indian organisation committed to working with disabled and leprosy affected people.

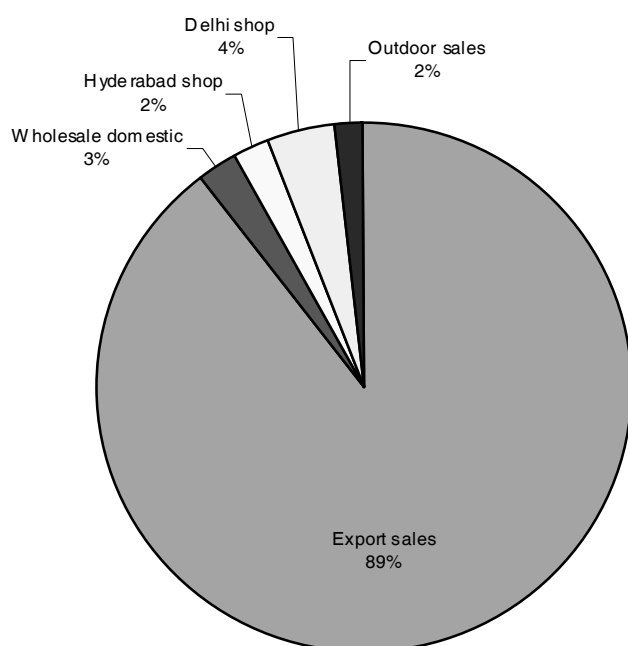
The first goal of MESH is to "rehabilitate the handicapped (mainly those suffering from Leprosy),.... and thereby assist in their rehabilitation with the ultimate goal of complete self-support." The primary activity to achieve this goal is trading. MESH buys products made by disabled and leprosy affected people and sells them from our shops in New Delhi and Hyderabad and by export around the world. Using the standards and principles of Fair Trade (see front cover) MESH ensures that the focus of our trade is the producers and not profits.

MESH Poultry and Handloom Sales Since 1996



The global recession has had an impact on MESH sales which are 22% less in 2009-10 than in the year before. Exports have been more affected than domestic sales reflecting the trend found in business activities in general in India.

MESH Sales 2009-10



Domestic sales as a portion of the total sales increased by 3% over the previous year. As the table below illustrates, the increases were in wholesale and Hyderabad shop sales.

	2008-09	2009-10
Wholesale	1%	3%
Hyderabad Shop	1%	2%
Delhi shop and outdoor sales	6%	6%

Marketing Events in MESH Delhi 2009-10

MESH Fair Trade Show 2009

British Contact Group Coffee Morning

Italian Group Coffee Morning

World Leprosy Day 2010



In MESH Delhi Shop

Outdoor Sales Delhi

Embassy sales	6
Corporate Social Responsibility Sales	3
School/College sales	5
Club & Public sales	4

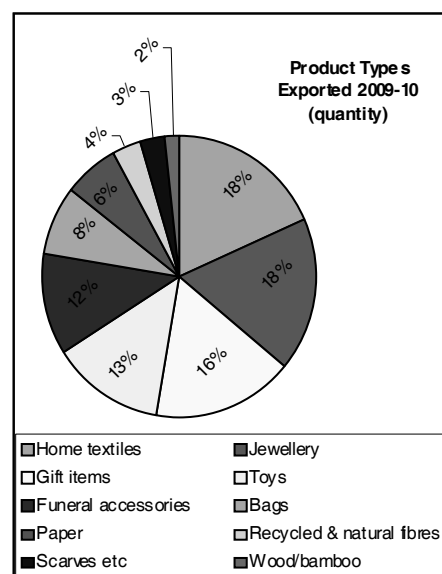
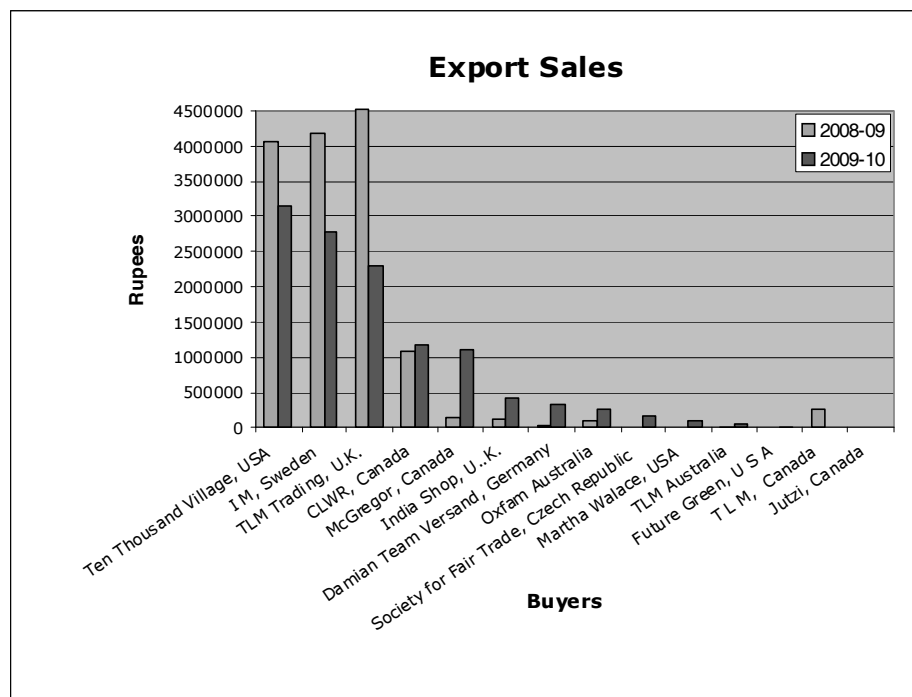
Outdoor Sales Hyderabad

Embassy sales	N/A
Corporate Social Responsibility Sales	1
School sales	2
Public sales	1



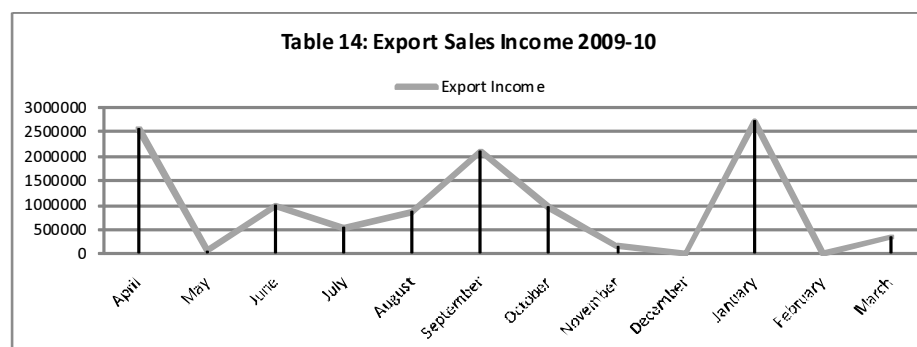
MESH Hyderabad Shop

MESH's exports are primarily to Fair Trade organizations in Europe, North America and Australia. A significant exception is a small business partnership in Canada (McGregor) that buys funeral products made by members of Jone Pryadarshini Mahila Mandal, the women's society in Bethany Leprosy Colony. Most MESH export sales are for accessories or household items which were risk products during the global recession; the utilitarian funeral products were not at risk as is reflected in the sales figures below.



Urn Bag MESH's best selling export product 2009-10

There is a very distinct pattern of export sales with particular high points during the year to match peak sales periods in the exporting countries (see graph below). MESH's heavy reliance upon export sales means that there are periods when MESH suppliers are all busy and other times when there is not enough work for the artisans. So in March 2010 a strategy to increase domestic sales is being prepared so as to be able to provide work to artisans evenly throughout the year.



Jolan & Elin buyers from IM, Sweden selecting goods

Suppliers

MESH's focus is to work with people affected by leprosy and other disabled people. During the year MESH made purchases from 42 groups in 12 states of India.

Of the 42 groups, 14 are groups of leprosy affected people and their families (8 of those are leprosy colonies and the balance are institutes providing leprosy rehabilitation opportunities); 18 are groups of disabled people and 10 are integrated groups of disabled, leprosy affected and other marginalised people.

Purchases from MESH Suppliers 2008-09 and 2009-10 (in Rupees)

Group Name and location	2008-09	2009-10
Blue Mango/AHM Trust, Tamil Nadu.	2,617,586	2,250,385
PHRTC, Maharashtra	1,071,740	925,550
Bharat Mata Kusht Ashram, Haryana	387,213	887,193
Kashmir Handicapped , Kashmir	1,288,608	845,005
Bethany Colony Leprosy Association, A.P.	971,660	773,092
Rehabilitation Training Unit H.H.H., Karnataka	725,047	721,181
Jone Pryadarshini Mahila Mandal, A.P.	102,600	715,300
Prowess, Tamil Nadu.	230,129	588,960
Little Flower Leprosy Colony, Bihar	715,640	382,300
St Josephs Hospital, Karnataka	375,300	317,295
K U KA, Uttar Pradesh.	95,268	244,108
K R T C , Tamil Nadu	584,150	177,300
Sartik Manav Kusht Ashram, Rajasthan	97,180	167,200
Y I P Andhra Pradesh	319,200	164,800
Reaching The Unreached, Tamil Nadu	432,150	160,844
T. Meena, Andhra Pradesh	19,600	156,610
SILENCE, W. Bengal	96,800	67,375
Narikuravargal PH C W S. Tamil Nadu	97,297	25,786
Murugan Ceramics, Tamil Nadu	89,250	38,700
Anandakumari, Delhi	29,955	35,680
Florence Nightingale Group, Tamil Nadu.	120,304	33,710
Shraddha, Maharashtra	17,060	33,000
Kiran, Uttar Pradesh	32,500	29,262
Helen Keller PCWS, Tamil Nadu.	283,375	62,250
K K M Handweaving, Uttarakhand	11,500	24,640
Ashish Chand, W. Bengal	149,281	20,352
Mr Mukesh, Delhi	16,705	17,455
SIH-R & LC, Tamil Nadu	60,460	16,550
T N Roy, W. Bengal	14,451	13,255
SETU, Delhi	1,700	10,470
Atelier Shanti, Tamil Nadu	15,550	6,260
Anand Mahila Mandal, Delhi	161,781	450
Total	11,231,040	9,912,318

Six of the 42 groups MESH purchased from in the year were new suppliers to MESH.

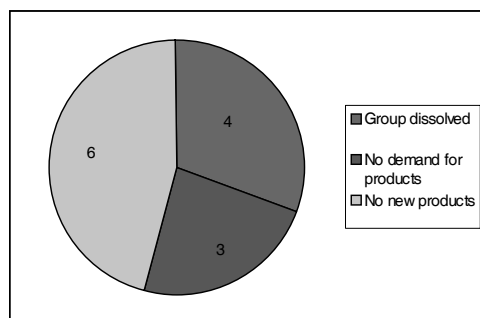
Purchases from New Suppliers (in Rupees)	
Group Name and location	2009-10
Divya, New Delhi	121,400
Ujwal Bavishya Uttar Pradesh	110,126
Mehek, Uttar Pradesh	45,787
Shahri Mahila, Delhi	32,240
Very Special Arts, Delhi	23,520
Pragati Jeevan, Uttar Pradesh	19,200
Total	352,273



After a gap of one year without business in 2008-09' MESH returned to work with four groups again in 2009-10.

Suppliers MESH traded with after a gap of one year (in Rupees)	
Society for the Child Dev., Delhi	333,975
Anandam, Tamil Nadu	81,952
Amarjyoti Charitable Trust, Delhi	11,400
A A DI, Delhi	216
Total	427,543

During 2009-10 MESH did not buy from 13 groups that they had purchased from before. This happens from year to year and there are a number of reasons as illustrated in the graph below.



Nine of the groups stopped business with MESH because of their products; either they did not have anything new to offer or their products were not attractive to buyers. MESH Design Studio provides design support for MESH suppliers so there is a possibility that some of those groups will sell to MESH again in the future. The suppliers that attract the most orders

are those that keep developing new products and maintain the quality of their products.

Quality issues have been a problem in the year with one group having an entire export consignment rejected because of poor quality raw materials. The group was using a raw material new to them and did not have the required knowledge to assess the material at the time of purchase. It was a huge loss to them, which MESH is trying to lessen by selling the products as rejects at a reduced rate.

In 2009-10 MESH conducted Quality Control training for two women from Bethany Leprosy Colony where quality issues mostly relate to failure to meet specifications accurately. They were exposed to issues of quality and were guided in the preparation of quality check-lists for most of the products they make.



Kanakadurga and Mariamma (R) at Quality Control training with Mathew and Syamala from MESH (L)

As capacity building is a major part of MESH's work, in 2009-10 MESH conducted a several other workshops. (see also MESH Design Studio, overleaf)

Many of the supplier groups with whom MESH works now have access to the



Noel from KKM working on their website.

internet, so in 2009-10 MESH organised a three day Workshop on OpenEntry E-commerce Platform for nine groups. They were provided with free websites and three days of training in managing Google websites. The participants learned how to upload pictures of their products and artisan stories, how to create links to other websites and how to set up a payment system should they wish to sell on-line.

Some Statistics

Number of groups supplying MESH in 2009-10	42
Number of all women supplier groups	8
Percentage of women amongst total suppliers	70%
Total number of artisans directly affected by leprosy	333
Total number of artisans indirectly affected by leprosy	579
Total number of artisans with other disabilities	211
Not disabled/other poor artisans	131

"I am using my earnings from work on the Divya range of cards to pay for my design training"
Ajay, Divya cards

Some Facts About Leprosy

Leprosy is a disease caused by bacteria

It is completely curable

If leprosy is detected and treated early the person will not become disabled

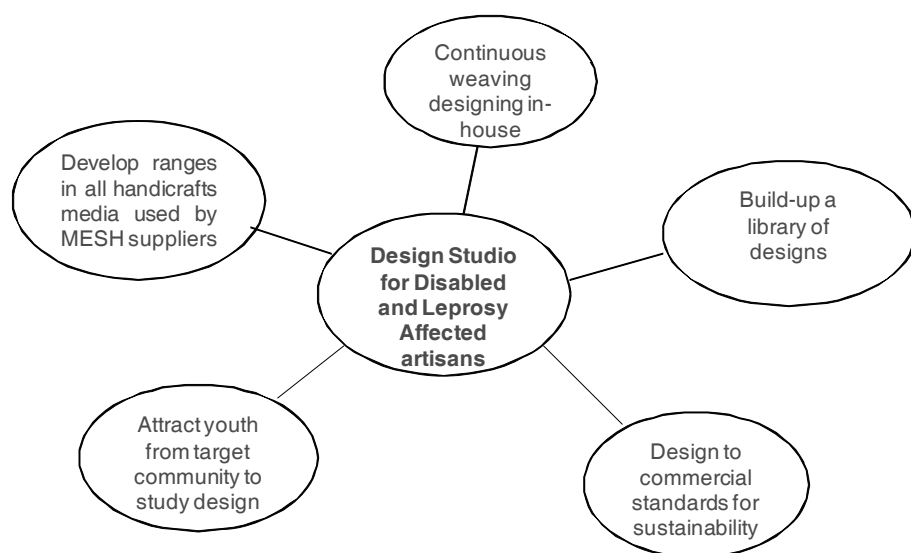
The first sign of leprosy is often a small patch of pale, numb skin

It is not hereditary

Treatment is free in India

People affected by leprosy do not like to be called lepers

IM Soir has supported MESH artisans in 2009 through **The Design Studio Project**. The Design Studio opened in February 2008 and became part of IM's Development Programme in January 2009. The long-term goals are "To provide high quality design and product development support as an on-going service of MESH through a design studio. Thereby to allow regular orders and increased economic security to the disabled people that supply MESH. And to encourage young people from the target community to undertake appropriate higher education that will enable the groups to do more of their own design work in-house."



The Purpose and Short-term Goals of MESH Design studio

Two designers work in MESH Design Studio creating new products and introducing new raw materials and techniques. They work on collections with suppliers in studio based workshops by distance design work, (e-mailing specifications and drawings); and by onsite workshops in the suppliers' places of work. Their work also includes exposing artisans to new raw material suppliers and ways of working. Narikuravargal PHWS from Tamil Nadu in S. India make bead jewellery but were having trouble sourcing beads for repeat orders. They were taken to visit a Tibetan bead making group in Dharamshala which can supply beads to order in repeatable designs.

The design consultant produced two product catalogues and numerous



Designer (L) and artisans in MESH Design Studio

swatches and sample products for buyers' reference and selection. The studio space is used to host buyers meetings and is a venue for other capacity building workshops conducted by MESH and was open to The British Contact Group coffee morning and sale once during the year.



Santha Kumari, Bethany Weaver

Free MESH Design Studio Workshops 2009-10

Short workshops	Long workshops
Screen printing a bag collection	Hand painted card collections
Natural dyeing	Recycling textiles
Sisal rope making	Exposure for bead workers
Stone carving	Wood carving (2 groups)
Wood carving	Weaving/bag collections
Zip dyeing	Tatting card collections

The fulltime Design Consultant, Hrishikesh, also conducted two paid workshops for Arunium. Both designers have on-going distance design work in the studio for three weaving groups: Bethany Leprosy Colony; Bharat Mata Kusht Ashram and Little Flower Leprosy Colony.



Design Studio Impact 2009

Objective	Quantitative Indicators	Results	
To enhance the income opportunities of leprosy affected and disabled craft artisans and spread awareness to consumers and producers about fair trade	No. of export orders received by the groups	25	16 groups had continued work
	No. of domestic orders received by the groups	18	8 groups increased their exposure to the domestic market through MESH shop sales
	No. of design shows/product launches/catalogues	2 CDs	CD exposed MESH new products to regular buyers and fresh contacts in Europe
	No of design workshops conducted	13	119 new designs developed
	No. of artisans receiving design intervention	34	In the 8 groups there are approx 190 people benefiting from the design intervention.
	No of Trade Fairs/ outside sales attended by groups	1	MESH Fair Trade Show attended by 7 groups
	No of fair trade/capacity building activities with the artisans	5	Better understanding of issues relating to quality control and timely delivery by 5 groups
	No of Publicity events/materials distributed	4	Exposure of products and fair trade issues in India and abroad

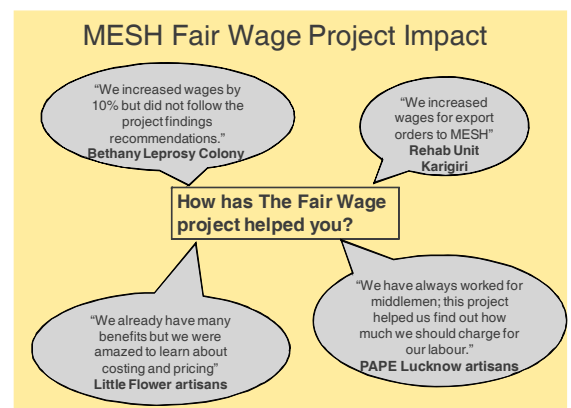
Fair Trade

MESH strives to follow and promote the ten standards of fair trade listed on the cover of this Annual Report. MESH's primary goal to assist disabled and leprosy affected people to self sufficiency is best achieved through Fair Trade which is why MESH is a member of the World Fair Trade Organisation and Fair Trade Forum-India. MESH's methods of trading and provision of design input through the MESH Design Studio are examples of our Fair Trade approach.

MESH also runs a Fair Wages Project supported with funding by IM Soir.

The goal - To increase livelihoods of leprosy affected and disabled crafts artisans in 20 groups with whom MESH works. The activities have included:

- To take the World of Good Fair Wage Calculator to 20 artisan groups
- To teach each group how to break down production into units of work and time taken to complete the work
- To teach how to use the Fair Wage Calculator
- To enter the date for their top best selling products into the calculator
- To prepare revised (test) cost sheets and a new price list for the best selling products adding a non-poverty wage.
- Publicise the activity
- Conduct a MESH show at which the project will be showcased
- To prepare a paper for publication.
- To expose to young people from a leprosy background to all aspects of Fair Trade as trainees in the project.



MESH participated in Fair Trade Plus which is a project of Fair Trade Forum India. Designed to promote Fair Trade amongst more artisans in India, the project provided training to Mr. K.K. Mathew from MESH staff in how to conduct training programmes promoting Fair Trade. Fair Trade Plus workshops were conducted with several MESH supplier groups and Mathew has used his skills to conduct capacity building workshops in Bethany Leprosy Colony, where discord was threatening production.

Stories about the Artisans

Divya is in her early twenties and lives in Delhi with her parents and sister. Soon after she was born she developed severe jaundice which resulted in her suffering from fits and learning disabilities throughout her childhood. Whilst attending a special school she became interested in arts and crafts.



In 2009 her father brought her to MESH to ask if we could find some way of making her interest in art a means to earn a living. We invited her to spend some time in MESH Design Studio with Designer Hrishi who explored what she could do and what might be marketable. He decided that she could probably manage to paint greeting cards to a high enough standard to attract orders and he made her practice her skills.

Hrishi developed several ranges of greeting card designs that can be printed onto card and which Divya can paint.

Divya was insistent that she did not want to have some activity where she would just sit at home. Her father showed her how to travel by bus to MESH Design Studio and the shop.

Her cards have been exported to several countries in Europe. She now makes a range of flat pack gift boxes which are for sale in MESH shops in Delhi and Hyderabad.



There is a natural spring of water in Susunia in W.Bengal which is revered by Hindus. Lining the road to the holy place are craftsmen selling their stone carvings to tourists and pilgrims. Several years ago a Leprosy Mission project identified, amongst the stone carvers, Tarak Nath Roy and brought him to the notice of MESH.

Disabled by polio at a young age he spent long hours during his

childhood watching the stone carvers work and discovered that he could also carve stone. Tarak Nath Roy completed his formal studies and now most days he makes religious statues for the tourists. MESH found that he is gifted and can work from pictures producing beautiful figures both religious and secular.



MESH has commissioned several pieces of secular art from Tarak which we are selling in our shop.

Tarak Nath traveled to Delhi during the year to spend some time in MESH Design Studio; he also visited various sites of exquisite stone carving and exhibited his products at MESH Fair Trade celebration.

Tarak Nath Roy was married recently and lives with his extended family.

AIYAR & CO.
CHARTERED ACCOUNTANTS

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26-A, BARAKHAMBHA ROAD
NEW DELHI - 110001
PHONE : 23313807, 23316117
23316125, FAX : 23310281
e-mail : info@aiyarco.com
aiyarco@eth.net

AUDITORS' REPORT

We have examined the Balance Sheet of "Maximizing Employment to Serve the Handicapped", New Delhi, as at 31st March, 2010 and the Income and Expenditure Account for the year ended on that date which are in agreement with the books of accounts maintained by the said Society.

We 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. In our opinion, proper books of accounts have been kept by the Society as far as appears from our examination of the books.

In our opinion and to the best of our information and according to the explanations given to us, the said accounts give a true and fair view :-

- i) in the case of the Balance Sheet of the state of affairs of the above named "Maximizing Employment to Serve the Handicapped" as at 31st March, 2010 and
- ii) in the case of the Income and Expenditure Account of the Surplus of its accounting year ended 31st March, 2010.

The prescribed particulars are annexed hereto.

FOR AIYAR & CO.
CHARTERED ACCOUNTANTS
FIRM REGN NO 001174N



(A.K. BATRA)
PARTNER

MEMBERSHIP NO 80169

Place : New Delhi
Date : 29 SEP 2010



MESH Shop, Uday Park, New Delhi.

MESH Delhi shop is a base from which MESH retail team attend outside sales in schools, companies, colleges and embassies. The basement is the warehouse and focus for export shipments all around the world.

DONORS

Much of MESH's work would not be possible without donations. We are most grateful to the following people and organizations for their support.

- Individual Manniskohjalp, Sweden
- The Leprosy Mission International, U.K.
- Mrs. M. Warren, India
- All Saints Church, Crowborough, U.K.
- Mrs Ingrid Hess, U.S.A.
- Charities Aid Foundation
- Mr and Mrs R. Wingard, U.S.A.

We also take this opportunity to thank everyone who has prayed for our work and encouraged our efforts during the year

VOLUNTEERS

- Jo. Williams
- Michaela Keurotova

We would like to put on record our gratitude for their help with admin and PR work.

MESH Executive Committee

President

Mr. Binoy Jacob

Treasurer

Mr. Benison Solomon

Secretary

Ms. Jacqueline Bonney

Members

Mr. Umesh Banerji

Ms. Amita Joseph

Dr. Satvir Singh

Mrs. Reena George

Mr. Ranjit Mookerji

Fr. Monodip Daniel

MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI BALANCE SHEET AS AT 31ST MARCH, 2010

PREVIOUS YEAR	LIABILITIES		CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
637,615	CORPUS FUND	637,615.82		4,667,586	FIXED ASSETS (As per Schedule 'A' annexed)	4,440,462.95
	Nabert Memorial Fund					
	Add Interest transferred from I&Ea/c during the Year	51,535.00				
4,169,653	Others	689,150.82		1,535,564	ADVANCES	1,065,517.80
	Balance as per last Balance Sheet	4,169,652.86	4,858,803.68	1,827,535	SUNDRY DEBTORS	434,311.68
48,949	Loans overdraft			3,075,926	STOCK IN HAND	3,469,784.68
	INCOME & EXPENDITURE ACCOUNT			4,090,789	CASH AND BANK BALANCES	4,556,700.26
	Balance as per last Balance Sheet	6,614,641.72				
	Less : Cost of Assets written off	418,389.00				
		6,196,252.72				
6,614,642	Add : Excess of Income over Expenditure during the year	26,860.85				
		6,223,113.57				
	Less : Interest Transferred to Corpus Fund Nabert Memorial Fund	51,535.00				
	Less : Amount Transferred to Wingard Memorial Fund	309,522.00	5,862,056.57			
	Other Fund					
	Wingard Memorial Fund		309,522.00			
	Balance Transferred from Income & Expenditure Account					
3,726,541	SUNDRY CREDITORS		2,936,395.12			
	ACCOUNTING POLICIES & NOTES Refer Schedule 'B'					
15,197,400			13,966,777.37	15,197,400		13,966,777.37

NEW DELHI
DATED :

28 SEP 2010

PRESIDENT

TREASURER

ATTACHED TO OUR REPORT OF DATE

CHARTERED ACCOUNTANTS



MESH has been part of Fair Trade Forum's Fair Wage Plus Programme which focused on promoting Fair Trade practices amongst artisan groups across India. Experts from Traidcraft UK trained K.K.Mathew from MESH in the skills to conduct lively, participatory works. In MESH Design Studio Mathew conducted short sessions about Fair Trade with artisans from Delhi, Ladakh, Tamil Nadu and W. Bengal. In Bethany Leprosy Colony and Little Flower Leprosy Colony he conducted workshops each three days long. MESH believes that all producers will benefit by applying the ten standards of Fair Trade in their work places.

MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI
INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH 2010

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	
3,533,186	To Cost of Goods sold:			By Sales:		
	Opening Stock	2,866,497.86				
	Add: Purchases:		15,843,209	Handloom & Others	12,977,148.64	
11,795,967	Handloom & Others	10,643,828.00		" Miscellaneous Income	296,135.00	
2,866,498	Less: Closing Stock	3,208,420.68	10,301,905.18	94,979	" Difference in Exchange(NET)	182,144.08
12,462,655				256,834	" Balance carried down	802,431.15
544,079	" Cartage Inward		420,011.00			
1,531,102	" Salaries, Allowances &					
	" Contribution to Provident Fund		1,862,470.00			
76,842	" Gratuity		2,137.00			
135,728	" Printing and Stationery		55,174.00			
10,113	" Staff Training					
80,964	" Staff Welfare		101,094.50			
146,212	" Electricity & Water charges		154,312.00			
80,000	" Rent		108,000.00			
98,205	" Postage, Telegram & Telephone		92,222.00			
71,130	" Bank charges		58,387.33			
258,014	" Travelling & Conveyance		290,336.45			
29,230	" Advertisement & Publicity		5,684.00			
100,759	" Vehicle maintenance		106,814.00			
	" Packing, Forwarding, Labels					
16,771	& Samples (Net)		22,409.41			
27,597	" Insurance		36,488.00			
192,360	" Legal and Professional charges		104,250.00			
117,813	" Repairs & Maintenance		145,980.00			
	" Auditor's Remuneration:					
25,000	" Audit Fee	25,000.00				
22,959	" For other matters	33,534.00	58,534.00			
20,553	" House Tax		20553.00			
14,550	" Lease Rent & Maintenance		14550.00			
222,742	" Miscellaneous Expenses		194531.30			
	Product Development		11992.10			
4,661	" Income Tax/TDS Paid		36522.00			
10,998	" Stock written off		53501.60			
	" Balance carried down					
16,301,037			14,257,858.87	16,301,037		14,257,858.87
			</			



(Signature)

106,016	Balance brought down		802,431.15			
113,761	" Donation		133,518.00			
	" Excess of Income over			352,749	By Donations	640,991.00
428,739	Expenditure		26,860.85	247,498	" Interest	321,819.00
				48,269		
648,516			962,810.00	648,516		962,810.00

NEW DELHI
DATED:
29 SEP 2010

(Signature)
PRESIDENT

(Signature)
TREASURER

ATTACHED TO OUR REPORT OF DATE
for 29 SEP 2010
CHARTERED ACCOUNTANTS
(Signature)
1. R. B. ATAR



Media interview with MESH suppliers from a leprosy colony in Faridabad and with Divya, a new supplier based in Delhi

MESH marked World Leprosy Day on 30th January 2010 with an event in the Delhi shop attended by friends and well wishers, as well as artisans from Bharat Mata Kusht Ashram, Faridabad and Divya, Delhi. The national media broadcast details of the event and MESH product range on television a few days later.



Jacquard looms shipped from Reaching the Unreached Tamil Nadu arriving in Little Flower Colony, Bihar

Reaching The Unreached Rehabilitation weaving workshop in Tamil Nadu closed in 2009. The organization donated their mini jacquard looms with the pattern cards to Little Flower Leprosy Colony weaving unit in Bihar. Using funds from IM Soir, MESH paid for the long trip by truck, and MESH Design Studio project helped to meet some of the cost for a trainer from RTU to spend several months in Little Flower.

On November 14th 2009 MESH held a Fair Trade Show to promote Fair Trade in India. Displaying their skills were visiting artisans Tarak Nath Roy, a stone carver from W. Bengal; wood carvers from Helen Keller Physically Challenged Welfare Society, Tamil Nadu; weavers from the Physically Handicapped Training and Rehabilitation Centre (PHTRC), Sangli and Bethany Leprosy Colony Rehab Unit, A.P. Because the occasion was also Children's Day, children from the neighbourhood and from Bharat Mata Kusht Ashram, Faridabad took part in games and competitions.



A Consignment of cotton handloom cloth and products leaving Bharat Mata Kusht Ashram weaving unit for MESH Delhi



Maximising Employment To Serve The Handicapped

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Uday Park, New Delhi 110 049
India

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