



**Maximising Employment To Serve the Handicapped
(MESH)**

MESH SUPPLIERS

MESH works with approximately 700 artisans with disabilities or affected by leprosy, in 37 producer groups across 12 Indian states; selling their products from two shops in India and by export to 9 countries across the world and providing design and capacity building trainings through 2 projects.



MAP NOT TO SCALE for representation purpose only

Andhra Pradesh

- > Bethany Colony Leprosy Association (BCLA), Bapatla
- > Jone Pryadarshini Mahila Mandal, Bapatla
- > Young Industrialist Project, Penukonda
- > Anandapuram Grameena Hand Paper Products, Vizianagaram

Bihar

- > Little Flower K.V.Industry (LFKVI), Raxaul

Chhattisgarh

- > Kiran Self Help Group, Champa

Haryana

- > Bharat Mata Kusht Ashram (BMKA), Faridabad
- > Genesis Knitter, Faridabad

Karnataka

- > Hubli Hospital for the Handicapped, Rehab and Training Unit (HHH RTU)
- > Father Muller Charitable Institutions, Mangalore (SJM)
- > Association for the Welfare of Mentally Retarded

Jammu and Kashmir

- > Care Kashmir, Srinagar
- > Peoples Action for Inclusion and Rights, Leh,
- > Kashmiri Shawls Artisans (Disable)

Maharashtra

- > Physically Handicapped Training and Rehab. Center (PHTRC), Sangli
- > Richardson leprosy Hospital, Miraj

New Delhi

- > Society for Child Development
- > Very Special Arts
- > Amarjyoti Charitable Trust
- > Mukesh Arts
- > The Delhi Tailors
- > Anand Mahila Mandal
- > AADI
- > Delhi Foundation for Deaf Women
- > Setu

Rajasthan

- > Sartak Manav Kusht Ashram, Jaipur

Tamil Nadu

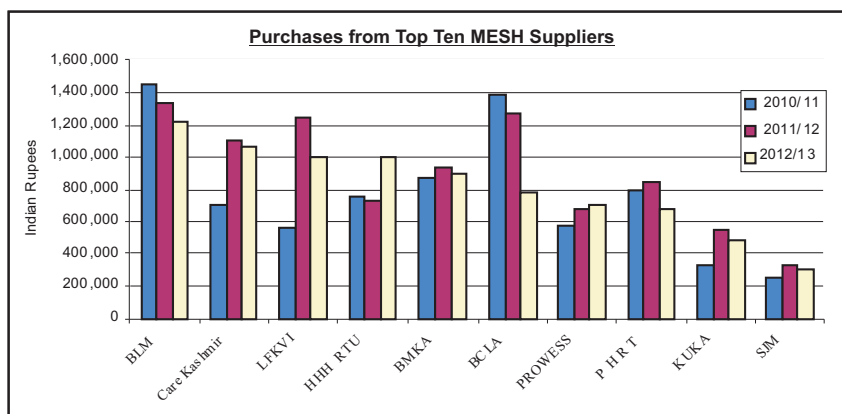
- > Blue Mango Trust (BLM), Bodinayakanaur
- > PROWESS, Kodai Kanal
- > Kshema Rehab Training Centre, Chetpet
- > Anandam Disabled Handicraft Society, Tirvanamalai
- > Helen Keller Crafts, Kalakruchi
- > CRAFT, Cuddalore

Uttarakhand

- > KKM Handweaving, Dehra Dun

Uttar Pradesh

- > Khadi Gram Udyog (KUKA), Najibabad
- > Kiran Society, Varanasi
- > Khadim Handicraft Artisans welfare Association





Trading for Rehabilitation

MESH is an Indian Organization committed to working with people affected by leprosy and people with disabilities.

Mission, Vision and Values

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

(through fulltime work and links to retraining, education, health and sanitation for the people affected by leprosy and disabled people that supply MESH)

Our VALUES

As members of the World Fair Trade Organisation (WFTO) and Fair Trade Forum India, we strive to practice and promote the Ten Principles of Fair Trade.

1. Creating opportunities for economically disadvantaged producers
2. Transparency and accountability
3. Fair Trading Practices
4. Payment of a fair price
5. Protecting Child Rights by ensuring no child or forced labour
6. Commitment to non-discrimination, freedom of association and gender equity
7. Ensuring good working conditions
8. Capacity building
9. Promoting Fair Trade
10. Respect for the environment

About MESH Suppliers

Economic and social exclusion can often be traced to lack of opportunities. This is especially the case with people affected by leprosy and people with disabilities, who experience physical and social barriers that reduce the options available to them for education and employment. MESH's mission is about providing opportunities for those people and our way of doing that is by partnering with groups that provide training and employment opportunities in craft production; by recognising the skills of their artisans and by bringing their products to the market.

The Supplier Groups

The supplier groups vary considerably in structure and size. Blue Mango Trust is highly organised, with infrastructure and systems in place, well controlled working capital, a purpose built and well equipped workshop and social welfare benefits. In contrast, Kiran Self Help Group is a tiny self-help group of six women from a leprosy colony who have come together to earn a living by doing embroidery. They work from home, meet together to share work and pool profits. A new supplier in the last year is the shawl embroiderers in Kashmir who are three brothers from one family who have a degenerative disorder that is gradually limiting their ability to move. They work at home and do their best to contribute to the family income.



MESH was approached by a shawl seller from Kashmir asking if we would be willing to buy shawls from his cousins, the young men all affected by a degenerative disorder that is gradually causing them to lose mobility. Mathew from MESH visited their home about 20km from Srinagar and discussed how we might work with them. Tariq has completed a masters degree and can manage all communication with MESH so we have been able to order a few fine woollen shawls in classic designs. We expect to find ways to develop new products and work more with him and his brothers in the coming year.

***"I need orders from MESH because our sister married recently and there were a lot of expenses"**Tariq*



Our approach to working with each group is to identify what they make that we can sell, help them to make products that the customers ask for and provide training in any aspect of running their business that we or they identify needs to be improved. The services MESH provides are tailor-made to suit the groups and MESH takes orders for products based on the known capacity and capability of the group to supply.

The Artisans

The artisans within the groups vary from group to group. Hubli Hospital for the Handicapped Rehabilitation Unit provides work opportunities only for people affected by leprosy or with disabilities; other workshops are integrated and include both people with disabilities and other marginalised people. In some of the leprosy colonies the old people affected by leprosy have retired and their grown up children are doing the craft work thereby adding to the income of the entire family.

Traditionally in India, crafts are traced down through generations. Most of the artisans making the products that MESH sells are not from craft families but have learned the craft in order to have employment. In Bethany Leprosy Colony, for example, the weaving work started because there was one skilled traditional weaver in the community who was able to teach others.



Many of the artisans say they desperately need the work and use their earnings to meet the primary food, clothing, and shelter needs of their families. In those groups where there is regular unbroken work the artisans are able to plan and most often spend their earnings on improved education for their children (change from poor quality state schooling to better quality private schools, or the addition of regular tuition).

Bharat Mata Kusht Ashram is a community of people affected by leprosy living with their families in small houses alongside a road on the outskirts of Faridabad. There is a small weaving unit in the colony employing six people which supplies cotton tablecloths, rugs, bedspreads and running cloth to MESH. Each weaver is paid a piece rate for his work and the profits are shared equally with all the leprosy affected members of the community. This approach to sharing profits is common in a number of leprosy communities that supply MESH.



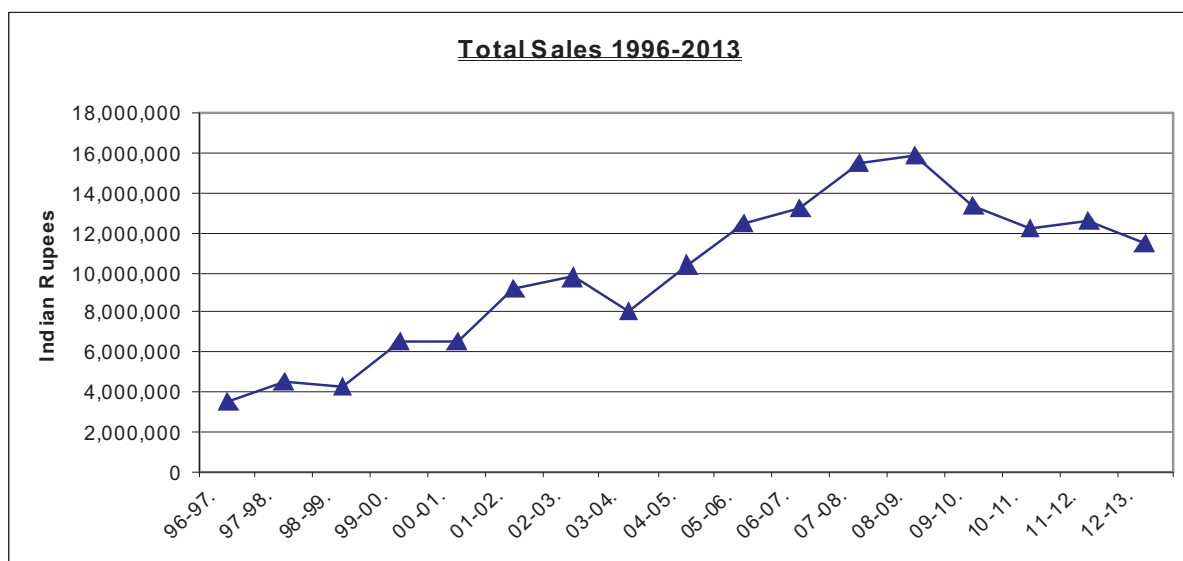
When Gurappa first moved from south India to Faridabad in north India it was so that he could beg for a living far away from his native place and the risk of being seen and bringing a social stigma upon his family. In the three decades since then he has rallied other people affected by leprosy to agree to give up begging and find other ways to manage their lives. As the President or *Pradan* of Bharat Mata Kusht Ashram (BMKA) he has organised funding to build small houses, a dairy, a weaving unit and for many years he ran a broiler chicken farm which supplied MESH. Local people give food and snacks generously as *dan* and the income from a dairy and the weaving unit is shared equally amongst the leprosy affected members.

In 2012 the weaving unit shared Rs 200,000 with the members of the community.

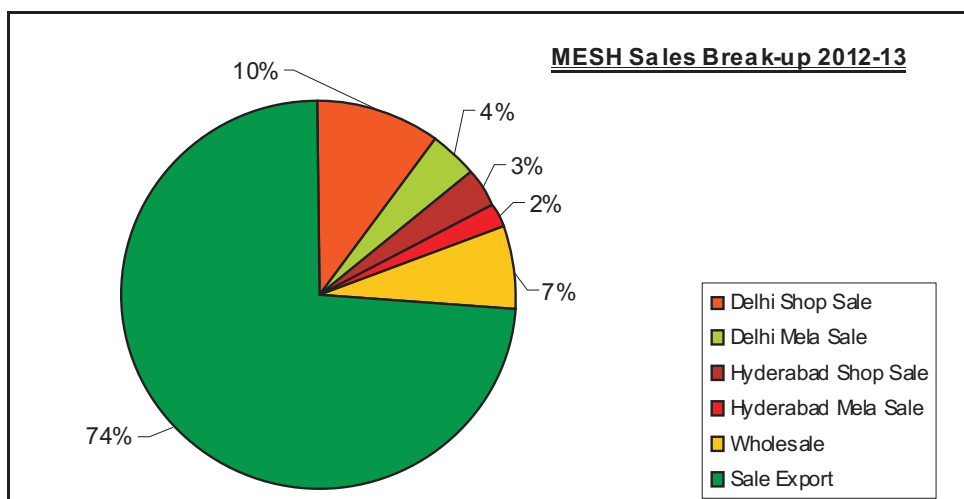
Gurappa BMKA President

Sales

MESH's primary activity is trading for rehabilitation. By buying and selling handicrafts and lifestyle accessories produced in groups of people affected by leprosy or people with disabilities we can contribute to their efforts at economic integration which in turn impacts on their social integration.



Two years ago a decision was made to change MESH's marketing strategy instead of concentrating all efforts on exports it was decided to focus and invest in increasing sales on the domestic market. The change, driven by the down-turn in European economies was made possible with a significant project grant from IM Soir, Sweden. The project which is called Livelihood Security through Market Access (LSMA), has three focus areas; capacity building, marketing and design; all three are intended to result in increased sales of products made by the artisans with whom MESH works.



Domestic Sales

Encouraged by the growth in domestic sales during 2011-12, the Domestic Marketing Manager set a target to double sales in 2012-13 using a variety of tools made possible with a generous LSMA project budget. The domestic marketing strategy in 2012-13 has included:

1. Outdoor Sales - Melas
2. B2B Sales
3. On-line shops
4. Consignment customers
5. Local print and on-line advertising
6. Event/launches



Events/launches

Intended to increase footfall the events were held in MESH Delhi shop or in the space in front of the shop. Advertising for the events included the distribution of many thousands of leaflets in the residential colonies in a 3km radius around the shop and advertisements in weekend editions of major English language newspapers.

- Earth day
- Cotton Kurti launch
- Winter carnival
- Accessorize - Fair Trade Fashion show

The cotton kurti launch and Winter Carnival saw MESH offering in the shop products made by other Fair Trade Suppliers as part of the Fair Trade branding under Fair Trade Forum India. The successful response to kurtis has encouraged MESH to source kurtis from Jone

Pryadarshini Mahila Mandal and Little Flower in the future. Adding clothing to our range attracted a different and younger clientele as long as they were available.



The largest event was “**Accessorize Fashion show**” which targeted younger people and included a good response from local students who decorated the shop and area and served as models. At the same event MESH launched a film made by Clemence, Dubois, a French Fair Trade intern about the making of a woven scarf from silk cocoon to finished scarf



Outdoor Sales - Melas

MESH shop is in a smart neighbourhood but with only offices, fast food restaurants and a bank nearby this is not a market of choice for festival shopping. In order to catch the festival season sales MESH staff team take products out to company sales as well as school, college and embassy bazaars.

Sales Location	No. of Sales Attended.
Corporate Meass	14
Educational Institute Baazars	10
Embassy Melas	4
Other Public Meals	10

B2B Sales

Wholesale, B2B sales increased over the previous year indicating that whilst we have not been able to make MESH a destination store, there is a demand for the products that MESH sells. Working to increase this area of business will be a future strategy.

On-line Sales

Investigating the process for starting our own on-line shop was one of the goals for the year and Clemence, Dubois, a French Fair Trade intern, spent several weeks gathering data and preparing a report on the methods of starting and running a-e-commerce site. Simultaneously approaches were made to various companies selling handicrafts on-line and MESH products were included in their ranges. The results were limited

Consignment customers

Historically MESH has been reluctant to give goods out on consignment, as we buy from suppliers we hope that buyers will buy from us. The market however expects to be able to take goods on consignment and pay them off every month. During the year MESH has worked with eight consignment parties in Delhi, Gurgaon, Jaipur, Hyderabad, Baroda and Panchkula. Lack of system preparedness has made this activity a particular challenge but management lessons have been learned

which will be applied as we seek to grow the consignment sales activity.

Print and E-mail Advertising

Almost 90,000 leaflets were distributed in the residential areas in a radius around MESH, advertising events, product launches, a sale and just telling people where we are located. Banners were strung across the road near the Delhi shop during every event or new activity. Four advertisements were placed in an English language daily newspaper in the festival season. Free on-line promotional tools (MailChimp) were used together with usual social networking (Facebook and Twitter) sites to promote our work and especially events.



MESH WINTER CARNIVAL



WHAT'S NEW AT MESH

- SHAWLS AND STOLES
- MEN'S SCARVES AND JACKETS
- PERSONAL CARE PRODUCTS
- QUILTS
-MUCH MORE






Buy Fair

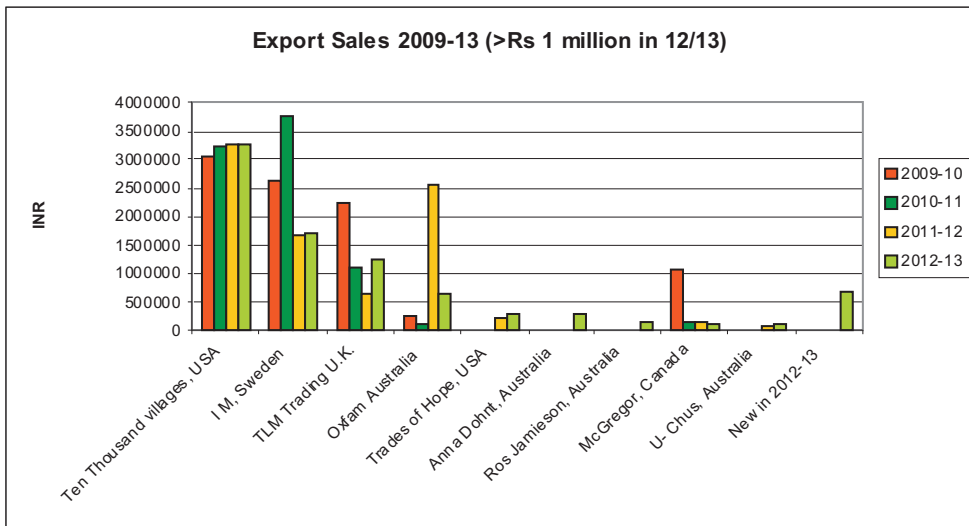
EVERY PURCHASE YOU MAKE SUPPORTS PEOPLE ACROSS INDIA IN SUSTAINING LIVELIHOOD

Address: MESH (Maximizing Employment to Serve the Handicapped) Shop No - 5, Local Shopping Centre, Uday Park, New Delhi- 110049. Contact details: 011- 26 96 50 39 , 011 - 26 56 80 48 website: www.mesh.org.in

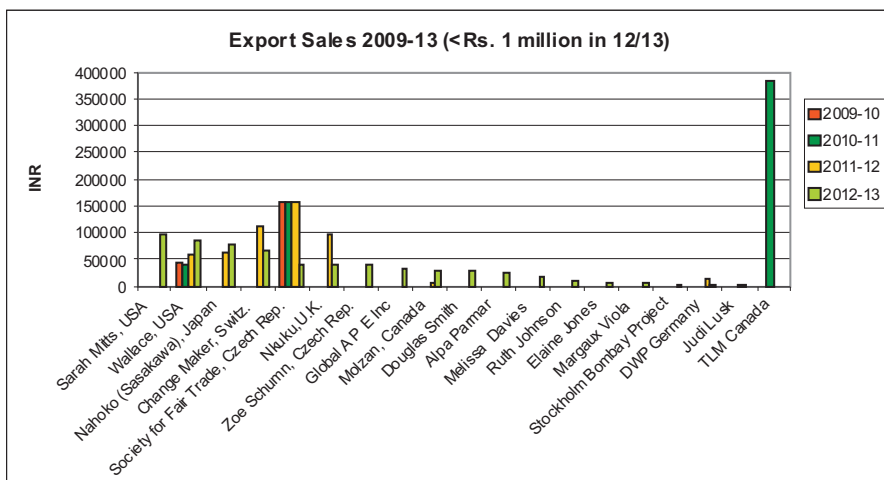
In spite of these initiatives, some of them quite expensive, the domestic sales did not grow. We have concluded that whilst outdoor sales figures and B2B sales indicate that customers like the products, they are not exciting enough for people to make MESH shops in their present locations, destination store.

Export Sales

A feature of fair trade is that suppliers and buyers build long-term relationships and buyers try to maintain some stability in the value of their purchases. Whilst we have suffered a significant drop in business in the last few years, orders from our regular buyers have begun to level out and they have shared with us their ability or otherwise to grow sales.



Even so, there have been one or two huge swings in the value of orders year on year from some buyers, which has had a detrimental effect on MESH's final export sales figures. These have been offset somewhat with growth in sales to other buyers and interest from new and smaller companies, but MESH must find some more large fair trade buyers in order to be able to withstand the shock of unstable ordering patterns.



As a percentage of MESH's total sales, exports have been gradually decreasing from 89% in 2009-10 to 79% in 2011/12 and now in 2012-13 exports are 74% of MESH's business. It has been MESH strategy to reduce dependence on exports by increasing focus on domestic marketing so the trend is satisfying. But with three quarters of our business in exports we are making every effort to ensure that design and supply chain management and our commitment to fair trade is not compromised.

Export Strategy

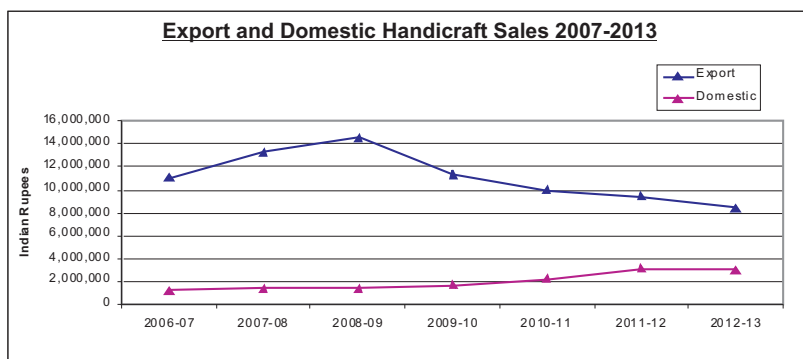
With the need to keep costs low and still reach out to international buyers MESH assigned the task of international market research to Ms. Clemence Dubois a Fair Trade intern from France who worked in MESH for four months. The database of possible clients has increased and is being used on a regular basis to communicate images of new designs and promote special offers on longstanding stock.

Building strong working relationships with the buyers and traveling with them to meet the artisans or introducing them to the artisans has been found to have a significant impact on sales. So a team from MESH were glad to accept the invitation of a new Australian customer, Anna Dohnt to join her for a study tour of the fair trade organic cotton supply chain in Tamil Nadu. On the same trip they were able to introduce her to

Jone Pryadarshini Mahila Mandal tailors who will work on her school uniform range in the future. The time spent with her extended her understanding of the constraints and challenges of MESH's work and she has responded by choosing to order products and sets that will clear costly stocks.

The design studio sampled a range of kitchen and apparel items in organic cotton cloth from the same supply chain and MESH is investigating the demand for organic cotton products and supply of organic cotton yarn for weaving in our current weaving groups.

Another aspect of the export strategy has been to adapt our ways of working to satisfy buyer demand. This has especially been so in our relationship with IM Fair Trade in Sweden who wish to order a very high quality range of products made in fair trade organic cotton which will be rotary printed using certified low (environmental) impact techniques. None of MESH suppliers could reach the standard but as the prints are matched with plain coloured handloom cotton woven by groups supply MESH and tailors in MESH groups will sew the products MESH felt it was worth working over a period of one year to bring the sampling to completion. In the process we have expanded our knowledge of the organic cotton supply chain and learned about GOTS printing, all of which will allow us to expand our product ranges in the future.



MESH Design Studio

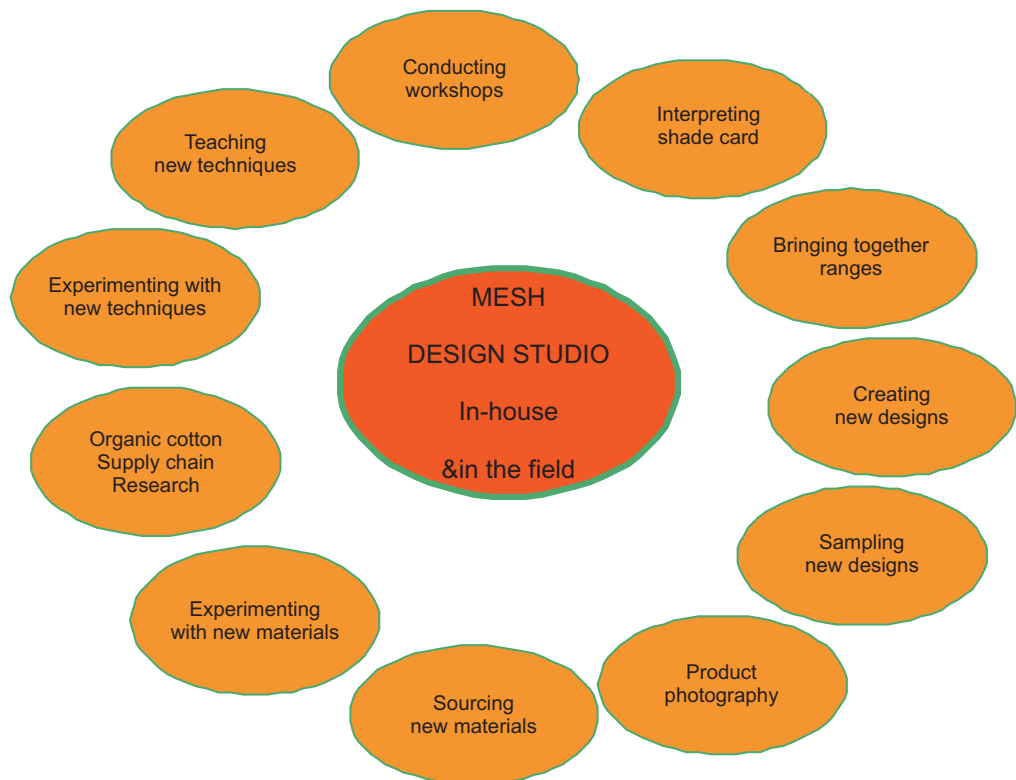
Under the heading MESH design studio the matter should look like this. I mean this is not poetry it is narrative so justify the text to fit the space.

“I must also say that it is a pleasure working with producer partners that are proactive in submitting new product ranges and show initiative with innovative product ideas -

this aspect of supplier commitment is a very significant when working with our suppliers, we thank you for your team work ethics!”

Daniela Carrabba, Kitchen, Gift & Homeware Buyer, Oxfam Shop, Australia.

For artisans to achieve economic stability that will let them budget and commit to regular financial commitments like school fees and savings schemes they need regular production orders. The only way that MESH can maintain a steady flow of orders to our suppliers is if they provide us with a constant flow of new products and if we have the physical space and environment to retain old designs and archival patterns and styles that can be brought freshly to the market as new ranges are developed. The LSMA project funded by IM Soir, Sweden includes a design development component that allows us to run MESH Design Studio and activities to provide quality design and product development support as a service to MESH supplier groups.



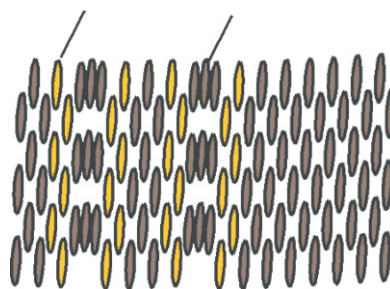
MESH Design Studio Activities

More and more the studio team is required to do merchandising activities, finding sources of materials to meet the specific demands of the buyers and then try and match the skills of the artisans with whom we work, to the products that the buyers are asking for.

Studio Activities 2012-13	
Activity	Output
Sourcing and experimenting with new materials	Insulating and water proof materials. Fair trade organic cotton yarn
Supply chain research	Organic cotton supply chain tour in S. India Silk and fine silk/wool yarn tour to Bhagapur
creating and sampling new designs/new products	100 products some were sampled multiple times as buyer changed the requirement.
Interpreting buyer shade card	4 ranges for two supplier groups
Bringing together ranges	Cushion range 2 kitchen ranges Kurti range Embroidered silk covered note books 2 Bethany weaves bag ranges Embroidered saris Jute and printed cotton laptop ranges
Experimenting with new techniques	<i>Novar</i> loom denting and drafting in-house.
Teaching new techniques	<i>Novar</i> loom new drafting and denting techniques with Bethany weavers Lining of palm leaf gift basets
Conducting workshops	4 design workshops in the field 5 in MESH design Studio 2 marketing materials workshops
Photography	Photography and graphics for advertising material Product photography catalogue ready

One of the tasks of the designer is to teach new techniques and introduce new patterns as well as products to the artisans. For example work was done in the studio with the designer and in-house weaver on new drafting and denting techniques for the very basic *novar* looms used in Bethany. Those techniques were then taught to the weavers during a workshop in Bethany Colony. In the second design intervention for Bethany it was possible for the designer to send colour combinations and weaving and sewing specifications and weavers and tailors in Bethany made up according to the specifications.

WIL 4 WIL 5



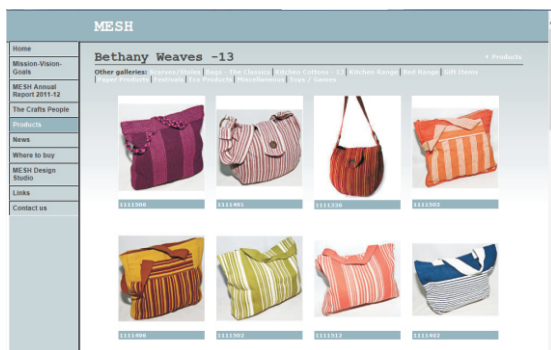
90 tape - 7 mtrs

60 tape - 7 mtrs



Some export customers sent product samples that the designer was asked to interpret to the artisans. Ten Thousand Villages, USA send every November shade cards for the look they will be promoting two years later. The designer collected archive designs and products already in MESH that match the ranges, photographed them and they were sent to TTV. The designer also interpreted the shade cards designing products to match that can be made by MESH supplier groups and getting sampling and photography ready to meet TTV product selection meetings.

Photography and the related preparation of images for the catalogue is also done in the studio and in 2012-13 the designer also assisted with the preparation of graphics for several advertising campaigns conducted as part of the domestic marketing strategy.



Capacity Building

The strategy for MESH to sell more on the domestic market is matched with a desire to see MESH supplier groups directly selling more in their regions. With that in mind there was component in the LSMA project for MESH to conduct marketing workshops for supplier groups during 2013. Linguistic issues made it necessary to conduct four small workshops, two in southern India and two in northern India where Hindi is the common language.

The first two workshops were purely about marketing. Participants from sixteen MESH supplier groups were provided with training in practical aspects of marketing, through discussion, role play and group work. They were also exposed to the work of Fair Trade Forum and The Crafts Label. Two groups were taken to meet commercial buyers in Delhi and Noida, and the seven southern groups met the resort manager to see if he would keep their products to sell to other visitors.

During the first workshops we identified that some groups did not have any kind of promotional material for domestic marketing and so a smaller number of ten groups were invited back to second pair of workshops with MESH designer, a design intern and volunteer photographer to develop a range of promotional materials for their unit. The designers helped the groups to make logos if they did not have one; designed swing tags, brochures and sew-in labels as well as visiting cards. Using funds from the LSMA budget and TLM's marketing project it was possible to supply the groups with the first batch of printed promotional material freely (see Bethany Weaves new logo and visiting card below). The art work has been provided on pen drives to each group so that they can take help to edit and reprint for future editions. The southern workshop was conducted in Blue Mango, one of MESH's most efficient suppliers so there were additional sessions for the groups to network and learn from each other.



Feedback on the effectiveness of the marketing workshops and the provision of the promotional material after six months includes the following comment from Tsering Gurmet, in Pagir



“Awareness regarding our products in the market increased and the sales have also improved” Tsering Gurmat, Pagir, Leh

The other rather specialist area of capacity building that MESH has been involved in with some artisan groups is training to understand and apply the Ten Principles of Fair Trade. One of MESH staff team has been especially trained in providing such training and during the year he conducted four trainings with four groups. Each interactive, lively training is conducted over a period of three days. The goal of such programmes is to help artisans understand their rights and their responsibilities as small producers. The emphasis is on ensuring that artisans are not exploited and that they are not exploiting others in the supply chain and also that their status as small producers does not become synonymous with unprofessional business practices. So artisans learn about fair wages and non-discriminatory practices on the one hand and professional business communication, meeting delivery times and product quality on the other. For the first time MESH has had technical support to investigate the environmental impact of the craft processes used by one MESH supplier. Ms. Linnea Kempe who is a Swedish student of environmental science was invited by IM Fair Trade to spend her intern period in Little

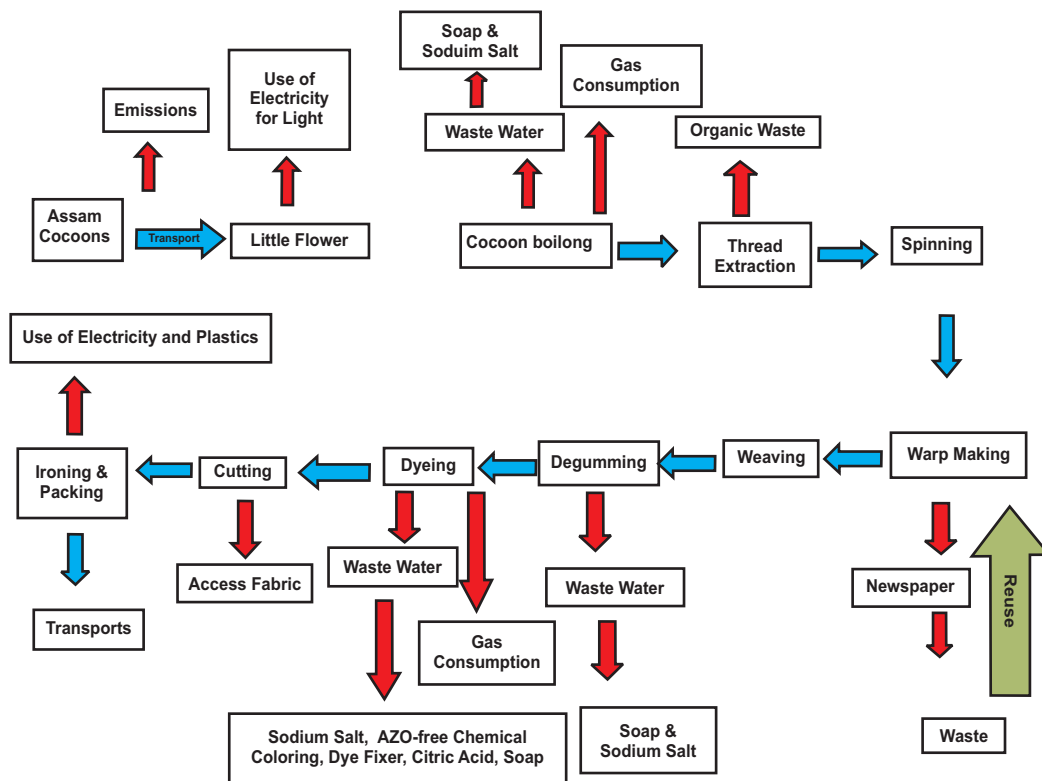
Flower Khadi Villages Industries conducting an environmental impact analysis of the processes to bring silk cocoon to finished silk scarf. At her own expense and some discomfort she spent two weeks investigating all the stages of extracting and reeling the silk from the cocoon, dyeing the yarn, weaving, finishing and shipping to MESH.



From silk cocoon to silk scarf



She recorded her observations on a flow chart (see below) which she shared with the team in Little Flower and to MESH staff and artisans from two other supplier groups at a session in MESH Design studio. For most people it was a revelation to see how many environmental touch points there might be in the production of a small handcrafted product. During the session participants from the two supplier groups began to list their production processes and consider the possible environmental impact at each stage. MESH hopes to take these issues to more groups in the coming years using the flow chart from Little Flower as a tool.



The amount of dyeing taking place in all of our supplier groups is so small and MESH has already been advised that the environmental impact is likely to be at the worst, negligible. However Linnea recommended a simple low-cost pit filtration tank system to reduce any environmental impact from disposal of waste dye water. After reading Linnea's report the team at Little Flower opted to build the filtration system to receive the waste water from the dye unit. At a recent MESH network meeting, they shared the details with other MESH supplier.



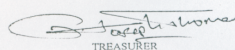
Finances and Administration

MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH, 2013

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
2,384,523 10,2090186 2,942,205 9,651,506	TO Cost of Goods sold: Opening Stock 2,942,205.16 Add: Purchases Handlooms & Others 9,183,605.41 Less: Closing Stock 4,106,256.82	8,019,553.75	12,548,366 72,602	By Sales: " Handloom & Others 11,407,350.33 " Miscellaneous Income 315,153.01	11,407,350.33 315,153.01
474,546 2,217,046 21,000 99,325 133,157 164,418 140,821 68,753 34,010 155,181 74,030 32,705 74,453 114,380	" Cartage Inward " Salaries & Allowances " Gratuity " Printing & Stationery " Staff Welfare " Electricity & Water Charges " Rent " Postage, Telegram & Telephone " Bank Charges " Traveling & Conveyance " Vehicle Maintenance " Insurance " Legal & Professional Charges " Repair & Maintenance " Auditor's Remuneration: Audit Fee 43,259.00 Taxation Matters 38,988.50 Out of Pocket Expenses 8,427.00 " House Tax " Lease Rent & Maintenance " Miscellaneous Expenses " Membership Fee " Interest Paid " Business Promotion " Bad debts written off " Damaged goods written off " Packing, Forwarding & Samples	415,064.00 1,945,307.00 - 58,244.00 130,159.00 94,955.00 153,984.00 66032.00 44,268.54 56,715.00 101,466.00 33,645.00 149,046.00 65,496.00	43,670 1,321,145	" Difference in Exchange 40,838.53 " Balance carried down 448,628.31	40,838.53 448,628.31
71,695 17,960 4,875 30,830 14,550 106,102 51,472 - 52,763 176,325 3,880 -		90,674.50 30,829.00 14,550.00 83,453.00 65,352.00 22,237.31 16,217.50 236,688.58 59,843.87 258,189.13			
13,985,783		12,211,970.18	13,985,783		12,211,970.18
1,321,145 -	" balance brought down " Excess of Income Expenditure	448,628.31 459,728.63	328,545 377,170 615,430	By Donations " Interest Excess of Expenditure over Income	423753.00 484603.94
1,321,145		908,356.94	1,321,145		908,356.94

NEW DELHI
DATED : 28 SEP 2013


PRESIDENT


TREASURER

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


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



MESH Executive Committee

President

Mr. Binoy Jacob

Treasurer

Mr. Joseph Thomas

Secretary

Ms. Jacqueline Bonney

Members

Mr. Umesh Banerji

Dr. Satvir Singh

Ms. Amita Joseph

Mrs. Reena George

Fr. Monodeep Daniel

Dr. Mary Vergese



MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI BALANCE SHEET AS AT 31ST MARCH, 2013

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
762,374	CORPUS FUND Nebert Memorial Fund 762,373.82 Add : Interest Income 66,924.00 829,297.82		4,544,016	FIXED ASSETS (As per Schedule annexed)	4,544,015.95
4,169,653	OTHERS Balance as per last Balance Sheet 4,169,652.86	4,998,950.68	684,046	ADVANCES	554,417.65
309,522	Wingard Memorial Fund	305,022.00	655,703	SUNDRY DEBTORS	314,578.80
4,661,446	INCOME & EXPENDITURE ACCOUNT Balance as per last Balance Sheet 4,661,446.54 Add : Excess of Income Over Expenditure 459,728.63 Less : Interest Transferred to Corpus Fund 5,121,175.17 66,924.00	5,054,251.17	3,224,508	STOCK IN HAND	4,235,155.80
5,090,545	SUNDRY CREDITORS	5,778,744.79	5,885,267	CASH AND BANK BALANCES	6,488,800.97
	ACCOUNTING POLICIES & NOTES Refer Schedule 'B'				
14,993,540		16,136,968.64	14,993,540		16,136,968.64

NEW DELHI
DATED : 28 SEP 2013


PRESIDENT


TREASURER

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


(A.K. DATTA)
PARTNER
M.No. 080169

Donors

We are most grateful for the following organisations for continuing to support MESH with donations for projects:

> Individual Manniskohjalp, Sweden

For funding and training to run a project called Livelihood Security through Market Access (LSMA).

> The Leprosy Mission International, UK

For a Market Support project

> Ten Thousand Villages, USA with thanks to Ben Gnomes for a grant to provide higher education loans to the children of people affected by leprosy.

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J. Lipinski; K.Jawaharlal; Reena Jacob; Sankara;

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Clemence Dubois, Linnea Kempe, Piyush, Kimberly and Matt Reh

The Only Thing I know How to do for a Living



In the small village of Kalastambi in Tamil Nadu a group of six women meet regularly to work together making palm leaf and banana fiber products for sale. They are Anandam Disabled Handicrafts Self Help Group. The members are women with disabilities or from HIV/AIDS background. This group revolves around a young woman called Radha. She cannot read or write as she never passed beyond 3rd standard but she can sign her name in Tamil.

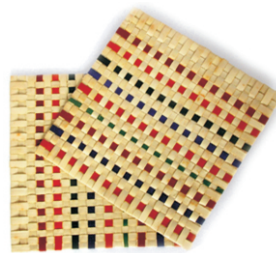
Married young, Radha's husband died from AIDS seven years ago. Immediately after her husband's death she moved back with her mother, who died soon after, leaving her to struggle with her son alone.

She joined the group 12 years ago and learnt how to make baskets, bags and mats from palm leaf and banana fibre. In conversation with MESH designer recently she said:

“This is all I know to earn a living and I know no other craft or other work and neither am I educated enough to work in town”

MESH was introduced to Anandam Self Help Group by The Leprosy Mission and has been buying products and working with the group ever since. This year Radha and Amavasi attended a marketing workshop led by MESH and the group has been helped to make a logo and brochure to give with interested customers. For them the challenge is lack of working capital making it impossible for the group to make stock for sale, instead they have to make to order. We have eco-friendly products from Anandam in MESH shops and offer them for export. **Banana fibre products are in demand but the work is highly labour intensive and the customers are not always ready to pay the price needed to make it worth while for the artisans. Like all MESH artisans Radha needs regular income to be able to plan and budget for her family affairs and she says:**

“Earlier MESH used to give more orders and now the orders are so miniscule. I have no one; my parents are not there to support me, and my husband is dead and I have no brothers so I need to find some work to help my child grow and to educate him and earn a living for the family to feed on. We are so poor often we do not have enough to eat and we want MESH to give us more orders so that we can earn our living”





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