



Trading for Rehabilitation

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



**Maximising Employment to
Serve the Handicapped**

**Annual Report
2014 - 2015**

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



Creating opportunities for economically disadvantaged producers

Transparency and accountability

Fair Trading Practices

Payment of a fair price

Protecting Child Rights by ensuring no child or forced labour

Commitment to non-discrimination, freedom of association and gender equity

Ensuring good working conditions

Capacity building

Promoting Fair Trade

Respect for the environment



MESH SUPPLIERS

MESH work with approximately 1000 artisans with disabilities or affected by leprosy, in 34 producer groups across 11 Indian states; selling their products from one shop in India and by export to 11 countries across the world and providing design and capacity building training.

PARTICULARS -Producer group supplying MESH

Amount (INR) sold to MESH

Blue Mango Trust (Tamil Nadu)	2,375,407.25
Little Flower K.&V.I.Leprosy (Bihar)	1,776,689.93
Hubli Hospital for the Handicapped RTU (Karnataka)	1,595,434.77
Bethany Colony Leprosy Association (Andhra Pradesh)	1,348,164.80
P H R T Centre Miraj (Maharashtra)	1,000,868.00
Bhartmata Kusht Ashram (Haryana)	739,158.75
Prowess (Tamil Nadu)	696,432.19
Care Kashmir (Jammu Kashmir)	692,422.56
Khadi Gram Udyog (Uttar Pradesh)	454,822.50
Khadim Handicrafts Artisans Welfare Association (Uttar Pradesh)	345,005.20
Herbal Fab (Gujrat)	13,495.00
Fr.Muller Charitable Institutions (Karnataka)	261,527.57
Anand Mahila Mandal (Delhi)	213,159.23
Jone Priyadarshini Mahila Mandal (Andhra Pradesh)	212,245.06
Remake Technologies Foundation (Delhi)	207,250.00
Mr. Tariq & Brothers (Jammu Kashmir)	204,600.39
Trash to Cash Pvt Ltd (Delhi)	103,375.00
Kiran Society (Uttar Pradesh)	82,944.00
Anandam Disable Handicraft - SHG (Tamil Nadu)	62,100.00
Jay Shree (Haryana)	56,800.00
Uma (Haryana)	55,465.00
Support Foundation(Disha Centre) (Delhi)	41,148.00
Integrated Development Trust	40,900.00
Young Industrialists Project (Andhra Pradesh)	39,800.00
Sarita Tailor (Haryana)	37,555.00
Very Special Arts (Delhi)	37,490.00
K. Anand Kumari (Delhi)	35,630.12
Kiran Self Help Group (Chhatisgarh)	35,000.00
People Action Group for Inclusion Rights (Jammu Kashmir)	31,660.00
Amar Jyoti Charitable Trust (Delhi)	28,798.00
Mukash Arts (Delhi)	23,700.00
Last Forest Enterprises Pvt Ltd (Tamil Nadu)	19,270.00
Ratan (Delhi)	16,885.00
Atulyakala (Delhi)	12,740.00
Swasraya Produccures Company LTD (Delhi)	5,540.00
Silence (West Bengal)	5,350.00
T.Meena (Andhra Pradesh)	3,840.00
Ramesh Chand Prajapati (Delhi)	2,010.00
Kshema Rehab Trg Centre (Tamil Nadu)	920.00
Society for Child Development (Delhi)	305.00
Grand Total	13,215,908.32



TAMIL NADU

Blue Mango Trust



BIHAR

Little Flower K.&V.I.Leprosy



JAMMU & KASHMIR

Care Kashmir



UTTAR PRADESH

Khadim Handicrafts Artisans Welfare Association

MESH SUPPLIERS



MESH works with small scale producer groups who are committed to the social and economic inclusion of people with disabilities or people affected by leprosy. We build long term sustainable relationships with producer groups because we are convinced that in so doing we can help to affect lasting change.

Savitri from Physically Handicapped Rehabilitation and Training Unit in W. India told us that she and her husband are from a leprosy colony but with work from PHTRC and some sponsorship they have been able to educate their children who include an engineer and nurse. Several years ago when her husband died there was an unpleasant dispute in the weaving unit, only Savitri and two other women stayed on determined to keep PHTRC alive. MESH and our buyers gently worked with them and now the unit is back almost to full strength providing opportunities for younger women to thrive as Savitri has.

In MESH we believe that people's lives can be improved through regular employment and that by working within the principles of fair trade we can assist people to achieve fully inclusive lives. The challenge is always how to sell more of what they make.



MESH designer and the team from PAGIR making Yaks from waste materials



Jone Pryadarshini Mahila Mandal is a women's society in a leprosy colony in S. India. They have no exposure to international markets or much knowledge of urban demand but they are ready to sew anything that we ask and have been able to meet regular demand for velvet bags for sale to cremation homes in Canada. The practical in-demand product ensures a flow of orders much better than purely handicraft artefacts.

In MESH Design Studio as we strive to interpret designs for buyers, we are involved in sourcing new materials, teaching new skills, sampling and training producers in quality and finish. The in-house weaver works on fabric designs throughout the year and assists visiting weavers from producer groups working on different looms and with different yarns. Representatives from producer groups come to the studio for design workshops making samples and experimenting with new concepts or the designer travels to the group to conduct the workshop.

This year three women from Pagir, a group from Leh in the cold high Himalayan mountains were accompanied by MESH designer to Well Paper another group involved in making products from waste materials in the very hot southern state of Tamil Nadu. Those two Indian groups from such different ethnic and climatic backgrounds bonded and learned from each other, sharing techniques and understanding new ways of managing waste and organising their work.

A Swedish design Intern, Lena Melin spent four months in MESH Design Studio and visiting producer groups in Hubli and Mangalore. Her dreamlike designs that are on sale in MESH as a Jungalore Range includes hand printed bags from a producer group in Mangalore and a fantastic range for children in organic cotton, commercially printed and sewn by the tailors in Faridabad Leprosy Colony.

Two Indian design students from IICD Jaipur, conducted some useful market research about sizes and colour preferences for bags and scarves for the local market.

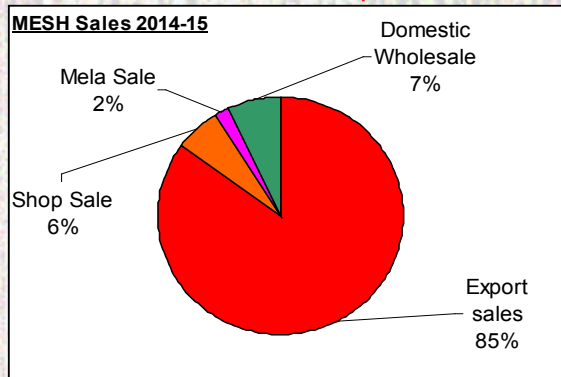
MARKET PLACE

Details for MESH Export Buyers as on 31st March 2015

Particulars	Amount (INR)
Ten Thousand Villages (USA)	5,806,655.46
Individuell Manniskohjalp (Sweden)	1,294,455.52
Anna Dohnt (Australia)	1,147,121.33
Trades of Hope (USA)	1,033,149.38
El Puente Gmbh*(Germany)	1,029,701.96
Noonday Collection (USA)	967,142.76
TLM Trading Ltd. (U.K.)	921,167.58
Altromercata (Italy)	815,336.40
Sustainable Threads (USA)	794,792.64
Ros Jamieson (Australia)	517,557.08
Oxfam (Australia) Trading Pty.Ltd	451,216.80
Ten Thousnad Villages (Canada)	351,797.84
Maailmankauppa Juuttiputiikki (Finland)	257,662.87
Grant Mcgregor (Canada)	229,987.81
Chotanagpurgruppe Gmbh (Germany)	192,183.00
Sarah Peddie -McGuirk (Australia)	190,060.91
Sasakawa (Japan)	115,789.50
Belinda Taylor (Australia)	67,017.78
Harry Kavros (USA)	61,745.30
Joshua Schuma (USA)	53,550.00
Victoria Global Village Store (Canada)	41,410.95
Martha Brownice Wallace (USA)	38,989.47
The Nippon Foundation (Japan)	32,028.00
Linda Johnson (Netther Land)	20,502.04
Maharani Trading Ltd. (U.K.)	19,937.74
Tara Dunstone (Australia)	18,762.24
WFTO Asia-Seoul (S.Korea)	17,026.15
Judi Lusk (USA)	10,522.25
Country Inn & Suits (USA)	6,654.20
Erica Rabins (USA)	5,159.44
U-Chus Glennys Clarke (Australia)	3,263.85
Grand Total	16,512,348.25

Details for MESH Domestic Buyers as on 31st March 2015

Particulars	Amount(INR)
Shop Sale	1190966.02
Mela Sale	396942.85
Wholesale	1327851.87
Grand Total	29,15,760.74
Total	19428108.99



We strive for sustainability in our marketing channels; International fair trade companies are our main customers. In India our retail sales are from our MESH shop in Delhi, through outdoor sales and exhibitions, especially during the festival season, and from this year our products are listed for sale on several e-commerce portals including Amazon and Snap Deal. Domestic wholesale business is to several small privately owned stores and by far the main business to them is in soft toys. MESH also has products on consignment basis with two handicraft shops in Delhi.

Export sales have continued to grow doubtless aided by MESH's membership of the World Fair Trade Organisation which gives us credibility as a fair trade organisation. International buyers have visited our stand at The Indian Handicrafts and Gifts Fair and MESH office and shop during the year to select products and request design developments.

Domestic sales have grown too but at a slower pace. Sales from the MESH shop in Hyderabad were falling so we closed it this year but managed to make up the difference with increased sales from the Delhi shop. At the close of the year we were looking for new suppliers who specialise in product ranges especially for domestic taste so that we can keep a steady flow of new products in the shop.

CAPACITY BUILDING

A major focus of our work in MESH is building the strength of the producer groups and the MESH team through workshops and training programmes. One of the MESH team conducted six Fair Trade trainings with producers to teach about how the ten principles of Fair Trade are not just change makers in the workplace but when applied more broadly lead to a more equitable society. In June 2014 we conducted a Production Management Training programme for two days followed by a wonderful network meeting attended by 24 producers from 13 groups from all across India. There was an important sessions on the rights of people with disability but the highlight was a tug of war which raised fascinating questions of handling resources and changing them to meet the challenges.

For the first time MESH has employed a social worker with special responsibility to train fair trade trainers selected from producer groups who will then return and train their group members about fair trade and act as our fair trade contact person in the group. This project activity is funded by IM Swedish Development Partner and will help us and the groups reach fair trade compliance standards so that our products can be labelled as coming from a guaranteed fair trade organisation. The project started off well with a Swedish intern conducting environment seminars and assessments in six producer groups. She helped the groups to identify and set targets for areas of their work that can be improved from the environmental perspective.



Various members of MESH staff team have also been away for trainings, one on handling retail sales in a fair trade shop and another on the procedures for collecting export incentives from the government. All the staff travelled together to the mountains for a two day workshop on Change Management and two lovely days of site seeing and team building. In that workshop the special moment was a fall of snow one evening, a first experience for a number of MESH staff.

Reena George, one of MESH's Executive Committee members introduced us to Archana Garodia Vice President of FICCI Women's Organisation (FLO) for collaboration on a pilot project to teach grassroots women entrepreneurs how to sell their products on e-commerce portals.

SOCIAL WELFARE

Work Experience

The National Association for The Blind Women's Centre is one of very few centres for the women with visual impairment. We were delighted to be asked to consider taking one of their students on a work placement for a few weeks. We have very little first-hand experience of working with people who are blind so we asked NAB to send someone to talk about blindness and work possibilities. The young blind women visited and amazed us with their ability to find their way around and to use the computer using screen read technology. Sunita joined us for a couple of months, building up a data base, answering the phone and interviewing staff member Rohit about life with cerebral palsy.



Floods in Kashmir

Heavy rainfall in September caused the Jhelum river to flood leaving large areas of the Kashmir valley under water and affecting some of the artisans that supply MESH. Care Kashmir was our point of contact after some days and Sajad was able to find out the condition of the artisans. We later sent Johnson from MESH to assess the damage and meet the artisans concerned and then we sent out an appeal to Ten Thousand Villages (TTV USA) in USA and TLM Trading, UK. The response was a grant from TLM Trading for Shakeel Ahmed a leather work to buy new leather stocks to replace those damaged by the flood waters and another grant from TTV USA for Shabir the papier-mâché mould maker for the purchase of fresh moulds and a heater to dry his products faster thereby increasing turnover.



Shabir Ahmed
Paper Mache Worker



Shakeel Ahmed
Leather product Producer

Education

We work in an atmosphere of compassion and concern so that whilst our primary activity is trading for rehabilitation we also try and provide additional support especially for education. We have raised money to sponsor 4 children for their schooling from BMKA, a leprosy colony in Faridabad.

In the winter we invited the weaver's families from BMKA to bring their children to Bookeroo children's literature festival. They were picked up by bus, spent the day in story telling, and drawing sessions and had a picnic and then each child was encouraged to select a book from the bookshop to take home.



We also run an education loan fund with a grant from Ben Gomes through Ten Thousand Villages, USA. Eight young people have taken loans for higher studies or courses, including several nurses.

A generous legacy from Mrs. Joan Nabert, MESH's first Executive Secretary ensures that we can provide one bursary each year to any student with disabilities in higher education. The fourth student to receive the bursary was a young man studying MBA. an ex student of Kiran Centre who is dependent on a wheelchair to get around he moved away from home for his graduation and was back in Varanasi for this masters degree. As part of his MBA course he is doing an internship with the Bank of Baroda.



Thanks must go to our Executive Committee who have guided us through the last year. They are volunteers giving their time and influence to steer us forward constantly seeking transparency and efficiency and linking us to opportunities to grow and improve..

President – Binoy Jacob

Treasurer – Joseph Thomas

Secretary – Jacky Bonney

Members – Amita Joseph, Father Monodeep Daniel, Reena George, Dr. Satvir Singh Umesh Banerji,

DONORS

MESH is self sufficient for most routine revenue expenses. But capacity building and design activities, social welfare and education support still require external funding. We are therefore very grateful to the following organisations and individuals who have contributed to our efforts in the last year.

Individuall Manniskhjalp (IM Swedish Development Partner)

Ten Thousand Villages, USA

TLM Trading, U.K.

All Saints Church, U.K.

Colin Warren, USA

Nanella, U.K.

Janusz Lipinski, Sweden

CAF, India



VOLUNTEERS

We'd like to celebrate and give thanks for the fine work done by volunteers this year.

* Colin and Margaret Warren spent six weeks in India helping us to develop a five year strategy. We all learned so much and appreciate their love and affection for MESH

* Lena Melin spent four months as a design intern and we now have a shop filled with her bright Jungalore products.

* Dinkar and Ashwariya are young students for Indian Institute for Craft and Design, Jaipur, they spent a month in the studio

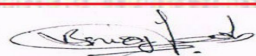
* Kay Sharp is a virtual volunteer who produced an Employment Policy document for MESH by working from home in UK.

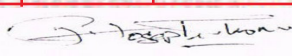


MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI **INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH 2015**

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR
41,06,257	To Cost of Goods sold:				
	Opening Stock 41,94,844.03				
	Less: Damage Goods written Off 36,014.14				
1,08,31,966	Add: Purchases Handlooms & Others 1,32,15,908.32		17,152,483	By Sales:	19,428,108.99
41,94,844	Less: Closing Stock 40,00,157.54		365,149	“ Handloom & Others	554,129.29
1,07,43,379		1,33,74,580.67	67,386	“ Miscellaneous Income	-
				“ Difference in Exchange	-
427,368	“ Cartage Inward	536,636.25			
21,31,268	“ Salaries & Allowances	24,94,493.00			
48,830	“ Gratuity Contribution To LIC	1,66,883.00			
90,991	“ Staff Welfare	1,42,168.00			
-	“ Staff Training	1,30,666.94			
36,350	“ Printing and Stationery	65,288.00			
1,68,592	“ Electricity & Water charges	1,01,064.00			
68,414	“ Rent	1,35,949.00			
64,304	“ Postage, Telegram & Telephone	55,372.00			
42,906	“ Bank charges	69,293.73			
59,154	“ Travelling & Conveyance	2,27,649.00			
1,08,499	“ Vehicle maintenance	1,48,918.00			
34,273	“ Insurance	34,101.00			
15,000	“ Legal and Professional charges	7,500.00			
132,848	“ Repairs & Maintenance	1,67,620.00			
	“ Auditor's Remuneration:				
61,798	Audit Fee 84,270.00				
17,731	Taxation matters 24,337.00				
8,764	Out of Pocket Expenses 10,337.00	1,18,944.00			
30,830	“ House Tax	1,20,448.00			
14,500	“ Lease Rent & Maintenance	14,550.00			
62,152	“ Membership fee	94,929.00			
17,452	“ Interest Paid	1,902.26			
-	“ Difference in Exchange	22,654.79			
5,83,012	“ Packing, Forwarding & Samples	8,88,824.12			
11,066	“ Business Promotion	1,37,462.99			
-	“ Irrecoverable Advance Written Off	49,035.00			
-	“ Bad debts written off	17,029.00			
-	“ Inception / Testinig Charges	85,798.54			
11,645	“ Damaged goods written-off	91,838.63			
33,318	“ Miscellaneous Expenses	82,744.63			
2,560,524	“ Balance Carried down	397,894.73			
17,585,018		19,982,283.28	17,585,018		19,982,238.28
35,000	To Income Tax Paid	600.00	2,560,524	By Balance brought down	397894.73
338,290	To Income Tax (TDS)	43,261.00	398,774	By Donations	521,566.54
3,096,782	Excess of Income over Expenditure	1468563.86	510,774	“ Interest	592,963.59
3,470.072		1,512,424.86	3,470.072		1,512,424.86

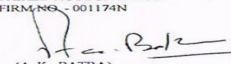
NEW DELHI
DATED: 25 SEP 2015


PRESIDENT


TREASURER

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



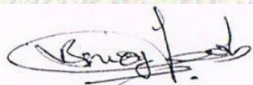

(A. K. BATRA)
PARTNER
M No. - 080169

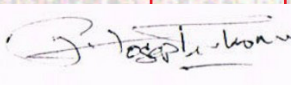


MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI BALANCE SHEET AS AT 31ST MARCH, 2015

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
899,387	CORPUS FUND Nabert Memorial Fund 899,386.82 Add: Amount Received 30,000.00 Add : Interest Income 74,783.00 Less: Expenses Incurred 59890.00 944,279.82		4,544,016	FIXED ASSETS (As per schedule annexed)	4,694,621.05
4,169,653	OTHERS Balance as per last Balance Sheet 4,169,652.86	5,113,932.68	1,214,474	ADVANCES	1,133,125.33
177,597	Wingard Memorial Fund	177,597.00	717,254	SUNDRY DEBTORS	938,368.12
	INCOME & EXPENDITURE ACCOUNT		4,323,743	STOCK IN HAND	4,000,157.54
8,068,068	Balance as per last Balance Sheet 8,068,068.05 *Add : Excess of Income Over Expenditure 1,468,563.86 *Less: Interest transferred to Nabert Memorial Fund (74,783.00) *Less: Interest Transferred to LSMA (12,576.00) *Less: Asset Sold/Transfer (91,515.90)	9,357,757.01	7,735,519	CASH AND BANK BALANCES	8,984,972.81
4,922,656	SUNDRY CREDITORS	5,101,958.16			
297,645	PROVISION FOR INCOME TAX (NET)	-			
	ACCOUNTING POLICIES & NOTES Refer Schedule 'B'				
18,535,006		19,751,244.85	18,535,006		19,751,244.85

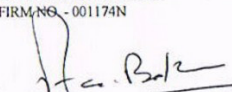
NEW DELHI
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(A. K. BATRA)
PARTNER
M.No. - 080169



Annamal's Story



My mother and father died when I was a baby. I don't know how. I don't have any brothers or sisters. I was raised in Reaching The Unreached (RTU) with a foster mother and a few other orphans. I consider her to be my mother and the other orphan children my siblings. Since 2005, I've lived in RUADT which is a place just across the road from Blue Mango especially for people who are differently abled and I come to work at Blue Mango.

I wanted to work because I'm sick of being dependent on people and I want to help my guardian. I spend every May with her. I miss RTU a lot. Working at Blue Mango makes it bearable because it is like a family. Rajkumari even told my guardian that she'll look after me like her own daughter and she has. I want to work, build up my savings account and gain a good reputation so that my guardian can be proud of me.

I like Blue Mango because when I see everyone everyday I'm happy. I'm really interested in the work I do. I like everything about Blue Mango. I've done three things in Blue Mango, I've made coasters and beaded scarves and now I'm doing bracelets. I'm improving.

Annamal, Bead Worker Blue Mango Trust

Head Office and Delhi Shop

Maximising Employment to Serve The Handicapped, MESH,
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Website: www.mesh.org.in