



# **MESH ANNUAL REPORT**

## **2015/16 TRADING FOR REHABILITATION**

MESH is an Indian Fair Trade organization working with people affected by leprosy and people with disabilities

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## MESH and Sustainable Development

In 2015 the United Nations launched the Sustainable Development Goals (SDG) for the period 2016-2030. The previous fifteen years had seen a reduction in world poverty but disparities between rich and poor continue to grow and all tools to reduce poverty, minimise the causes of marginalisation of peoples and address the real causes of inequality are to be welcomed. MESH promotes fair trade as one tool among many to address such issues whilst actively involving people with disabilities and people affected by leprosy in production and marketing as a means to earn a living.

The ten principles of fair trade provide not just for decent work and good business practices but also for greater equity, capacity building, and protection of the environment, all of which are in line with the Sustainable Development Goals.

MESH is a tiny partner in the international efforts to bring about a transformed world by 2030; but our work with approximately 900 people providing marketing support, design development, capacity building and some social welfare assistance is contributing in ways that can be measured and evaluated annually.



### Our Mission

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

### Our Vision

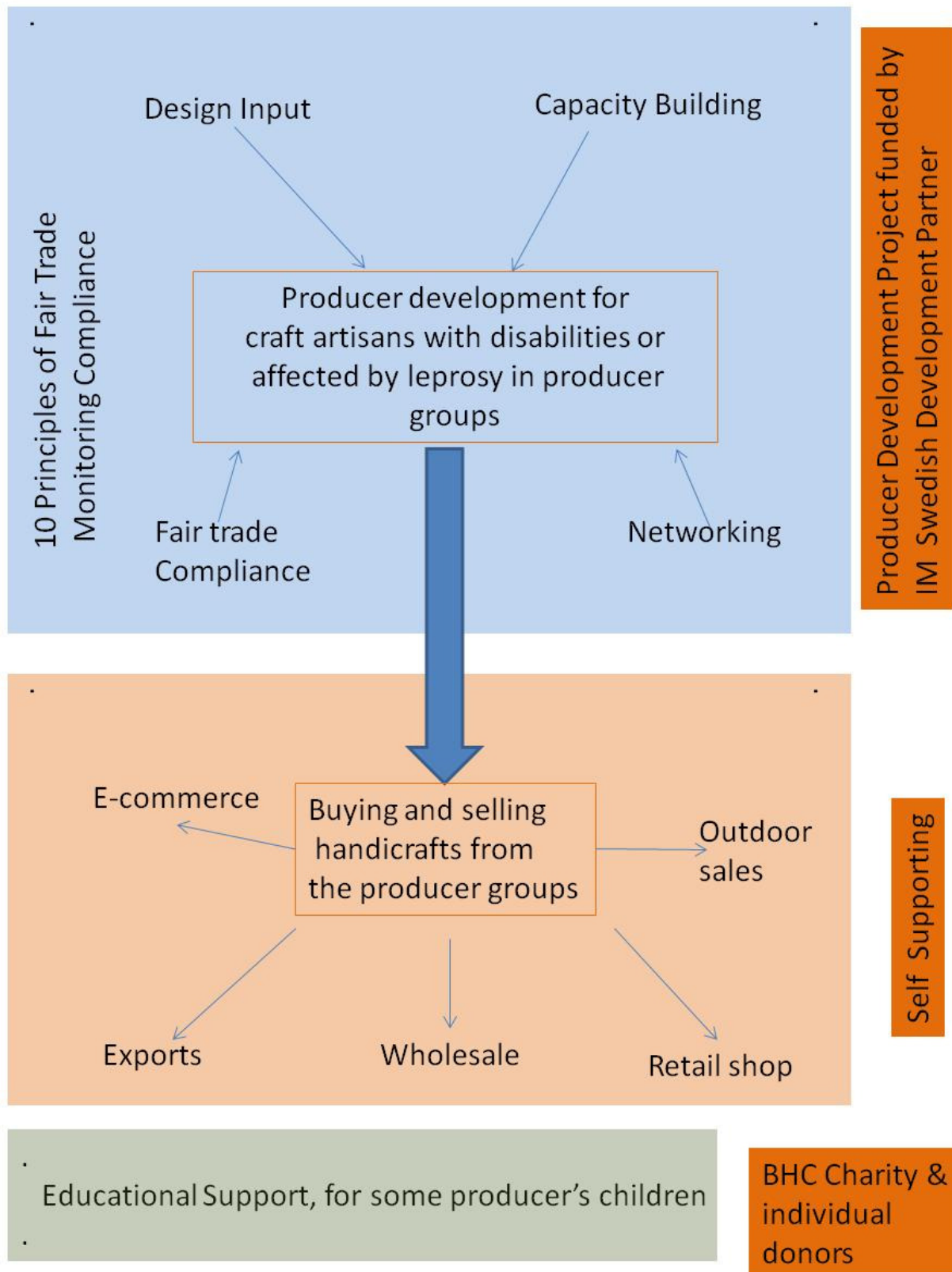
Self Sufficiency for our partners (through fulltime work and links to retraining, education, health and sanitation for the people affected by leprosy and disabled people that supply MESH)

### 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

## MESH Activities and Partners



## MESH Suppliers

MESH bought handicrafts from 32 suppliers in 11 states across India. The type of suppliers vary and include rehabilitation units attached to hospitals, five production units in self-settled leprosy colonies, organisations established to provide employment for marginalised people including people with disabilities and individual tailors in a leprosy colony, Four are all-women producer groups.

Name and Location of Producer Group supplying MESH	Amount Sold to MESH 2015/16	Name and Location of Producer group supplying MESH	Amount Sold to MESH 2015/16
<b>Tamil Nadu</b>		<b>Haryana</b>	
Blue Mango Trust	2,289,326	Bhart Mata Kusht Ashram	825,070
Prowess	333,200	Uma	57,961
Aharam Weavers	4,989	Jai Shree	42,610
<b>Jammu and Kashmir</b>		Sarita	45,617
Care Kashmir	1,148,650	<b>Delhi</b>	
Mir Tariq & Brothers	45,990	Anand Mahila Mandal	308,657
Peoples Action Group For Inclusion And Rights	23,490	Very Special Arts	5,485
<b>Karnataka</b>		Mukash Arts	10,400
Hubli Hospital For The Handicapped RTU	948,592	Remake Technologies and Trash to Cash	637,983
Fr.Muller Charitable Institutions	450,401	Ashish Foundation	2,800
St. Francis Trust	3,045	Support Foundation (Disha Centre)	27,029
<b>Andhra Pradesh</b>		K. Ananda Kumari	35,902
Bethany Colony Leprosy Association	1,186,144	<b>Rajasthan</b>	
Jone Priyadarshini Mahila Mandal	460,103	Sartak Manav Kusht Ashram	33,704
Integrated Development Trust	29,070	<b>Madyha Pradesh</b>	
Young Industrialists Project,	58,775	Samaj Pragati Sahayog (Kumbaya)	154,309
<b>Uttar Pradesh</b>		<b>West Bengal</b>	
Khadi Gram Udyog	1,046,474	Silence	43,462
Khadim Handicrafts Artisans Welfare Association	936,032	<b>Maharashtrra</b>	
Kiran Society	150,636	P H R T Centre Miraj	926,656
<b>Bihar</b>			
Little Flower K.&V.I. Leprosy Rehabilitation Centre	1,002,205		

MESH is committed to the idea that economic and social inclusion can best be achieved by providing opportunities for people with disabilities to work and earn a living. Once an individual begins to bring some income into the family his or her social standing in the family, and society at large, increases, sometimes in direct proportion to the contribution they make to the family income. This is especially so in the case of women with disabilities who are often considered unmarriageable and a drain on family income. The result is often great hardship in the form of mental and sometimes physical persecution at home. In the case of a loving family there may also be a lack of self-esteem and fear of becoming a burden which are relieved when the person learns a skill and starts to earn a living.

The types of groups supplying products to MESH are varied in size, styles of management and levels of competency. At one end are the highly organised, efficient groups such as Blue Mango Trust, which is well established with clear lines of management and carefully thought out production and costing and pricing strategies that ensure no waste and allow for enough income to provide additional benefits to the artisans. Other groups like Jone Priydarshini Mahila Mandal are smaller, with much less formal organisation but with the capacity to source materials, produce and despatch goods with a little support for costing and pricing which MESH provides.

Five production units are located in self settled leprosy colonies, they also vary considerably. Bethany Leprosy Colony has a paid Administrator who provides communication and management support to the rehab unit whereas in Bharat Mata Kusht Ashram (BMKA), the supervisor in the weaving unit is a member of the colony and he, with the colony committee ensure the proper running of the unit.

### **I Never Dreamed I would Be Earning and Saving**

Manimehala



"My siblings and I grew up in my uncle's house because my parents were working in Kerala. We never had enough money and were always hungry and sick. I developed a spastic hand because of fever. It was assumed that I would marry my uncle. He decided to marry someone who isn't disabled. Why waste the dowry money on me? After all, I am disabled."

"I heard about Blue Mango Trust providing work opportunities for women with disabilities and I started to work there. Before Blue Mango, I never dreamed that I could earn money. Look at me now! I feed my family better than they had ever fed me."

"I now live in a rented one-room house with my parents and brother, Raja (Blue Mango Office Manager). My mother does coolie work and my father is unemployed, but that's okay because he's affectionate. My sister and her small son moved in with us when her husband abandoned her."

What I like is that I am not so vulnerable anymore. I can stand on my own two feet. Now that Blue Mango has started pension and savings, I know that I won't have to depend on anyone in the future. My parents support the savings scheme even though it means less money to the extended family. They say, "We won't be around forever."



MESH buys soft toys and bead jewellery and cotton bags from Blue Mango Trust.

## Measuring Impact on Artisan's Lives

A key approach to MESH's work with producer groups is to try and provide regular orders. For a family to make choices about education, savings commitments, house improvements etc they need to know what kind of regular income they will receive in the foreseeable future. We have found that families that have a regular income, even if it is small, can gradually improve the quality of their life and grow their assets.

In 2011 MESH conducted a baseline survey of artisans in 13 groups with whom we were working. In 2015 the groups were visited again and information collected from 50% of the same artisans in 9 groups and fresh data was collected from 3 new producer groups. The questionnaire asked for personal details, family monthly income and expenses with assets, work details (how many days work in a year, whether they are paid regularly etc.) and details of any benefits provided.

The data from the two surveys has been tabulated and is being analysed with the voluntary help of Dr. Kay Sharp in U.K. A

quick glance at random individuals showed that they are experiencing positive improvements in the quality of their lives; one artisan had bought his own house, others had increased personal income from their crafts work and at least one reported changing from cooking on an open fire to using clean bottled gas for cooking.

The final analysis will be shared with the producer groups and used by MESH to identify strategies for the future.

## Networking

The Annual Network Meeting conducted by MESH seeks to provide training opportunities but more especially networking opportunities so that weaker groups can be strengthened by interaction with stronger ones, and groups can share materials. In the year Tariq and brothers have used Little Flower silk scarves to embroider their unique Kashmir designs on and the results have been exported to Australia. Kiran Center silk painters have also painted silk hand woven scarves from Little Flower as a result of the networking.

## I Have Won Prizes for My Art

My Name is Tenzin Jamyang. In 1982, I was born in a village called Chumur in the high Himalayan region of Ladakh. I was differently abled at birth, affected by cerebral palsy. I could not stand until I was 12 years of age. When I was 15 and able to stand and walk I joined the Tibetan School and studied until class 6th. Between 2001 and 2011 I trained as a painter.



Soon after that I met someone who told me about PAGIR so I went to Shey to meet Mr. Mohd Iqbal who is the President of PAGIR. He told me that PAGIR is working for differently abled people and encouraged me to come to PAGIR. I was very interested and joined PAGIR in the year 2012 as painter artisan. I also participated in painting competition in DIHAR on behalf of PAGIR, and won a prize. I also had the opportunity to participate in every marathon on behalf of PAGIR. People discourage me while I am practicing, I don't mind whatever they said now-a-days I am practice every day.

This year MESH Designer and a Recycling Artist, Zeevic conducted a workshop in PAGIR making wonderful bowls and Yak's and elephants from papier-mâché. Tenzin was part of the group.

## Fair Trade

In MESH we believe that by striving to practice Fair Trade we not only trade for the rehabilitation of people affected by leprosy and people with disabilities but also work towards their development and greater justice.

Underscoring our work and running through the ten principles of fair trade is a rights based approach. As a result of our fair trade work approximately 500 producers are better able to claim their social and economic rights as reflected in the ten standards of fair trade within the work place.

### Capacity Building

In the year 2015, MESH conducted a series of three workshop on Fair Trade with a focus to teach and train Fair Trade Trainers. Eleven people participated in the Fair Trade workshops. They learnt about the Fair Trade principles and how as trainers they need to teach their colleagues about Fair Trade. In these three workshops we had different resource persons share about Fair Trade standards. We were able to cover 7 of the WFTO standards and discuss about them in the workshops.



MESH's Annual Network Meeting was held from 24th to 26th of November, 2015 in Delhi. The main theme was on "Organizational Sustainability and Second – Line Leadership". We had 10 different producer groups were represented. Ms. Sujata Goswami (Executive

Director at Sarba Shanti Ayog) was the resource person for the Network Meeting.

In order to identify the steps that the groups need to take towards sustainability, Ms. Sujata conducted SWOT Analysis exercise. Each one had the opportunity to do SWOT analysis for their respective groups. On the third day we focused our discussion to identify solutions to overcome the weaknesses and how those weaknesses could be turned into strengths. Similarly, there were discussions about how the groups need to tackle the threats facing the groups. Based on the discussions each of the representatives listed out their action plan for their group including identifying what steps need to be taken, the time frame to achieve what has been planned and the person responsible to carry out plan.



The last day of the network meeting was conducted in Society for Child Development, a producer group supplying MESH under the brand of Trash To Cash. It was a lively day visiting the unit, especially admiring their wonderful workshop which employs people with severe cognitive disabilities to turn flower petals into holi colours.

### Gender Equity

One of the principles of Fair Trade speaks of non-discrimination and gender equity which underpins all the work that MESH does ensuring social and economic inclusion of people with disabilities and gender equity in MESH and the suppliers we work with.

To highlight issues relating to women's achievements MESH marked International Women's Day 2016 by organizing a Poster Exhibition in MESH Shop and in the Design Studio on 8th March, 2016.

The poster exhibition in MESH shop was to create awareness about gender issues among the employees who are working in the Udai Park, local shopping area. This year we were able to appreciate those women who have made an impact and were agents for change in the society. The exhibition included one poster listing women's safety laws in India which drew. The exhibition was designed to make visitors think how our society can be a better place for all without any gender bias.

In the afternoon we were delighted to have Rtd. Wg. Cdr. SS Roy Choudhury (Chief Executive Officer, Hemophilia Federation, India) share his thoughts. People appreciated the works and achievements of the women portrayed in the exhibition. Sticky notes were provided to all the visitors for sharing their thoughts and views and we had a time of discussion on different issues related to gender equity.



#### Internal Monitoring System - MESH

Sarba Shanti Ayog (SSA) is the development wing of Sasha, a Kolkata based fair trade organization which has been of great support to MESH in giving guidance related to fair trade monitoring, annual network meeting and workshops. MESH has applied for its

membership under the new Guarantee System and our application has been accepted by WFTO. To ensure that Fair Trade is happening on the ground with the help of SSA we developed our own internal monitoring system to monitor our producer groups for compliance with the WFTO principles.

In tune with our desire to see artisans empowered to claim their rights we included a session on disability rights in the second fair trade workshop conducted by Dr. Madhumita Puri who is the leader of a MESH supplier group. MESH Social Worker also circulated to all MESH suppliers, details of three new insurance and pensions schemes launched by the Government of India.

#### Fair Trade Resources

Keeping producer groups updated with Fair Trade matters and interested in the world of fair trade has been addressed through soft newsletters sent to project partners in Hindi and English. In March 2016 the first Fair Trade Fact sheet was prepared and sent. The fact sheets which will be sent monthly will look at everything from the history to the compliance criteria for each principle. The fact sheets and newsletter are also posted on MESH's website and promoted on Facebook <http://www.mesh.org.in/section805218.html>

#### WFTO Guarantee Scheme and Label

In 2011, the membership of the WFTO decided to develop a new types of Fair trade system to meet the ever-growing demand for a more trustworthy Fair Trade recognition scheme in the international market. The GS was approved in May 2013.

The [primary goal of the GS is to improve Fair Trade practices in the supply chain. It is an accountability and development tool for organisations. Carrying out all the components allows WFTO members to be more competitive and responsive to evolving markets thereby creating the potential for increased sales.

The GS is not a product certification system. It is an assurance mechanism that Fair Trade is implemented in the supply chain and practices of the organisation. Members that passed the GS process attain the 'Guaranteed Fair Trade Organisation' status and may use the WFTO label on their products.

Re : <http://wfto.com/standard-and-guarantee-system/guarantee-system>

## MESH Design Studio

MESH Design Studio covers the third floor of a building in Mohammadpur, Delhi. MESH designer and in-house weaver use the studio for developing new designs, interpreting buyer concepts and teaching artisans new techniques.

The designer conducted one workshop in JPMM, Andhra Pradesh developing several collections of home textile products using locally sourced handloom and naturally dyed and printed. The products photographed by the designer were launched in MESH catalogue have attracted orders during the year.



Two weavers from PHTRC spent a short time in the design studio developing some new weaves

262 new products/designs  
For 15 producer groups  
Purchase orders were placed  
for 4 new product lines  
Samples ordered for another  
60 products

At the end of the year the designer accompanied two Bethany tailors for a short training in adding leather trims to their hand woven cotton bags at a leather institute in Kolkata. They learned about the machinery required, types of leather for different kinds of



Chennai to find suppliers of the machinery and leather. At the end of the year MESH is assisting Bethany to source funding to set up a small unit for adding leather trims to the bags.

### Recycling and Up-cycling Workshop

As a follow-up to a workshop in 2014 (when artisans from Leh visited a recycling unit called Well Paper in Auroville Pondicherry) the designer and Zeevic, an eco-artist deputed by Well Paper conducted a workshop with PAGIR in Leh in the high Himalayas. PAGIR has a primary focus to provide work for people with disabilities in the region whilst simultaneously reducing, reusing and up-cycling waste. The workshop focused on using all kinds of waste to make products and promoted a zero waste policy. PAGIR has their own small shop in the tourist town and the products were developed for the tourists.

MESH designer also worked on a sign board for the group made of recycled plastic bottle tops, beaten out beer cans and recycled wood.



trims, other findings for leather work and four samples of leather trimmed bags were developed using Bethany weaving. After the training the designer took the Bethany tailors to

## Design Intern from Sweden

IM Swedish Development Partner, the organization that supports MESH's producer development work, encourages volunteers to visit their projects around the world. For several years now MESH has been privileged to have international designers spend four months volunteering in MESH design studio bringing new ideas and fresh western concepts to our work. Vega Syversætre Johannesse joined us in September 2015 and undertook a special project to develop a range of original block print kitchen linen in a contemporary geometric design. She developed the designs in house in consultation with an interested international buyer, organized for the blocks to be made then moved to Sarthik Manav Kusht Ashram, a leprosy colony in Jaipur, for sampling and training of the block printers in the placements.



MESH designer had visited earlier and found that the pigments they were using required kerosene oil and that the smell was uncomfortable to work in. Vega was charged to find a source of safe water based pigments that would meet international standards.



Vega spent six weeks working in the colony and later MESH designer joined her to finalise the understanding amongst the block printers.

The range has been ordered by several international buyers providing many weeks of work for the artisans.



Vega also designed, in-house a range of silk scarves and runners which have subsequently been sampled in Little Flower.

## A Training – Going into Production

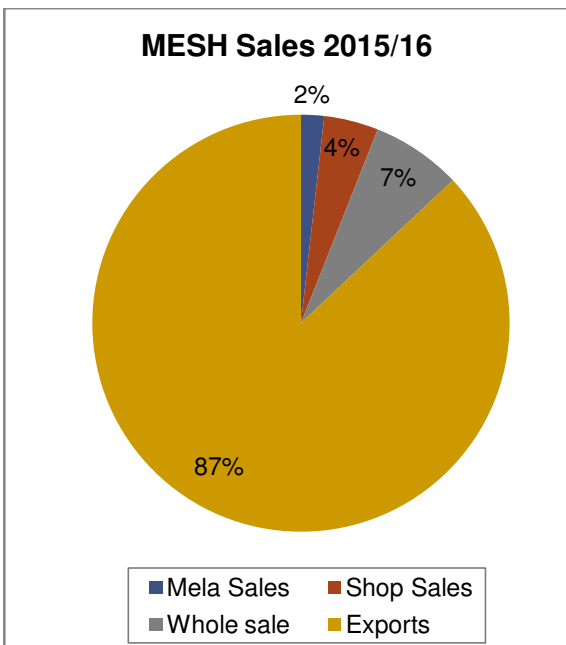
TLM India Trust asked MESH to provide a paid two day training on “Going into Production” to young people from leprosy colonies. The training, focused on helping the participants consider pre, during and post production issues when thinking of setting up a small enterprise and included a session on what government schemes are available that could help them. MESH designer led sessions on quality and participants had to make products to specific specifications.



At the end of December 2015 Narayan, the in-house weaver resigned after working in the studio for eight years. His place will not be filled as both KUKA and BMKA are now able to sample products from specifications and Narayan will still be available for specialist work as necessary. Little Flower has started its own sampling unit and MESH will be providing training to the staff responsible.

## Marketing and Sales

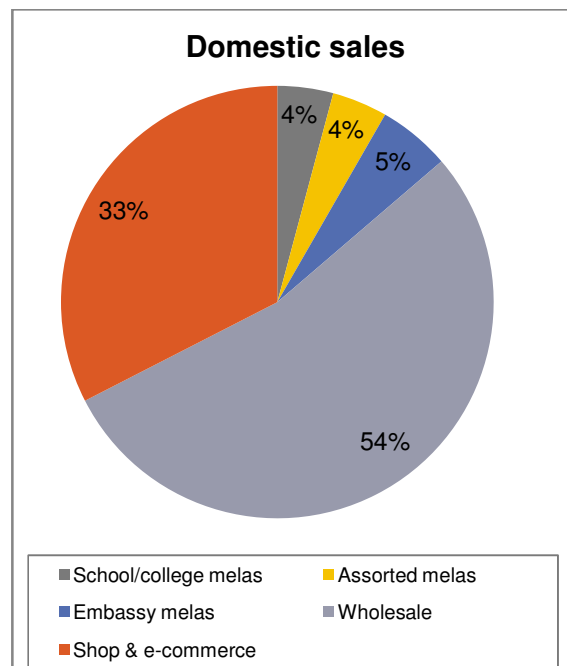
MESH buys product from groups of people affected by leprosy or with disabilities and sells them in order that those artisans might be able to live their lives as earning members of society with dignity. The product quality is high and meets international standards.



### Domestic Sales

MESH has a shop in Delhi from which all domestic sales are organised whether directly from the shop or at outdoor events (melas), by e-commerce or wholesale. The team in the shop includes Rohit who is affected by cerebral palsy and cannot really talk but he is popular with the customers and is an efficient sales person.

There has been a concerted effort to list MESH products, especially toys on e-commerce portals. By the end of the year toys were listed on five e-commerce portals including Snapdeal and Amazon. E-commerce sales though, have been very low in the year perhaps an indication that money needs to be spent to promote them within the portals or that the effort has to be accompanied by some other social media campaigning.



We have been lucky enough to have the help of Mr. Rajeev Gupta as a volunteer with special focus on domestic sales in the months for Divali. He assisted us to launch a range of gift items for Divali with their own Take Home Anandi branding. The President of MESH helped launch the brand with an event in his home attended by senior business people. He also assisted us to push the brand at a mela at his club.



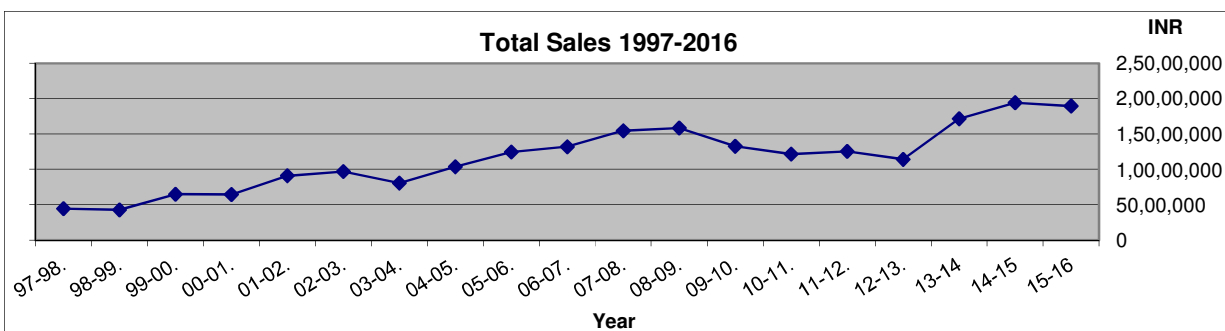
Outdoor sales/melas are an important part of MESH's domestic business and at those sales the biggest sellers tend to be the soft toys. With that in mind for the first time MESH paid to attend Krakerjack, a children's festival held on a large scale near Christmastime. The intention was to give MESH some publicity and also use the occasion to identify other businesses that we could approach with our



toy range and also the design interns were asked to identify trends amongst the customers to see if we could consider any of those for future production.

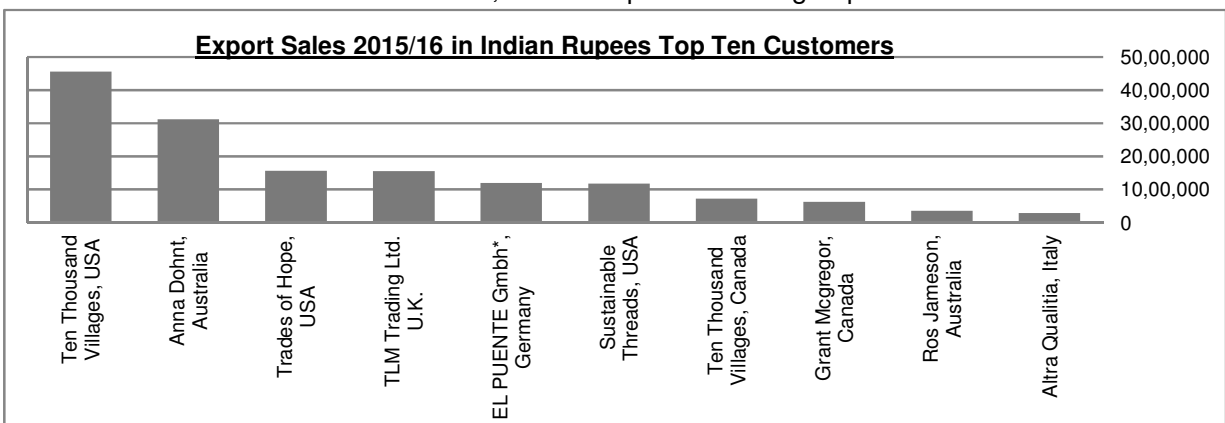
Also to boost shop sales MESH attended a Divali mela in the immediate neighbourhood, not just to sell but to conduct children's activities and build up relationships with local people who we would like to use us as their local gift shop.

Both events met with moderate success on the day but there has not been very much ongoing impact.



## Export Sales

Export sales have proved fickle during the year (see the table on next page) with several buyers hugely increasing their purchases from MESH and others dropping off significantly. We tried to ward off the effects and grow business by attending the WFTO Conference and Exhibition in Milan in the summer followed by a trip to buyers in USA. Mathew visited Ten Thousand Villages, in Pennsylvania, Trades of Hope, Florida, Noonday in Texas and Sustainable Threads, New Jersey. Holly and Mike from Trades of Hope then made a visit to MESH in February 2016 taking time to include a visit to Khadim, a producer group in Uttar Pradesh.



Afroart and Fair Monkey are two new Fair Trade buyers gained as a result of the WFTO fair and representatives of Contigo, Germany also contacted at the fair, visited MESH during the year to look at products and discuss future plans. Other visitors during the year include Angela from El Puente, Germany and Marcella from Altra Qualitia. Robert from FairGo an Australian Fair Trade business also visited for the first time and has placed orders for products developed by MESH Design Studio.

EXPORT SALE	2014/15	2015/16
Particulars	Amount INR	
Ten Thousand Villages, USA	58,06,655	45,62,105
Anna Dohnt, Australia		31,18,958
Trades of Hope, USA		15,60,232
TLM Trading Ltd. U.K.		15,55,241
EL PUENTE GmbH*, Germany	10,29,702	12,00,112
Sustainable Threads,		11,73,211
Ten Thousand Villages, Canada	3,51,798	7,12,949
Grant McGregor, Canada		6,27,671
Ros Jameson, Australia		3,52,500
Altra Qualitia, Italy	-	2,92,784
Malin Irevang, Sweden	-	2,60,691
Jun, Czech Republic	-	1,73,658
Fair Monkey, Sweden	-	1,60,331
IM Fair Trade, Sweden		1,53,956
Sibylle Graf, Switzerland	-	1,47,311
AFROAT AB, Sweden	-	1,02,800
Change Maker, Switzerland	-	81,353
Belinda Taylor, Australia		79,107
Kimberley Reh, Australia	-	62,736
Fighting Chance		62,372
The Nippon Foundation, Japan	32,028	48,382
Noonday Collection, USA		-
Altramerco, Italy		-
Oxfam Australia		-
Maaillmankauppa Juuttiputiikki, Finland	2,57,663	-
Chotanagpurgruppe, Germany	1,92,183	-
Sasakawa, Japan		-
Harry Kavros		-
Joshua Schumn		-
Victoria Global Village, Australia	41,411	-
Martha Brownlee		-
Linda Johnson, Netherlands	20,502	-
Maharani Trading Company, UK	19,938	-
Tara Dunstone		-
WFTO Asia, Seoul		-
Judi Lusk		-
Country Inn and Suites	6,654	-
Erica Rabins	5,159	-
U-Chus Glennys Clarke	3,264	-
<b>Total Export Sales</b>	<b>1,65,12,348</b>	<b>1,64,88,460</b>

MESH has also been delighted to produce two new products on demand for a commercial Swedish customer and also to accept at the end of the period an order for 5000 jute bags to be stitched by the tailors from Faridabad for a commercial supermarket in Sweden, one of many orders we hope.

2015/16 has been a period of significant change for MESH. Plans are in place at the end of the year to ensure that MESH staff team is organized in such a way as to ensure that the routine export work is handled by one person leaving the Chief Manager free to focus on developing and implementing an export marketing policy that will leave MESH less vulnerable to the variations we have seen during 2015/16.

## Social Welfare

### School Education

Indian parents, from even the most modest background, aspire to send their children to fee paying schools if they are to be taught in English as compared to local language state schools. In order to help parents realize their dreams of giving their children a better chance in life MESH has been able to secure financial support for 7 children of artisans supplying MESH from Bharat Mata leprosy colony. Each child is given Rs 600 per month towards the cost of school fees and books. We hope the support will continue on up through their years at school and into college. When Holly and Mike from Trades of Hope visited they also showed an interest to raise money to support two older children, in the coming years.

### Further Education

The Ten thousand Villages Ben Gnomes fund has provided loans of up to Rs 60,000 for nine young people going for further education. The amount is a loan to be repaid with interest, it is expected that the first student will begin repaying in the coming year.

# Accounts

## MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH 2016

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR
41,94,844	To Cost of Goods sold:			By Sales:	
36,014	Opening Stock	40,00,157.54			
-	Less: Stock Consumed	24,474.08			
1,32,15,908	Less: Damage goods Written Off	3,55,103.03	36,20,580.43	* Handloom & Others	1,78,00,628.01
40,00,158	Add: Purchases Handlooms & Others		1,32,79,819.46	* Miscellaneous Income	9,20,579.83
1,33,74,581	Less: Closing Stock		44,85,750.98		
			1,24,14,648.91		
5,36,636	* Cartage Inward	4,92,805.69			
24,94,493	* Salaries & Allowances	23,82,376.00			
1,66,883	* Gratuity Contribution To LIC	1,25,329.00			
1,42,168	* Staff Welfare	1,46,654.00			
1,30,667	* Staff Training	30,893.00			
65,288	* Printing and Stationery	57,350.00			
1,01,064	* Electricity & Water charges	1,52,957.00			
1,35,949	* Rent				
55,372	* Postage, Telegram & Telephone	72,362.00			
69,294	* Bank charges	65,014.66			
2,27,649	* Travelling & Conveyance	3,71,588.75			
1,48,918	* Vehicle maintenance	90,315.00			
34,101	* Insurance	25,473.00			
7,500	* Legal and Professional charges	24,675.00			
1,67,620	* Repairs & Maintenance	78,300.00			
	* Auditor's Remuneration:				
84,270	Audit Fee	63,524.00			
24,337	Taxation matters	11,648.00			
10,337	Out of Pocket Expenses	11,970.00			
1,20,448	* House Tax	87,142.00			
14,550	* Lease Rent & Maintenance	49,520.00			
94,929	* Membership fee	14,550.00			
22,655	* Difference in Exchange	73,001.00			
8,88,824	* Packing, Forwarding & Samples	16,587.83			
1,37,463	* Business Promotion	3,66,749.36			
49,035	* Irrecoverable Advance Written Off	47,348.09			
17,029	* Bad debts written off	76,963.65			
85,799	* Inception / Testing Charges				
91,839	* Damaged goods written-off	3,55,103.03			
84,647	* Miscellaneous Expenses	76,498.62			
3,97,895	* Balance Carried down	10,27,002.25			
1,99,82,238		1,87,21,207.84	1,99,82,238		1,87,21,207.84
			3,97,895	By Balance brought down	1027002.25
			5,21,567	By Donations	79,085.04
43,861	To Income Tax	63,304.00			
14,68,564	Excess of Income over Expenditure	14,93,260.21	5,92,964	By Interest	4,50,476.92
15,12,425		15,56,564.21	15,12,425		15,56,564.21

NEW DELHI  
DATED: 14 OCT 2016

PRESIDENT

TREASURER

CHIEF MANAGER

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

(A. K. BATRA)

## Donors

Whilst MESH expects to generate enough money to do Trading for Rehabilitation the producer development and social welfare work is entirely dependent on donations. We are therefore very grateful for donations from the following individuals and organisations.

- Swedish Organisation for Individual Relief (SOIR IM) for Fair Trade Producer Development
- The BHC Charity Fund - for Staff Training
- Mr. Janusz Lipinski and friends, Sweden - for education Support
- Shurvel Tatsiana, Belarus- for education Support
- Global Avenues Ministries, USA - for education Support
- Charities Aid Foundation – General Donation
- Seema Bal – General donation
- Harjas Foundation – General donation

**MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI  
BALANCE SHEET AS AT 31ST MARCH, 2016**

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
	<b>CORPUS FUND</b>		46,94,621	<b>FIXED ASSETS</b>	53,70,032.05
9,44,280	Nabert Memorial Fund 9,44,279.82			(As per Schedule annexed)	
	Add : Interest Income 80,127.00				
	Less: Expenses Incurred (84,824.00)				
	9,39,582.82				
	<b>OTHERS</b>		11,33,125	<b>ADVANCES</b>	15,22,928.50
41,69,653	Balance as per last Balance Sheet 41,69,652.86	51,09,235.68		<b>SUNDRY DEBTORS</b>	10,23,363.99
			9,38,368		
1,77,597	<b>Wingard Memorial Fund</b>	73,205.00		<b>STOCK IN HAND</b>	44,85,750.98
6,55,387	<b>Donor Asset Fund</b>	6,55,387.00		<b>CASH AND BANK BALANCES</b>	79,80,321.67
			40,00,158		
	<b>INCOME &amp; EXPENDITURE ACCOUNT</b>		89,84,973		
93,57,757	Balance as per last Balance Sheet 93,57,757.01				
	Add : Excess of Income Over Expenditure 14,93,260.21				
	Less: Interest transferred to Nabert Memorial Fund (80,127.00)				
	Less: Interest Transferred to LSMA				
	Less: Asset Sold/Transfer (6,27,358.00)	1,01,43,532.22			
44,46,571	<b>SUNDRY CREDITORS &amp; OTHER LIABILITIES</b>	43,95,695.12			
-	<b>PROVISION FOR INCOME TAX (NET)</b>	5,342.17			
	<b>ACCOUNTING POLICIES &amp; NOTES</b>				
	Refer Schedule 'B'				
<b>1,97,51,245</b>		<b>2,03,82,397.19</b>	<b>1,97,51,245</b>		<b>2,03,82,397.19</b>

NEW DELHI  
DATED : 14 OCT 2016

PRESIDENT

TREASURER

CHIEF MANAGER

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

(A. K. BATRA)  
PARTNER



## Volunteers and Interns

It has been a great pleasure to welcome a number of volunteers and interns to support the efforts of the MESH team.

- Kay Sharpe – Who, from England, helped us to bring together an Employment Policy Document for MESH which was approved in June 2015.
- Vega Syversætre Johannesse – Norwegian designer who spent four months developing a range of block printed kitchen towels in SMK, and designing runners and scarves to be woven in Little Flower
- Aaina Chakotra – design student from the Indian Institute of Crafts and Design, Jaipur who spent one month working on packaging and recycling ideas in MESH Design Studio
- Helen De Felice – accounting professional from the British Ex-pat community who assisted with long term budgeting
- Shireen Reuben – audit professional who developed a marketing MIS for MESH and trained one member of MESH staff to use it.
- Ankita Sarabhai and Ekansh Gupta – MBA Students from the Indian Management Institute, New Delhi who conducted a competency mapping exercise and demonstrated how a Balanced Scorecard system would work in MESH
- Mr. Gupta – Retired marketing professional spent several months visiting MESH regularly to help with domestic marketing most especially for a holiday brand during Divali
- Jacky Bonney – Former Executive Secretary of MESH returned in June for a fulltime volunteer position in MESH supporting and mentoring the management team
- Priti Choudhary and Christa from CBN who conducted a seminar on how to make videos to tell a development story



"One good thing I can say about MESH is that we might be less educated or from this leprosy colony, but considering all these drawbacks MESH is able to give us work. We are treated equally which we would not find in other places of work."  
Uma, Tailor



MESH is a member of the  
World Fair Trade Organisation



MESH is a member of  
Fair Trade Forum India

Maximising Employment to Serve the Handicapped, (MESH)  
No. 5, Local Shopping Center,  
Uday Park,  
New Delhi 110 049  
Phone: +91 11 26568048 & 26965039  
E-mail [contact@mesh.org.i](mailto:contact@mesh.org.i)

[www.mesh.org.in](http://www.mesh.org.in)

## MESH Executive Committee

### President

Binoy Jacob

### Treasurer

Joseph Thomas

### Members

Umesh Banerji  
Dr. Satvir Singh  
Amita Joseph  
Reena George  
Fr. Monodeep Daniel

All give their time  
freely to MESH

## MESH Team

3 - Women +

1 - full-time volunteer

9 - men



## 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 disable

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

It is not hereditary

People affected by leprosy  
do not like to be called