

ANNUAL REPORT 2016- 2017



Maximising Employment to Serve the Handicapped (MESH)

MESH is an Indian Fair Trade Organization working with people affected by Leprosy and people with disabilities across India.



Suppliers

For people affected by leprosy or with disabilities, mainstream employment opportunities are limited. So over the years various groups have developed and taught craft skills to their members. MESH provides marketing, design and capacity building support to those artisans for more sustainable livelihoods. During 2016-17 MESH purchased products valued at more than Rs 1,07,83,786 from about 29 producer groups across 11 Indian states; provided specialist fair trade monitoring and training to 13 groups in 8 states and design input to 12 groups. In addition, MESH brought 16 groups together for a Network Meeting in Kodai Kanal which included training sessions about software for stock management, better costing and pricing and exposure visits to well-run southern producer organisations.

The range of crafts skills amongst the groups supplying MESH is varied and we are proud of the quality of work coming from small workshops, some in quite remote areas that experience lots of power cuts, and for whom sourcing raw materials and sending consignments involve travelling through the countryside to the nearest town. Our goal in working with all these groups is to contribute to the artisans having enough work to keep them employed throughout the year so that they can budget and plan their family expenses without worrying about periods without employment.

Blue Mango has again supplied more products to MESH by value than any other group. They have been supplying MESH with soft toys and for export customers, bead jewellery. In 2016 all the participants for MESH's network meeting were taken to visit Blue Mango as it is a model organisation combining craft skills with a strong sense of ethical enterprise. The purpose-built buildings are accessible and their methods of costing and pricing revolutionary.

Another major supplier to MESH has been Khadi Gram Udyog Kusht Ashram (KUKA), a leprosy colony in Uttar Pradesh that has begun to employ more weavers in order to meet the demand for cotton running cloth for kitchen and table linen that is exported around the world. The famous elephant soft toys printed in Hubli are now made from cotton cloth woven in KUKA.



Another very successful weaving group amongst the top ten suppliers to MESH is Little Flower Khadi Village Industry Leprosy Centre. They spin eri silk and weave it into silk scarves that have been popular with international customers. Their sales to MESH were valued at about Rs. 9 lakh, fractionally less than the year before but still significant in providing employment to the 40 or so people the unit employs.

Khadim Handicrafts is a small production unit in Sambhal in U.P. that makes jewellery and picture frames and boxes from horn, resin and bone. Their business to MESH increased from Rs 3,45,000 in 2014-15 to Rs 12,67,503 in 2016-17 mostly because of a positive response to their jewellery for Trades of Hope in USA.

All Women Groups

Jone Pryadarshini Mahila Mandal (JPMM),
Anand Crafts,
Blue Mango Trust,
PROWESS (self help group)
YIP

Production Units in Leprosy Communities

Bethany,
Bharat Mata Kusht Ashram,
Little Flower,
KUKA,
SMK
JPMM

Rehab and Training Units

Hubli RTU,
Kumbaya,
SCD,
Kiran Centre,
Support Foundation,
PAGIR,
Very Special Arts,
AADI,
PHTRC,
Father Muller Charitable Institutions

Suppliers Location & Sales to MESH

Name and Location of Producer group supplying MESH	Sales to MESH 2016/17 INR	Name and Location of Producer group supplying MESH	Sales to MESH 2016/17 INR
Andhra Pradesh		Karnataka	
Bethany Colony Leprosy Association	4,51,174	Hubli Hospital for the Handi-capped	7,37,857
Jone Priyadarshini Mahila Mandal	4,49,918	Fr.Muller Charitable Institutions	4,69,833
Young Industrialists Project	13,300	Maharashtra	
Bihar		P H R T Centre Miraj	2,43,605
Little Flower	9,77,110	Madhya Pradesh	
Delhi		Samaj Pragati Sahayog (Kumbaya)	55,721
Society for Child Development	2,63,321	Rajasthan	
K. Anand Kumari	89,472	Sartak Manav Kusht Ashram	26,225
Anand Mahila Mandal	70,050	Tamil Nadu	
Very Special Arts	14,850	Blue Mango Trust	15,46,514
Mukesh Arts	13,380	PROWESS	2,24,861
AADI SC	9,000	Aharam TCPCL – Weavers	42,250
Support Foundation(Disha Centre)	7,430	Uttar Pradesh	
Haryana		Khadi Gram Udyog	13,05,232
Bhartmata Kusht Ashram	6,13,640	Khadim Handicrafts	12,67,502
Haryana Tailors	4,07,225	Kiran Society	51,180
Jammu and Kashmir		West Bengal	
Care Kashmir	10,38,933	Silence	33,989
Tariq Brothers Kashmir	73,800	Sasha Association for Craft Producers	7,072
People Action group for Inclusion and Rights	43,340		



Producer Development & Fair Trade

As members of Fair Trade Forum India (FTF-I) and the World Fair Trade Organisation (WFTO) MESH has a duty, and passion, to ensure that the artisans and their producer groups that supply MESH, are supported for continuous improvement. The focus in 2016/17 was to bring 14 (of the 29 groups from whom we have purchased products in the year) to a level of WFTO compliance which will ensure that MESH can label their products as coming from an organisation practicing Fair Trade. The process has been managed by a social worker appointed for Producer Development. His approach has been broad and includes:

- Developing and implementing an internal monitoring system.
- 14 visits to 12 producer groups to see their understanding of, and level of improvement.
- Building fair trade awareness through 14 fair trade training sessions with artisans.
- Strengthening the groups by providing facts and information about WFTO and fair trade through monthly Fair Trade Fact Sheets in English and Hindi.
- Providing information to groups about three new Government of India insurance schemes, the National Trust Nirmaya Health Insurance for people with certain disabilities and also the artisans ID card for handicrafts artisans that individuals or groups might like to apply for.
- Arranging and coordinating the WFTO Peer visit and then the final audit.
- Coordination for a retail marketing workshop conducted by Sarba Shanti Ayog which had participants from Kiran Centre, SMK, PAGIR, Little Flower and MESH.
- Organising a Network Meeting of 16 producer groups from across India in Kodai Kanal. (see page 6 for details).




Fair Trade day and Fair Trade Fortnight were marked in MESH with a social media campaign. Khadim conducted a programme promoting an end to child labour and Anand Crafts focussing on the protection of the environment principle took out a rally in their neighbourhood against using fireworks for Divali.

Much work has been done in the year with the voluntary help of Kay Sharp in U.K. to compile a report on the findings of the livelihood surveys conducted by MESH in 12 groups in 2011 and 2015.

Several years ago MESH designer, K. Syamala and waste artists Zeevic made a huge snakes and ladders board which MESH uses for a Fair Trade Snakes and Ladders game where players landing on a snake must pick a card and explain why they are being sent back and those landing on a square pick a good card and explain why it is good fair trade. It was a great success played in Bethany Leprosy Colony in 2016.



For small producer groups like Anand Mahila Mandal Fair Trade monitoring involved all the members showing the records of their meetings, cost sheets, payment records and also sample records. The monitoring meeting is always followed by a fair trade training session.

<u>Fair Trade Principle</u>	<u>Progress & Improvements in the 14 Groups in the Guranatee System</u>
Creating opportunities for economically disadvantaged producers	31% of the artisans supplying MESH are from leprosy communities. All of MESH suppliers are established to provide opportunities for disadvantaged producers
Transparency and Accountability	All groups are transparent - MESH has been invited to look into their records, accounts and costing and pricing systems
Fair Trading Practices	In Fair Trade long standing relationships are expected; MESH has been working with the 14 groups in the guarantee scheme from 12 to 25 years. There is still work to do to carefully monitor if groups are delivering on time and in the right quality. MESH has made all payments within one month of delivery and provides advances for orders when asked.
Payment of a fair price	All the groups work with their artisans to set rates of pay for different types of work. MESH encourages them to keep abreast of minimum wage rates in their region.
Ensuring no child labour and bonded labour	All the groups keep artisan details including those proving their age. No group employs children or bonded labourers. No group keeps any artisan papers as a way of tying the artisan to the group. Khadim Handicrafts used this Fair Trade Principle as a tool to teach local people to keep their children from working as education was the one thing that would raise their families to a better livelihood. (see case study on page 6)
Commitment to non-discrimination, gender equity and women's economic empowerment and freedom of association	62% of all the artisans supplying MESH are women, five are all women groups. 11 groups reported that they allow the artisans to meet together to discuss issues to bring to management.
Ensuring good working conditions	<p>During the year MESH has been able to encourage changes to improve working conditions in a number of groups</p> <ul style="list-style-type: none"> • 2 groups have improved their fire safety equipment. • 12 groups have installed first aid kits in their work places. • Khadim Handicrafts prepared a notice of safety precautions for their workshop, fitted door handles on bathroom doors and made wood covers for their circuit boxes and machines. • Kiran Society wood workers now use face masks when operating machinery. • Pagir increased the size of their workspace for better storage. • BMKA have cleaned up the area around their weaving workshop including building boundary walls.
	MESH has conducted fair trade trainings and linked with other organisations for marketing and design trainings. In October MESH conducted a Network Meeting for 16 groups with training and exposure visits.
Providing capacity building	MESH encourages and supports producer groups to conduct events for Fair Trade Fortnight. Khadim held a session for local families to show them why it was better not to put their children out to work. (see page 6)
Promoting fair trade	Most groups have a very small carbon footprint because they are doing handicrafts. There is still work to be done with those groups doing dyeing, to ensure safe disposal of dye wastes.

Fair Trade Principles & Sustainable Development - a Case Study



Khadim Handicrafts is a small production group in Sambhal in U.P. in northern India. They make horn, bone and resin jewellery, trinket boxes, picture frames and coasters. The region where they live has many similar small scale industries many of them employing children. It is a poor area and the quality of Government education is poor so many parents believe that it makes sense to send their children out to earn rather than going to school.

The team at Khadim have a passion to see the children in their neighbourhood educated and have started a non-formal school for some of the local children. They are also passionate about seeing fair trade practiced as far as possible.

For Fair Trade Fortnight in October 2016 they imaginatively combined the two passions and called local families and children for a meeting at which they discussed that child labour was not good for the families as it meant that children could not go to school and so families will be left behind in a developing nation. They used the principles of Fair Trade as the starting point and ended up providing school primers and pens and pencils to the children who attended.

Using Fair Trade for development is MESH's dream and this example of a small group taking the Fair Trade Principles into the wider society, as a tool for development discussions, is fantastic.

MESH Network Meeting 2016

Participants from 16 producer groups supplying MESH travelled to Kodai Kanal for the MESH Network Meeting. The venue was chosen so that the participants could visit two strong producer groups located near by. Prowess is a group making soft toys that has evolved from a supported NGO to a self sustaining SHG. The women have work throughout the year and have a range of national and international customers. A couple of hours drive down the ghat road is Blue Mango Trust which is another all women organisation making fashion accessories, and soft toys and with a beading unit especially for women with disabilities. Their level of organisation and revolutionary working conditions and costing and pricing system were a major reason for MESH to take the other participants for a visit. Blue Mango has been MESH's biggest supplier for a number of years.

The first day of the Network Meeting speakers from Last Forest, (another Fair Trade Organisation in the Nilgiris) conducted a session sharing their experiences with stock and sales software. There was a panel discussion looking at costing and pricing and interactive sessions allowing participants to share details of their own organisations and achievements with one another. The visit to Prowess in the afternoon was an inspiration. The second day was spent in Blue Mango Trust where Tamar De Jong shared their revolutionary approach to costing and pricing and then showed us around highlighting the systems used to monitor quality at every stage of production.



A focus group discussion looked at the what the participants thought of fair trade and also what particular support they need from MESH. Outcomes from the Network Meeting have been networking between Khadim and Blue Mango for jewellery findings and Iqbal from PAGIR was inspired, by seeing Blue Mango, to make infrastructure changes including building separate bathrooms for men and women. Danish from Khadim was inspired by Blue Mango's approach to education for artisan's children to rethink their own dreams of opening a school in Sambhal.

What the Artisans Think

At the Focus Group Discussion held in Blue Mango Trust with participants to our Network Meeting Gabriel, who is responsible for Producer Development asked a number of questions we record some of the replies here.

MESH: “What do you think of Fair Trade? What is your take on this business model?”

Iqbal, PAGIR: “Because of this model there is no injustice. People are paid equally, that is good. People with disabilities who cannot marry can find work and income from this system. It gives the organisation direction/objective.”

Danish, Khadim Handicrafts: “People are getting an opportunity to work because of such principlesand the weaker section of society is getting involved. Some people who could not work to full capacity who were discriminated against are getting an opportunity to work now and they are treated equally.”

Anita, Anandcrafts: “Because we are part of Fair Trade we learned about minimum wages; in other places people do not tell how much you should earn, in fair trade they tell us how much we should be getting and that it is our right to be paid that. Yesterday when we visited Prowess we came to know that the piece rate is also paid for going out to the bank or for other work. We learn these things only through fair trade.”

Sangeeta, Kiran Centre: “There is a great need to do something against the rich getting richer or those who suffer injustice from low salaries, I am thinking globally. Whenever a workshop is operating under fair trade it is a little positive energy. A step towards justice. It seems small but it is important.”

MESH: “What challenges are you finding in trying to apply Fair Trade principles? What hinderances?”

Danish, Khadim Handicrafts : “We have not been able to provide capacity building to our members. We have a small space. Unlike in Blue Mango where there is a large area and different departments to function smoothly we have less space to provide for all our members. Now we have very little space so we cannot have separate departments this is our challenge.”

Gabriel has also made videos asking individual artisans what they understand by Fair Trade.



“By fair trade I understand that each one gets equal opportunity for work. Each one is paid on time for the work they accomplish. In practicing fair trade we also contribute in maintaining the environment’s equilibrium.”

Design, Product Development & Business Services

MESH Design Studio is funded by Soir-IM to provide, design, skill enhancement and business services to the people that supply MESH with products. The work of MESH's designer has been enhanced during the year with inputs from a Swedish Design Intern, Julia Groth and four design students, three from National Institute of Fashion Technology (NIFT) Bhopal, and one from The Institute of Crafts and Design in Jaipur.

Focus Areas

MESH Design Studio functions in three main focus areas:

1. Designing new products/patterns
2. Interpreting buyer demand for suppliers to sample
3. Supporting suppliers for skills training, technique improvement, quality improvement, costing and pricing and sourcing of raw materials as required.

Methodology

In response to specific buyer demand the team in MESH identify which producers have the skills required to best meet the demand and will then either send specifications to the producer group and discuss them over the telephone or, if it is felt the product may present challenges, then a sample may be made in house and the producers will be invited to the studio to learn how to make it and experiment. The Haryana tailors have all been trained in the studio in making new bag designs, for example. When Ambika was designing a jewellery range with Khadim, she invited them to the studio to see her concept drawings and then they made prototypes and reported back to her. She then asked for modifications.

When designing new products or introducing new patterns, as far as possible, the designers will send specifications to the suppliers.

In Bethany when a completely new technique of adding leather trims to cotton bags was introduced the designer prepared the concepts in-house and then conducted a workshop in Bethany to teach the technique and produce samples. The artisans were then expected to produce further samples after the designer left so as to test their learnings and quality. The designer also went with the artisans to meet leather suppliers in Chennai and organised for the artisans to learn from the equipment suppliers how to maintain the new machines and make small repairs as necessary (see page 9).

Sarba Shanti Ayog, from Kolkata conducted a Design Clinic which was attended by PAGIR, Khadim, and Kiran Handicrafts. MESH co-ordinated their attendance and paid the travel costs for a participant from PAGIR to attend. MESH also coordinated between Little Flower Khadi Village Industry and SSA for two dyers to learn how to use indigo. MESH Designer subsequently conducted a design workshop in Little Flower using resist dyeing techniques in a range of silk and cotton scarves and cotton cushion covers to be launched in 2017.

During the year twelve producer groups that supply MESH were provided with support from MESH Design Studio.

Outcomes

- 279 products have been added to the portfolio of products that their artisans can make.
- Tailors in BMKA, PAGIR and Bethany Leprosy Colony have been trained to a level that they can make the new products some of which will be ordered in the future if not now.
- Bethany weavers have been able to add a leather section to their production unit and two tailors are trained and equipment provided to add value to their woven bags.
- Dyers in Little Flower have been trained to work with indigo and have produced the first indigo product samples - 5 cushion covers, 6 silk scarves and 11 cotton scarves.
- 26% (by value) of all export sales from MESH in the period Jan to Dec 2016 were products influenced by MESH Design Studio indicating that the broader production skills and diversified ranges from the studio have kept artisans employed and helped them achieve their targets. For example SMK could not design geometric patterns for which there was a demand; the studio provided the designs in 2015/16 and the result was a number of export orders in 2016/17.

MESH Design, Capacity Building & Business Services - an Illustration from Bethany Weavers



Participation - The Process & Challenges

We are very happy that the organisations we work with are all autonomous and run under their own management. But that can sometimes prove challenging for change. In the case of Bethany Weavers, MESH had been approached by an international buyer interested to buy stripy bags like those made in Bethany but with leather straps. MESH could suggest to Bethany that it might be a good idea to consider training someone to work with leather trims but we could not insist upon it. Our approach was therefore to make the suggestion and ask the leadership to bring the idea to the working committee in the weaving unit and also the community elders to seek their interest. Over a series of meetings it was agreed that a first exposure visit could take place and MESH arranged the visit to a training centre in Kolkata. The sample bags prepared during that visit were then shown to the artisans and leaders who were encouraged by the transformation the leather trims had made to their hand woven cotton bags.

At that stage MESH asked Bethany if they would like us to find training opportunities and funding for specialist machinery. It took a while but eventually a decision was made and MESH linked Bethany to a training centre in Chennai and approached Trades of Hope. MESH contributed towards some of the costs for the training and Trades of Hope donated money for machinery. Another meeting was held after the training to make sure that everyone was still committed to working with leather and the artisans agreed unanimously that it would be for the good of the unit and therefore their chances of more regular work if bags could be offered with leather trims.

The first order for 450 bags with a simple leather hanger came at the close of the year, an encouragement to everyone involved.

Indigo Resist Dyeing Workshop

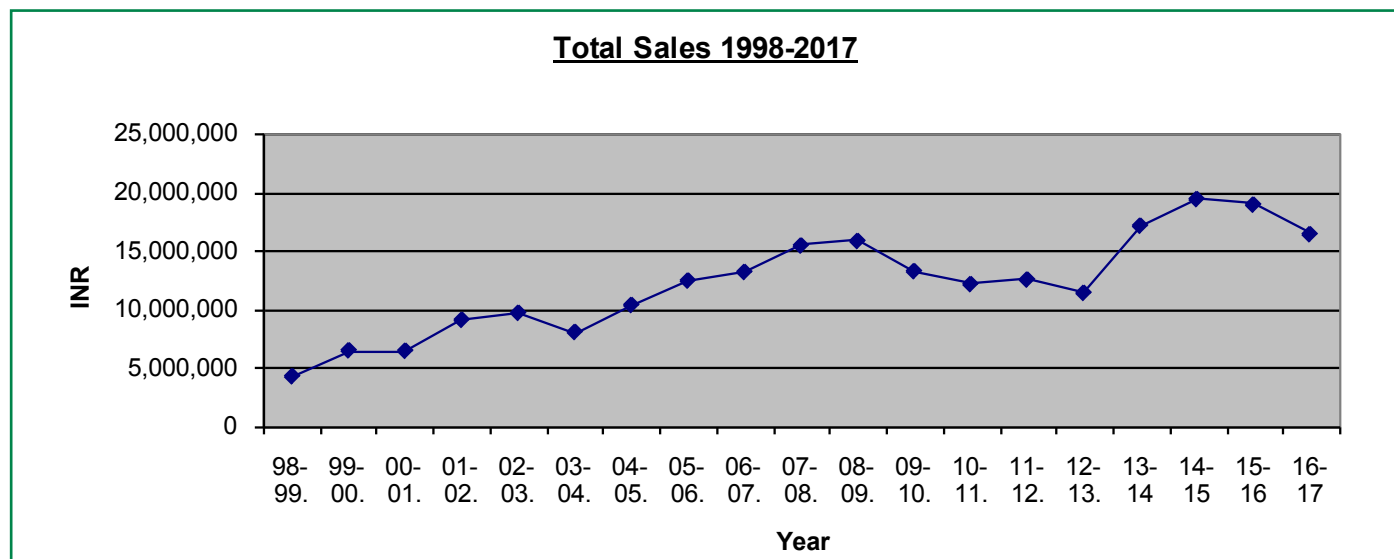
Little Flower Khadi Village Industry Leprosy Rehabilitation Centre provides employment for colony members in spinning eri silk, dyeing it and weaving it. They also weave cotton and sew products for sale on the local market. MESH has been working with Little Flower for many years adding new designs and colour combinations. Sarba Shanti Ayog had access to an expert in indigo dyeing who was ready to train the Little Flower dyers if they were interested. They went to Kolkata for a short training following which MESH's designer, K. Syamala conducted an indigo resist dyeing workshop in Little Flower with a design intern deputed by Sarba Shanti Ayog. In three days they developed 11 cotton scarves and six in silk and six cushion covers. The dyers were immediately able to apply their indigo dyeing training and learn how to do resist dyeing using templates and tie and dye techniques in Indigo. Indigo is in popular demand at the present time and response to the products has been good increasing Little Flower's capacity to provide work throughout the year.



Sales & Marketing

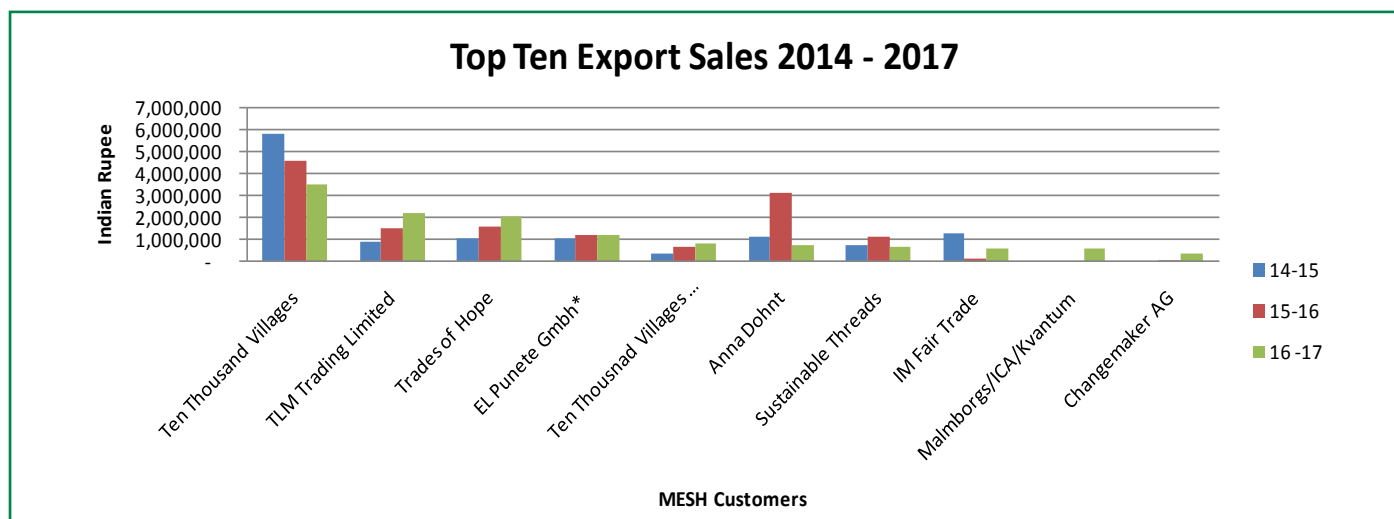
Sales and marketing are paramount to meeting MESH goals of providing livelihood opportunities to people affected by leprosy and people with disabilities. Failure to sell products and capture new markets limits the possibility of sustainable livelihoods and reduces the likelihood of groups following fair trade principles and thereby using fair trade as a means of economic and social development. MESH aims to help producer groups to have fulltime employment (11 months work per year) so that artisans can budget and consider better education and savings options.

Export and domestic sales have both fallen to a three year low.

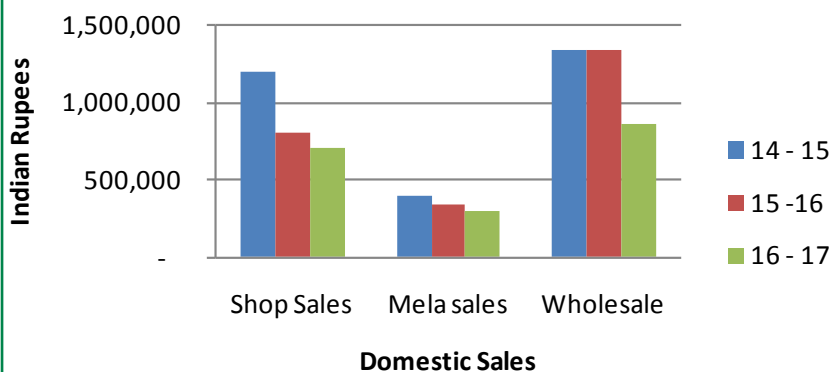


Export Sales

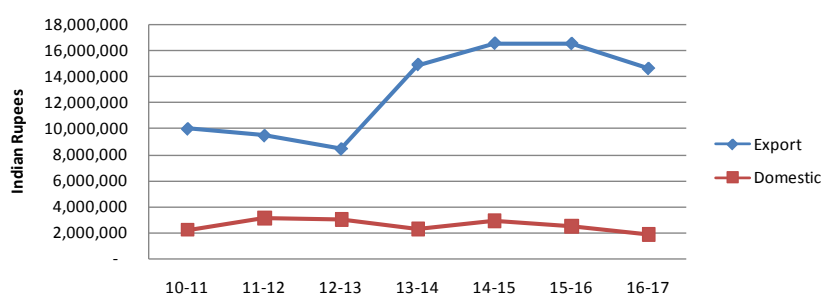
The total number of export customers has increased from just 20 in 2015/16 to 35 in 2016/17 but the value of sales to the top ten customers has fallen by almost Rs. 20,00,000. Particularly of note is sales to Ten Thousand Villages USA (TTV) who have been experiencing business set-backs which they have been warning us about. As the focus of their business with us has been jewellery from Blue Mango, bags from Bethany and table linen from PHTRC, those three groups have suffered from the fall in business to TTV. Also in 2015/16 Anna Dohnt in Australia purchased a surprising large amount (Rs 31,18,958 compared to Rs. 11,47,121 in the previous year) which was not sustained at the same level in 2016/17 (7,69,700). Her purchases are for retail sale and are varied and across many groups so no single group has particularly suffered as a result. Some of these swings have been balanced by increased sales to TLM Trading and Trades of Hope, a trend which we can work to continue in the future. For the first time we supplied jute bags for Malmborgs, a supermarket in Sweden. The design intern from Sweden has been working on fresh designs for the supermarket so we can hope that customer's business can also be sustained.



Components of Domestic Sales 2014 - 2017



Export and Domestic Sales 2010-2017



Domestic Sales

As the graph below on the left indicates sales across all sectors in the domestic market have fallen. Wholesale represents the largest proportion of domestic sales and they fell significantly as a result of losing soft toy business with a vendor in New Delhi International Airport when another business in the airport started selling similar soft toys at a lower price. The American Women's Association did not hold their annual mela which impacted on mela sales and the staff member responsible for domestic marketing and promotions resigned in June 2016 and was not replaced. Another factor affecting shop sales was demonetisation which happened just before the biggest festival season which caused a serious cashflow problem that affected sales of non-essentials like the handicrafts sold in MESH.

Marketing

Mathew, Chief Manager made a marketing tour in Europe meeting with seven international companies, cementing relationships with Contigo especially, who had visited MESH earlier and who have subsequently ordered a good number of cotton bags with environmental messages printed on them (see image right of Danny in Hubli RTU with one of the screens ready for printing).

All buyers have been invited to visit both MESH shop and Design Studio where they can see archive of MESH designs.

MESH opened an Instagram account in the year and posted almost daily images of MESH products and artisans. We have continued to grow Facebook following. MESH's website www.mesh.org.in has a good range of products, artisan stories and producer group details and is another promotion tool.



Work towards Fair Trade labelling in the WFTO Fair Trade Guarantee System has made significant progress with the pre-audit peer visit completed and audit scheduled. It is hoped that the label will attract more business over time.

MESH has also developed a new brand for a range of kitchen cleaning cloths called Spick&Spun which will be launched in the coming year in the shop and to wholesale customers of all kinds. By selecting a product type that every family needs, the hope is to attract business locally and keep the cotton weavers busy throughout the year.

Social Welfare

MESH strives to provide enough orders for artisans to work throughout the year and works with them to try and ensure decent pay for their work. We also have a rights based approach to our work to ensure that artisans hear about and apply for schemes to which they might be entitled that are organised by the Government of India. We have found through experience that it is worth investing in the education of the children of the artisans so as to increase their future employment opportunities. To that end MESH runs two education programmes.

School Sponsorships

Ten children (5 boys and 5 girls) of artisans are being sponsored for school studies. The sponsorship money varies according to the sponsor but for the most part it is a significant contribution towards school fees and in some cases there is money left over towards books and uniforms.

The funds for the school sponsorships are donations from individuals in Sweden (7 children), Trades of Hope (2 children) and MESH (1 child)

Higher Education Loans

Nine young people have received loans up to Rs. 60,000 as assistance towards the cost of higher studies. During 2016 no new candidates were added but three students have finished their studies and will begin repaying in 2017 once they are in employment. These loans are made possible from a one-off grant from Ben Gnomes via Ten Thousand Villages, USA.

Full sponsorship for Nursing

Several years ago MESH was able to secure the support of Christian Broadcasting Network Foundation (CBN Foundation) which has continued to sponsor one nursing student from Bharat Mata Kusht Ashram. She qualified top of her nursing school this year and is now serving an internship.



Sarita (right) says: "To me Fair Trade means both men and women are working equally both get equal rates of pay for whatever work. Not that just because she is a woman she gets paid less and a man gets paid more, both are paid equally."

Uma (left) says: "For me Fair Trade means when a tailor goes to work in the mainstream market they are paid very low as little as Rs 5 or Rs 6 per piece but in MESH for the same product consideration is given to the amount of work and we get paid well."

Executive Committee

The policy decisions and monitoring of MESH is done by the Executive Committee. All the members give their time freely.

President – Binoy Jacob

Treasurer – Joseph Thomas (until Mid March)

Members:

Amita Joseph

Reena George

Dr. Satvir Singh

Umesh Banerji

Fr. Monodeep Daniel

Steven Levi

Donations & Donors

Sustainability is a significant component in MESH's strategy with the assumption that at least the marketing work of the organisation should be paid for with income from sales. That has been the case in 2016/17.

- We are grateful for project funding from Individuell Manniskohjelp, Soir-IM and BHC Fund.
- For education sponsorships received during the year we would like to thank Janusz Lipinski and his contacts, as well as, Trades of Hope.
- We have been glad to receive a donation from Global Avenue Ministries from profits of the handicrafts they sell in the USA.
- Trades of Hope have been kind enough to contribute towards the cost of special machines to sew leather trims on cotton bags in Bethany Leprosy Colony.
- We thank Himalayan Fair Trade and Mr. Richard who have also donated to MESH.

Finances

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR
40,00,138 (24,474) (3,55,103) 1,32,79,819 44,85,731 1,34,14,649	To Cost of Goods sold: Opening Stock 44,85,750.83 Less: Stock Consumed 14,962.42 Less: Damage goods Written Off 95,461.52 Add: Purchases Handlooms & Others Less: Closing Stock	43,75,326.88 1,12,46,639.64 36,17,230.20 1,30,04,756.32	1,78,00,628 9,20,580	By Sales: * Handloom & Others * Miscellaneous Income * Diff. in Exchange (NET)	1,64,25,085.52 4,58,166.50 28,547.40
4,92,806 23,82,376 1,25,329 1,46,624 30,893 37,330 1,32,497 72,362 65,015 3,71,389 90,315 25,472 34,675 78,299 63,524 11,648 11,970 49,520 14,550 73,001 16,588	* Cartage Inward * Salaries & Allowances * Gratuity Contribution To LIC * Staff Welfare * Staff Training * Printing and Stationery * Electricity & Water charges * Postage, Telegram & Telephone * Bank charges * Travelling & Conveyance * Vehicle maintenance * Insurance * Legal and Professional charges * Repairs & Maintenance * Housekeeping Charges * Shop Licence Fees * Auditor's Remuneration: Audit Fee Taxation matters Out of Pocket Expenses * House Tax * Lease Rent & Maintenance * Membership fee * Difference in Exchange	3,88,453.48 23,00,639.00 22,300.00 2,11,648.00 94,231.00 20,043.00 1,55,209.00 77,444.00 72,816.66 5,10,579.00 87,294.00 46,983.00 8,600.00 1,19,487.00 1,20,000.00 20,265.00 64,167.00 52,206.00 1,16,373.00 41,139.00 14,550.00 96,666.00 31,806.50	5,10,579.00 87,294.00 46,983.00 8,600.00 1,19,487.00 1,20,000.00 20,265.00 64,167.00 52,206.00 1,16,373.00 41,139.00 14,550.00 96,666.00 31,806.50		
3,66,749 47,348 76,964 3,55,103 76,499 10,27,002 1,37,21,208	Inspection / Testing Charges * Packing, Forwarding & Samples * Business Promotion * Bad debts written off * Damaged goods written-off * Miscellaneous Expenses * Balance Carried down	5,15,623.18 38,962.42 62,090.90 95,461.53 66,895.85 (5,01,231.42) 1,69,09,799.42	5,15,623.18 38,962.42 62,090.90 95,461.53 66,895.85 (5,01,231.42) 1,69,09,799.42		
63,304 14,93,290 15,56,564	To Income Tax Excess of Income over Expenditure	31,660.00 5,66,087.59 5,97,747.59	10,27,002 79,083 4,50,477 15,56,564	By Balance brought down By Donations By Interest	(5,01,231.42) 5,56,937.00 5,42,942.01 5,97,747.59

NEW DELHI
DATED: 30 OCT 2017

PRESIDENT

TREASURER

CHIEF MANAGER

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

(A. K. BATHAL)
PARTNER
M.No. - 080160



MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI
BALANCE SHEET AS AT 31ST MARCH, 2017

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
9,39,583	CORPUS FUND		53,70,032	FIXED ASSETS	54,08,702.05
	Nabert Memorial Fund 9,39,582.82			(As per Schedule annexed)	
	Add : Interest Income 74,485.00				
	Less: Expenses Incurred (7,800.00)				
	10,06,267.82				
41,69,653	OTHERS	51,75,920.68	15,22,929	LOANS & ADVANCES	11,27,144.05
	Balance as per last Balance Sheet 41,69,652.86				
73,205	Wingard Memorial Fund		10,23,364	SUNDRY DEBTORS	12,84,259.51
	73,205.00				
6,55,387	Donor Asset Fund	7,28,592.00		ADVANCE TAX PAID	18,257.83
	6,55,387.00			(NET OF PROVISION FOR TAXATION)	
1,01,43,532	INCOME & EXPENDITURE ACCOUNT		44,85,751	STOCK IN HAND	36,17,230.20
	Balance as per last Balance Sheet 1,01,43,532.22		79,80,322	CASH AND BANK BALANCES	92,85,982.56
	Add : Excess of Income Over Expenditure 5,66,087.59				
	Less: Interest transferred to Nabert Memorial Fund (74,485.00)	1,06,35,134.81			
43,95,695	SUNDRY CREDITORS & OTHER LIABILITIES	42,01,928.71			
5,342	PROVISION FOR INCOME TAX (NET)				
	ACCOUNTING POLICIES & NOTES				
	Refer Schedule 'B'				
2,03,82,397		2,07,41,576.20	2,03,82,397		2,07,41,576.20

NEW DELHI

DATED : 30 OCT 2017

PRESIDENT

TREASURER

CHIEF MANAGER

ATTACHED TO OUR REPORT OF DATE
FOR AIYAR & CO
CHARTERED ACCOUNTANTS
FIRM NO. 031174N

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

Volunteers & Interns

It is a matter of pride that MESH has had wonderful volunteer and intern support over the years. Our experiences has made us better at working with interns so that both MESH and the interns benefit from working together. We are very thankful for the efforts of the interns and volunteers.

Interns

Julia Groth, Swedish Design Intern sent by Soir-IM to work in MESH Design Studio from September until December 2016 producing bags and block printed products in Hubli. Aishwarya Malhotra, Dimple Das and Puja Kumari from National Institute of Fashion and Design, Bhopal spent six weeks in MESH Design Studio, working on a range of different products, one of which is a printed scarf which has been exported to TLM Trading. Ambika Anand from Indian Institute of Crafts and Design spent 4 weeks in MESH Design Studio working on some jewellery designs.

Volunteers

Anupam Malhotra and Shobhit Mathur were volunteers for MESH under the Tata Pro Engage project. Shubhi Jowhar spent time teaching us how to use Instagram, arranged for an interview and write up in *Rail Bandhu*, the on-board magazine of Indian Railways and placed collection boxes in Monsoon Spas across Delhi to collect donations for MESH's work. Kay Sharp, based in UK has been supporting MESH by collating and analysing the baseline and end-line livelihood data collected in 2011 and 2015.

Ambika with Khadim Team



Julia Groth in Hubli RTU





The MESH Team



Maximising Employment to Serve the Handicapped (MESH)

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