



Annual Report 2017-18



Maximising Employment To Serve The Handicapped
Practicing Fair Trade

MESH

- Maximising Employment to Serve The Handicapped is an Indian Fair Trade Organisation based in Delhi providing marketing, design and capacity building support for producer groups of people affected by leprosy and people with disabilities.

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. Safe and Healthy working conditions
8. Commitment to capacity building
9. Promotion of Fair Trade
10. Respect for the environment.

Our Executive Committee

President - Binoy Jacob

Members - Umesh Banerji
Dr. Satvir Singh
Amita Joseph
Reena George
Fr. Monodeep Daniel
Stephen Levi
Annie Koshi

We are privileged to have these people give their time and expertise to MESH generously and faith-



MESH Staff Team

Executive Committee

Executive Volunteer Mentor
Jacky Bonney

Chief Manager
Mathew K.K.

Finance Manager
Arvind Kumar

Accounts Clerk Vipin

Domestic Sales
Supervisor
Bachan

Shop Keeper
Rohit

Social Worker
Producer Development
Gabriel

Designer
Syamala

Studio Helper
Ratan

Export Assistant
Teena

Quality & Packing
Assistant
Krishna

Driver
Sushil

Our greatest pleasure is that we work with such skilled artisans in all kinds of different types of organizations across India. Approximately 1,000 artisans in 30 producer groups (and 8 individuals) supplied products to MESH during the year to the value of Rupees 1.4 crore (14 million). Since we registered as a Society in 1981 we have understood that our work was impacting the lives of people affected by leprosy and people with disabilities by giving them an opportunity to work, and in 2017-18 we compiled a report comparing livelihood data collected from artisans in 2011 and 2015. The findings have been a great encouragement, illustrating qualitatively and quantitatively, that artisans have more work, livelihoods are improving as a result of our work, artisans are growing their contribution to family income and that they like their places of work.

Fair Trade is the ethos of our work so it is a great source of satisfaction that in 2018 MESH became a Guaranteed Member of the World Fair Trade Organisation with 14 of the producer groups we work with incorporated in our guarantee. MESH and the groups were externally audited and found to be following and working within the ten principles of fair trade and with a commitment to continuous improvement.

Challenges—A Communication Perspective

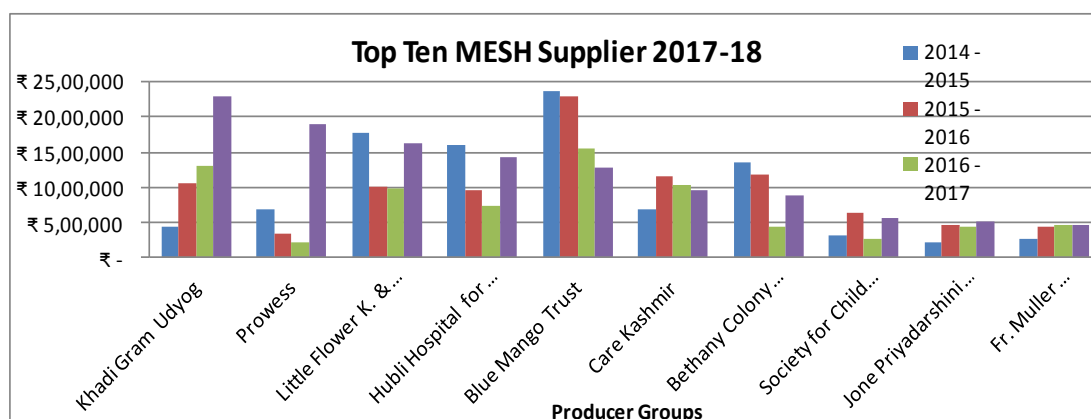
Little Flower Khadi Village Industry Leprosy Rehabilitation Centre is located in Raxaul almost straddling the border with Nepal. The centre spins and weaves eri silk making lovely scarves, they also weave cotton and their dye team is skilled and always ready to learn. But communication with Little Flower has been very difficult. The phone connections are not good and in the last few years there have been staffing changes leaving us with little clarity as to who we should communicate with and how. There have been many frustrated conversations at MESH staff meetings as we try and work out how best to find answers to questions about production and sampling.

Then MESH Designer went to work with the dye team on a range of indigo products and it became clear that their dye master, Hasmullah used Whatsapp and could be reached when other people could not. The Chief Manager brought up the subject with the Director from Little Flower when she visited and our Social Worker also visited Little Flower for Fair Trade monitoring and the issue of poor communication was raised again with the management.



Gradually, after many conversations and frank sharing of frustrations, Little Flower has put Sita in-charge of communicating with MESH by e-mail. But she does not have direct access to a computer, so does not check daily. Rather when we mail something to Sita, we send a Whatsapp message to Hasmullah to ask him to please ask Sita to go to the office and check the e-mails and answer as soon as she can. The improvement has been remarkable, Hasmullah is faithful in delivering the messages to Sita, and he often sends back by Whatsapp her answer and she responds by e-mail as well.

New technologies and social media are helping and the efforts of everyone to improve a difficult communication issue have been encouraging.



We are happy Prowess had so much business with MESH but will be checking with them that they remain sustainable and are not growing dependent on MESH. One of our targets is to help groups achieve 11 months work per year for their artisans, but that should be for a number of customers not just MESH.

SUPPLIERS

The producer groups supplying MESH are located across 13 Indian states from PAGIR located in Leh in the far north of India to Blue Mango in Tamil Nadu in the south. All of the groups are autonomous and their organizational structures vary enormously. Some examples are the highly structured rehabilitation units like the ones at Hubli Hospital for the Handicapped and Kiran Centre; small self run women's societies like Jone Pryadarshini Mahila Mandal and Prowess; Little Flower and Bethany Leprosy Colony are communities of people affected by leprosy where decisions are made by the colony panchayat/elders. Whilst 71 % of the producer groups are located in urban areas, the balance 29% are in rural areas where they often face significant challenges sourcing raw materials and shipping finished products.



Supplier Group Sales to MESH 2017/18; Skill Set and Product Types

Name of the Producer Group	Sold to MESH INR	Skill Type	Product Type
Khadi Gram Udyog	22,82,146	Cotton; handloom weaving	Tea towels, hand woven cushion covers
Prowess	19,04,784	Sewing	Soft toys
Little Flower K. & V.I. Leprosy Rehabilitation Centre	16,23,628	Silk spinning and weaving; cotton weaving; dyeing	Silk and cotton scarves, all indigo products
Hubli Hospital for the Handicapped Rehab and Training Unit	14,32,323	Sewing; screen printing; block printing; wood carving; card making; hand-painting	Bags; greetings cards, soft toys,, wooden carved home décor items
Blue Mango Trust	12,72,254	Sewing; beading	Bead jewelery, soft toys, bags, leasure wear
Care Kashmir	9,60,303	Hand painting on papier-mâché; leather bag sewing	papier-mâché products boxes, decorations, trays & suede leather bags
Bethany Colony Leprosy Association	8,74,335	Cotton weaving and sewing; leather trimming	Hand woven cotton bags
Society for Child Development	5,61,539	Sewing; weaving, papier-mâché; flower sorting,	Recycled products, bags,
Jone Priyadarshini Mahila Mandal	5,09,680	Sewing	Fruit and veg. bags
Fr.Muller Charitable Institutions	4,55,002	Block and screen printing; sewing	gold painted wall hangings; canvas bag with elephants on the front; greetings cards
P H R T Centre Miraj	4,25,876	Cotton weaving	Hand woven cotton runners, place mats and napkins, some textured kitchen towels
Khadim Handicrafts	3,15,808	Bone and horn processing; resin dyeing cutting and setting	The trays, boxes and picture frames in the shop window; bone and horn jewellery
Sartak Manav Kusht Ashram	2,25,293	Block printing	Printed bed covers
Bhart Mata Kusht Ashram	1,82,948	Cotton handloom weaving	N/A they have now closed
K.Jawaharlal	1,48,118	Sewing	Assorted stitched items
Uma	1,40,710	Sewing	Assorted stitched items
Jay Shree	1,38,947	Sewing	Assorted stitched items
Aharam TCPCL-Weavers	1,32,442	Cotton handloom weaving	Fine hand woven cotton scarves/stoles
Samaj Pragati Sahayog (Kumbaya)	1,25,524	Sewing	Clothing and some bags
Kiran Society	1,00,635	hand painting on silk; screen printing; knotting; sewing	Wooden games
Peoples Action Group for Inclusion and Rights	73,345	Sewing; papier-mâché; paper bag and paper bead making	Recycled <i>kathran</i> items, small purses, visiting card holders etc.
Anand Mahila Mandal	63,420	Tatting	Tatted earrings, and Christmas decorations
Sarita	59,992	Sewing	Assorted stitched items
Remake Technologies Foundation	48,500	Sewing; weaving; papier-mâché; flower sorting	Recycled products, bags,
Silence	38,710	Candle making; hand painting;	greetings cards
Integrated Development Trust	31,018	Sewing; papier-mâché; hand painting	jute bags (ask Teena)
Tariq Brothers	30,581	Embroidery	Hand embroidered woolen stoles and shawls
Chinar Valley Arts	28,455	Hand painting on papier-mâché;	Gift items
Anandam Disable Handicraft - SHG	22,092	Palm leaf and banana fibre basketry	Palm leaf baskets
Young Industrialist Project	19,625	Cross stitch embroidery; sewing	cross stitch Christmas nativity
Koshish	12,600	Rope coiling and sticking	Tissue boxes and coastrs
Shanta	10,924	Sewing	Assorted stitched items
Very Special Arts	10,288	Sewing; weaving; candle making	Bags, some made from recycled video cassette tape
Mukesh Arts	9,100	papier-mâché	Wall hanging
Nav Prabhuthi Trust	8,250	Block printing	Block printed bags
K.K.M. Handweaving	7,500	cotton spinning and weaving	woven scarves and bags
AADI SC	2,100	block-printing; book binding; paper bag making	Note books and gift bags
K.Ananda Kumari	730	Sewing	Assorted stitched items

SUPPLIERS

Achievements - Leather Adds a New Look

Bethany Weaves, a production unit in a leprosy colony in S. India, has been weaving cotton *novar* tapes for many years and sewing them into attractive sturdy totes. When someone asked if they could add leather straps to their bags it took about 18 months for the idea become a reality. MESH Designer linked them to leather training workshops and provided some exciting new designs. Trades of Hope gave financial support for new machinery and then the first big order came from Trades of Hope, 1200 lovely blue and white bags with leather handles. There were lots of challenges including some very poor quality first tests samples. But with MESH intervention and guidance under the guidance of MESH Designer the order was completed and during the year more women learned the work from the two who were trained outside .



Learning how to cut



Buyer Seller Meets

MESH tries to link buyers and suppliers as much as possible. When we have advance warning of visits from international buyers producer groups are invited to come and show their product ranges and see for themselves the response of the buyers to their products and also to share ideas with the buyers and respond to their hopes for new products. We have found that such meetings often lead to better orders and shorter lead times for sampling as the specifications are given directly to the artisans who then inform the buyers immediately if there is anything they are being asked to do which is not practical. During the year, there was one major buyer and seller meets in MESH Design Studio where TLM Trading visitors met representatives from Care Kashmir; Khadim Handicrafts; Hubli RTU and Father Muller RTU. The result was significant orders for the groups.



Care Kashmir meets TLM Trading with MESH Designer (l)

Artisans with Autism - Nav Prabhuti Trust

For some months MESH Instagram had been following @tharanganistudio a commercial hand block-printing business in Bangalore. Interest grew enough for us to begin communicating and Padmini who runs the business came to visit MESH and told us that for some time she has been working with a number of organizations in Bangalore that provide vocational training and work opportunities for people with disabilities. A visit late in December 2017 led us to Nav Prabhuti Trust, a delightful organization working with young men and women with autism. A number of mothers of children with autism had independently given up their earlier line of study in order to train as special needs teachers particularly for autism. They then worked in the school attended by their children and watched them develop to the best of their abilities into young men and women. The problem of how to gainfully employ them once they left school was handled by opening a vocational training center which the women run themselves.

We who were visiting were astonished to see how they identify the particular strengths of each young person and then fit the task to that strength. So we saw

Akhilesh, who likes attention to detail and accuracy, precisely place the block then step back for his colleague, Shahsank, whose autism prevents that

precision, so he beats the block to fix the colour; as a team those two are able to block print. Because the mothers and helpers use their detailed knowledge of how autism effects each person they are able to make products for sale with Padmini from Tharangini providing specialist technical knowhow.

Our first order for 100 bags was a great success they slipped off the shelf like hot cakes!

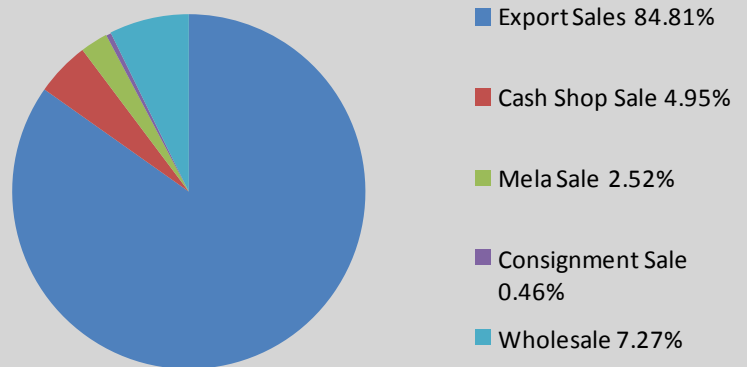


Block Print Prodigy Akhilesh with his mum Shobha. Photo from instagram goodprintcollective

Sales & Marketing

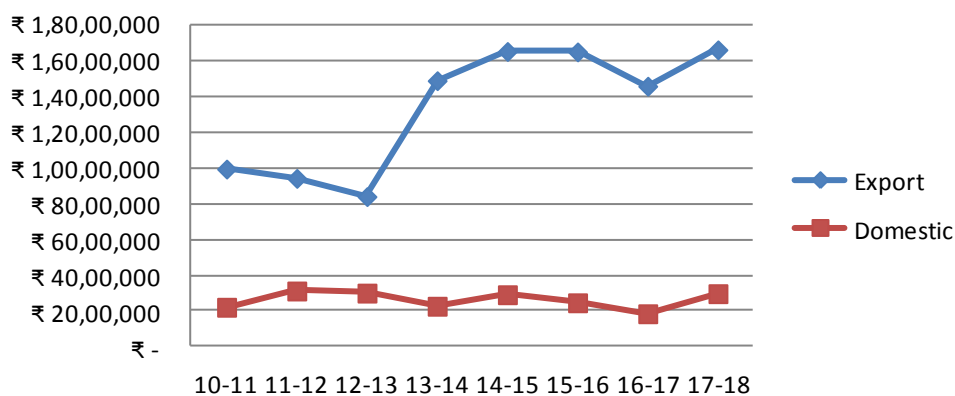
Whenever anyone from the MESH team asks the producer groups or indeed individual artisans, what they would like most from MESH they all say “more orders”. Livelihood security is dependent on regular incomes which, as most artisans are paid piece rate, is dependent on a regular flow of orders for their products. MESH seeks to assist producers to achieve 11 months paid work in any year. We do not encourage those sales to be all to MESH but for many of the producer groups we work with MESH represents a large portion of their business.

Sales Break-up 2017-18



Total sales in the year were Rs. 1,95,79,875 of which just under 85% were exports. The balance 15% or so were sales in the domestic market from MESH shop in New Delhi, at out-door sales, by wholesale and on consignment. Much work has been done in the year to promote MESH products.

Export and Domestic Sales 2017-2018



Overall sales were about 19% more than in the previous year; significantly, domestic sales increased 60.5% on the previous year whilst export sales grew by just 14%. Growing sales in the domestic market is a planned strategy so this is a good result.

There will be challenges especially relating to price but MESH has learned from this year and will take what works well forward into the future.



Exports

Most of the exports from MESH are to fair trade businesses around the world. A number of customers have been buying from MESH for many years but there were six significant new export customers in the year, the table to the right indicates that just over 33% of them know about us from our website, one came as a result of MESH attending and exhibiting a strong range at the International WFTO conference held in Delhi and the balance three (50%) have come to us by word of mouth. Of particular interest are two buyers to whom we have supplied Phone Nurseries which are jute bags for storage of smart-phones during meetings. The phone nursery design is a the property of a Swedish man and we are (we understand) the only suppliers. Approximately 2100 phone nurseries were shipped in the year all made in Society for Child Development in Delhi.

Buyer Name	Country	New in 2017-18	How did we get the customer?
Chanchalla	USA	4,08,222	Website
DWP EG	Germany	3,81,256	WFTO conference in Delhi
Micke Darmell	Sweden	1,57,000	Janusz IM Fair Trade contact for Phone Nursery
Susan E. Malony	Australia	1,48,646	website
Pauline Algstan	Sweden	88,500	Janusz, IM Fair Trade Contact for Phone Nursery
Einzelstueck LLC	Switzerland	50,491	New company started by an old buyer

MESH sold to a total of 42 export customers in 12 countries; 20 in 6 European countries; 12 in North America; 7 in Australia and New Zealand; 2 in Japan and one in Middle East. This broad spread of customers in different countries is an achievement towards sustainability especially when combined with growth of sales in the domestic market.

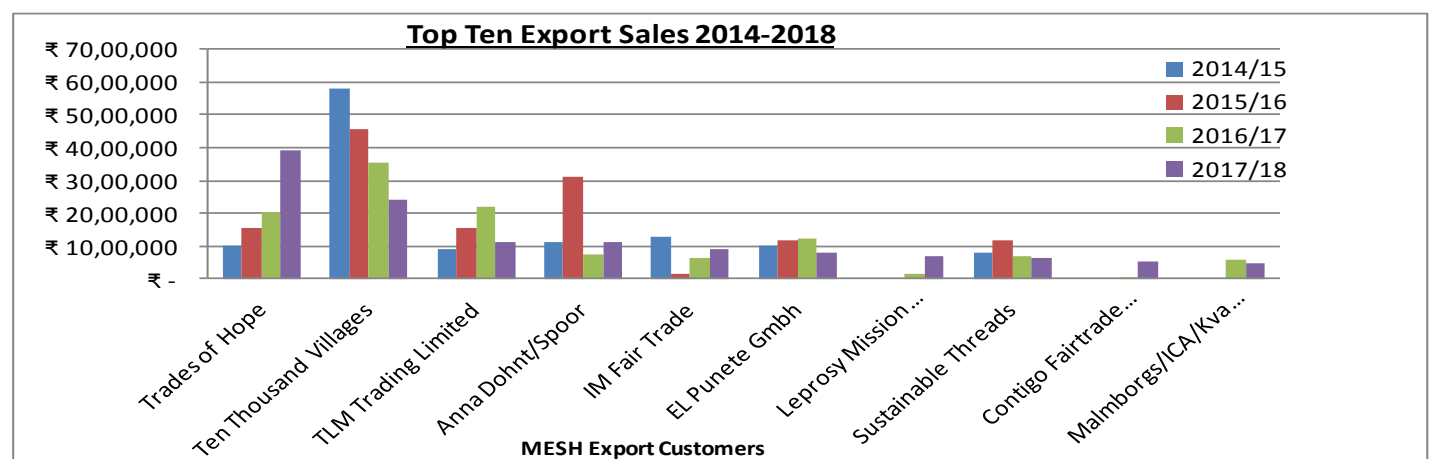
Two new lines that have significantly boosted business have been successful because of the trend in Europe to reduce plastic bags in supermarkets. ICA supermarkets in Sweden commissioned an organic cotton canvas shopping bag and ordered 10,000 pieces and MESH developed a range of organic cotton net fruit and vegetable bags sold in sets. The latter, launched at the International WFTO Conference held in Delhi in November, attracted DWP as a new buyer to MESH.

The export marketing strategy included:

- Posting of new products on MESH website monthly, and sending e-mails to all current and former buyers with a link to that website page.
- Exhibiting at the international conference of WFTO (world Fair Trade Organisation) held in Delhi in November
- Meeting with international fair trade organisations at the WFTO Conference
- Meeting in Sweden with Janusz Lipinski from IM Fair Trade department
- Bringing visiting buyers together with suppliers at buyer -seller meets in MESH Design Studio
- Maintaining a lively social media presence on instagram and Facebook
- Responding to buyer demand for new products through work in MESH Design Studio.



MESH at the WFTO International Conference

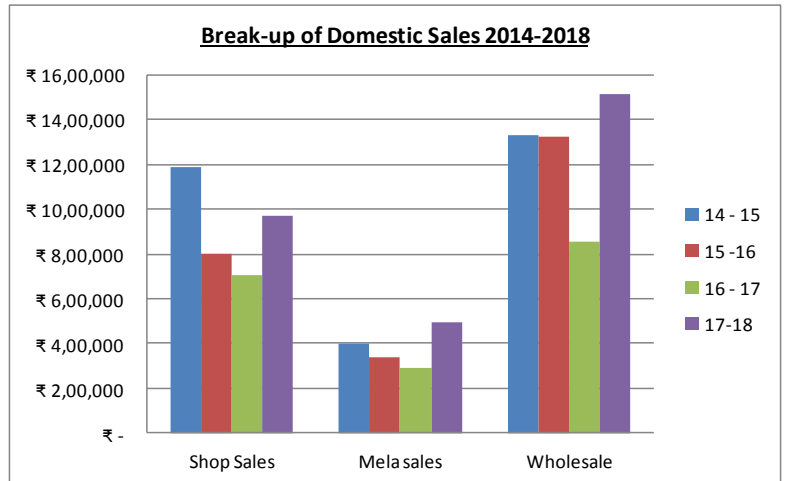


Domestic Sales

The 60% growth in domestic sales over the previous year is part of a planned strategy to strengthen business in India and sell more to the Indian middle class. The primary ways of selling products now is from our shop in Delhi, through outdoor sales (melas) and wholesale. The adjacent chart illustrates a healthy growth in all areas of business.



For the first time MESH has produced a brand all of its own. The Spick & Spun brand is a range of kitchen and cleaning weaves, 100% cotton, hand-woven in Indian cotton. The branding process involved designing stitch-in labels, hangers tags and renovating one area of MESH shop to create a fresh new display for the tea towels, dusters and floor cloths that make up the collection. The brand has been well received in the local and export market and sales are likely to grow with the introduction of at least one sales person in the coming year. This year Mathew, Chief Manager, has taken a lot of initiative to introduce the brand through all his known personal and business contacts.



MESH Interior renovated for Spick & Spun

The MESH team attended a total of 26 melas or outdoor sales, by far the most successful was the famous Blind School Mela that happens around the time of the festival of Divali each year and which is well known in Delhi. Other melas have been at schools and corporate offices across Delhi and the national capital region. Particular thanks to Binoy Jacob and Annie Koshi, board members of MESH who invited us to put up stalls in their office and school. Thanks too to Mr. Pradeep Sachdeva, who coordinated the sale at Triune office and also with Happy Feet school and has been himself a very supportive customer.

A proposal has been accepted by the Embassy of Ireland for funding to employ two sales people to boost sales in Delhi. Once it has been through the vetting process by the Ministry of Home Affairs it will allow us to cover the salary costs of two sales-people for six months, half that cost for the next three months and a quarter of the cost for the final three months of the year, by which time it is hoped that the sales they generate will pay for the cost of their salaries.

There has been an attempt to use Mailchimp to send mail-outs to Delhi customers with news of new products in MESH shop. This is an approach that MESH would like to expand in the coming year with a growing data-base resulting from the work of the sales-people. MESH also has active Instagram and Facebook accounts to promote sales both locally and abroad.



Visitors from Mukti Australia in MESH

FAIR TRADE & PRODUCER DEVELOPMENT

Fair Trade Guarantee

The efforts of MESH's Social Work—Producer Development bore fruit with the successful World Fair Trade Organisation (WFTO) audit in November which resulted in MESH becoming a Guaranteed Fair Trade Member meaning that products from the 14 groups included in the process can be labeled as coming from guaranteed fair trade sources. Developing an internal monitoring system robust enough to ensure a successful external audit was a challenge but through a programme of regular visits to producer groups, fair trade trainings with artisans and one to one sessions with group leaders to review processes, practices, working conditions and policies it has been possible to ensure the groups are practicing the WFTO ten principles of fair trade. to a fairly high degree .



Kabita Little Flower (I) and Mathew (MESH) at WFTO Conference

Fair Trade is a process of continuous improvement so each producer group has been assisted to set targets to improve fair trade practices and compliance in the future and the external auditor identified that MESH too has some areas needing improvement which will be evaluated during the next audit in 3 years.

SOIR-IM Swedish Organisation for Individual Relief funds the producer development activities which this year allowed MESH to met the costs for two producer group leaders to attend the WFTO Conference held in Delhi in November. Kabita from little Flower and Dr. Madhumita Puri from Society for Child Development attended the conference and showcased their work in meetings with the other participants.

Fair Trade Resources

MESH's Social Worker has developed a series of Fair trade Fact Sheets which were translated into Hindi and both the English and Hindi versions were sent to groups monthly and posted on MESH's website. The Fact Sheets provide basic details about each of the Ten Principles of Fair Trade and some of the compliance criteria. Whilst some groups pinned the fact sheets on their notice boards with each successive visit to producer groups it became obvious that for the artisans a better tool was needed to help them retain the concepts of fair trade and relate them to their own work. SOIR-IM Swedish Organisation for Individual Relief provided funds for MESH to develop two contextual Fair Trade pictorial posters. The first illustrates a cross section of an ideal fair trade workshop. The pictures show good working conditions, an inclusive workplace, men women, able bodied and people with disabilities, as well as design, capacity building and neat records. That poster was launched during a training and internal monitoring visit to PAGIR in Leh where the session movingly illustrated that such contextual pictorial presentations of fair trade can be accessed and understood by artisans with a whole range of disabilities.

The second poster addressing the First Principle of Fair Trade which talks of providing opportunities for marginalised producers was also completed in the year and both posters have been distributed to producer groups and used for training.



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Fair Trade Promotion—WFTO Agents For Change Media Campaign



Bethany Colony (L) MESH Staff and Anand Crafts (R) participating in WFTO Agent for Change Media Campaign to promote Fair Trade. Fair Trade Day 2017.

Inclusive Training

Jacky Bonney (Volunteer)

I was privileged to accompany Gabriel, MESH's Social Worker, for a fair trade monitoring and training visit to PAGIR in Leh. We made the trip by bus up over some of the highest motor-able passes in the world, amazed by the beauty and reinforcing our understanding of the isolation of Leh during the long winter months.



PAGIR is an organization of people with disabilities involved in lobbying, and employment for people with disabilities and production of recycled products as part of a greater goal to do all possible to preserve the Himalayan environment. MESH has been buying products made of waste fabrics for some years and the PAGIR team have been gladly trying to understand and follow the principles of Fair Trade.

The group for the training comprised of about 13 people and very soon it was clear that ensuring everyone was included became a focus for the shaping of the

programme. Gabriel discovered that the participants were about one third hearing impaired Ladakhi lip readers, one third had intellectual disabilities and the rest could hear and understand but had physical disabilities.

Gabriel asked them all to introduce themselves and tell everyone if they were an animal what animal would they be. It was a perfect icebreaker raising lots of laughs and including everyone. The next challenge was how to introduce Fair Trade and still include everyone. Gabriel decided to use the new poster and took the help of Iqbal, PAGIR's leader, to divide the participants into three groups ensuring one Hindi speaker in each group who could also speak Ladakhi to translate the Hindi for the lip readers. Iqbal offered to lead the group of participants with intellectual disabilities.

They were all encouraged to say what they saw in each square of the poster and the group leader then reported back to the plenary. The participation was extraordinary and an asset to the way the session was led and to Iqbal for refusing to exclude anyone. Each person had something to contribute to the discussion and the simple contextual graphics allowed them to relate to characters in the poster. Of special delight was their observation that the "ideal" fair trade organization pictured was inclusive.



Understanding Fair Trade through a poster (Iqbal in the wheelchair)



Training in MESH

Dr. Charu Waliakhanna, a Supreme Court lawyer and expert on sexual harassment in the workplace was invited to lead a session on the Prevention of Sexual Harassment in the Workplace (Prevention, Prohibition and Redressal) Act for MESH staff. Building an understanding of the law and how it can protect and provide for redressal is an integral part of fair trade and the IM Soir funded Producer Development project focuses on a rights based approach for greater long-term change and impact.

MESH Design Studio

The Focus of work in MESH Design Studio continues to be a) interpreting buyer demand for the producer groups, b) designing new products, c) lifting the skills of the artisans and d) diversifying products especially where sales for a particular product type have fallen. In an average quarter alone the studio produces 53 samples for 11 international buyers in 6 countries. Of particular interest is work in two communities.

In 2016/17 MESH Design Studio facilitated the training of two tailors in working with leather to add trims to the cotton bags that have been woven in Bethany Leprosy Colony for several decades. A range of bags were developed and offered to international buyers. Trades of Hope liked them and asked for modifications which were made during a workshop in Bethany conducted by MESH Designer and an order for 1200 bags was received. This was the first time the group had been in fulltime production for a time-bound high quality leather trimmed bag and the first test pieces were found not to be up to standard. MESH Designer visited the group and worked with them to divide up the tasks and teach more artisans how to do the work. The result has been that they have gained in skill as workers but also as managers of their work. They had to learn how to negotiate with the leather supplier, check the quality, standardize their production and split up the various stages of production to improve efficiency. In the process they have come to use Whatsapp images and videos more often to communicate with MESH Designer and convince her that they are following the right practices.



Preparing the leather straps in Bethany



The first bags leaving Bethany workshop



The second example was a workshop with Anand Craft who have been making and selling tatted products for more than a decade. Sales have begun to drop significantly and they asked us to help them with some new skills for diversification. In conjunction with Well Paper in Pondicherry, a waste artist was invited to MESH Design Studio to conduct a workshop on making cloth beads. The artisans attended faithfully and developed a good selection of beads and necklaces made from cloth. They were encouraged to go home and experiment which they did. But they realized that as a group they had always worked from their homes which was not possible with the cloth bead making. They do not have space of their own and dare not rent anything until they have a sense of profitability. MESH could not help them with that as we have no previous experience selling cloth beads. As a result, the women have a skill which they like but will not be taking forward for production at the present time.



Cloth bead workshop

Interns

As in previous years, MESH Design Studio hosted several design interns from Sweden and national schools of design. They bring a certain freshness to the product range and whilst their designs do not always find customers in the time of their internship they do very often attract business later. Bjorn Erikson worked with Hubli Hospital for the Handicapped Rehabilitation and Training Unit to develop a new collection of soft toy elephants at the request of IM Fair Trade in Sweden. The elephants are made of cotton woven in Little Flower which is then printed and stitched in Hubli RTU.



This is the finest kind of fair trade supply chain and one which we wish to encourage.

MEASURING IMPACT

Livelihood Survey

In 2011 and 2015 MESH conducted livelihood surveys with artisans in producer groups with whom we have been working. The hope was that the data could be used to measure changes in livelihoods and, when linked to MESH activities could act as a way of measuring the impact of MESH's work on artisan livelihoods.

In 2011 information was collected from artisans in 13 producer organisations on a range of life style issues relating to personal and family details, education, accommodation, work and employment, income and outgoings: importantly, artisan opinion of the benefits of working with MESH are expressed. Information was collected by direct personal interview. The survey was repeated with artisans from 12 producer organisations in 2015. Of the 13 groups surveyed in 2011 and the 12 groups surveyed in 2015, seven groups were surveyed in both years. These are: Khadi Gram Udyog (KUKA); Sartak Manav Kusht Ashram (SMK); Bharat Mata Khust Ashram (BMKA); Little Flower Khadi Village Industry (Little Flower); Anand Mahila Mandal (AMM); Bethany Colony Leprosy Association (BCLA); Hubli Hospital for the Handicapped Rehabilitation Unit (Hubli). For these seven groups, it was not always possible to survey the same individuals or the same number of individuals in both years: 202 and 95 individuals were surveyed in 2011 and 2015 respectively.

Whilst MESH staff had been able to collate the data and prepare graphs there was no one with time or know-how to analyse the data. Dr. Kay Sharpe, a UK based volunteer, offered to help MESH and during 2017/18 she studied the data, and with a series of Skype conferences and visits to MESH for meetings with MESH's Social Worker she was able to prepare reports for each year the survey was conducted and a report that compared information regarding the status of artisans in producer groups associated with MESH. The reports were published on-line in 2017/18 on MESH's website www.mesh.org.in.

In summary, these two surveys demonstrate how MESH has contributed to producer group prosperity: for most artisans, there is an improvement in:

- skills and understanding of market issues
- number of days worked and income
- housing, amenities and ownership of goods
- awareness of their entitlements
- sense of self worth and quality of life

The artisans that contributed to the surveys of 2011 and 2015 (and the many others who work with MESH) are a vulnerable group since they are affected by leprosy or other disabilities which affect their ability to work. MESH continues to work with these artisans, striving to sustain and improve their livelihoods.

What The Artisans Had to Say In The Survey -

"Here I meet new people and learn new things"

"I am happy to work and proud of my work"

"Working with MESH has given my family a good living standard. I've also learnt a lot during the training and workshops"

"At the group, I got treatment, and training. Now I work with dignity"

"Here, we making good quality products"

"We have been able to educate our daughter"

"Before joining the unit I did not have so many things as I have now"

"Now I have a house, work, benefits - these are things that change the life"

"I am happy that I am now able to earn and contribute to my family"

"Because of this work I am able to manage family expenses"

We need more work and more wage so that we can cope with expenditure"

"We need regular work so we can manage our expenditure"

"I am becoming self dependent. I want more work so I will get more money"

"Not enough work so I am not happy"

"Because of my work, life has improved. I enjoy work and am able to support my family"

MEASURING IMPACT

Findings of MESH Livelihood Surveys

1. There has been an increase in the number of artisans who are able to fully prepare products suggesting an increased skills base and thus independence. Here is what the artisans say -
2. Most artisans have been involved in their work with the producer group for more than ten years, and the number in this category has increased between 2011 and 2015, suggesting that artisans consider being involved with the group an advantage compared to alternative lifestyles.
3. Artisan and spouse education levels have improved over the period of the survey with fewer being classed as illiterate or semi-illiterate and more being educated up to at least elementary level.
4. There has been an improvement in both quality and permanence of housing over the period of the study. Availability of LPG cooking gas, electricity, water and a toilet at home has also improved for all groups. Ownership of goods has increased indicating an enhanced disposable income.
5. Artisan wage has increased as has, for many artisans, the amount they are able to contribute to total household expenditure.
6. By 2015, there is an increase in the number of days that artisans are able to work. However, more than half of artisans still had less than 270 days per year of work. Artisans would welcome more work - MORE ORDERS ARE NEEDED!
7. Artisans have an increased awareness of the wage they should be able to command and an increased understanding of the value of similar work in the area - such an important change since it reduces the possibility of artisans being underpaid and increases their ability to argue for their entitlement.
8. Importantly, the majority of artisans think that their life is better than it was before they joined the producer group and the number who feel that way has increased in 2015 compared to 2011.

FINANCIAL MATTERS

MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI BALANCE SHEET AS AT 31ST MARCH, 2018

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
1,006,268	CORPUS FUND Nabert Memorial Fund 1,006,267.82 Add : Interest Income 62,313.00 Less: Expenses Incurred (62,313.00) 1,006,267.82		5,408,702	FIXED ASSETS (As per Schedule annexed)	4,360,247.17
4,169,653	OTHERS Balance as per last Balance Sheet 4,169,652.86	5,175,920.68	1,127,144	LOANS & ADVANCES	1,814,541.22
73,205	Wingard Memorial Fund 36,960.00		1,284,260	SUNDRY DEBTORS	1,249,902.08
655,387	Donor Asset Fund 484,272.75	521,232.75	18,258	ADVANCE TAX PAID (NET OF PROVISION FOR TAXATION)	30,257.83
10,635,135	INCOME & EXPENDITURE ACCOUNT Balance as per last Balance Sheet 10,679,509.81 Add : Excess of Income Over Expenditure 376,117.99 Less : Depreciation on Fixed Assets (920,601.64) Less: Interest transferred to Nabert Memorial Fund (62,313.00) 10,072,713.17	10,072,713.17	3,617,230	STOCK IN HAND	5,080,570.53
4,201,929	SUNDRY CREDITORS & OTHER LIABILITIES	6,981,817.89	9,285,983	CASH AND BANK BALANCES	10,216,165.66
	ACCOUNTING POLICIES & NOTES Refer Schedule 'B'				
20,741,577		22,751,684.49	20,741,577		22,751,684.49

NEW DELHI
DATED : 24 SEP 2018

PRESIDENT

TREASURER

CHIEF MANAGER

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
INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH 2018**

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR
4,485,751	To Cost of Goods sold:			By Sales:	
(14,962)	Opening Stock	3,617,230.20			
(95,462)	Less: Stock Consumed	1,271.25			
11,246,640	Less: Damage goods Written Off	-	3,615,958.95	" Handloom & Others	19,263,492.63
3,617,230	Add: Purchases Handlooms & Others		15,928,632.45	" Miscellaneous Income	395,180.77
12,004,736	Less: Closing Stock		5,080,570.53	" Diff. in Exchange (NET)	62,816.78
			14,464,020.87		
388,453	" Cartage Inward	719,779.35			
2,360,639	" Salaries & Allowances	2,614,576.00			
22,300	" Gratuity Contribution To LIC	48,110.00			
211,640	" Staff Welfare	209,315.00			
94,231	" Staff Training	60,019.00			
20,085	" Printing and Stationery	41,563.00			
155,709	" Electricity & Water charges	167,456.50			
77,444	" Postage, Telegram & Telephone	77,532.00			
72,817	" Bank charges	241,654.32			
510,579	" Travelling & Conveyance	190,883.00			
87,394	" Vehicle maintenance	68,839.00			
46,983	" Insurance	42,868.00			
8,600	" Legal and Professional charges	51,570.00			
119,487	" Repairs & Maintenance	144,440.00			
120,000	" Honararium Charges	120,000.00			
30,365	" Shop Licence Fees	25,491.00			
	" Auditor's Remuneration:				
64,167	Audit Fee	96,600.00			
52,206	Taxation matters	61,981.00			
-	Out of Pocket Expenses	-			
41,139	" House Tax	158,581.00			
14,550	" Lease Rent & Maintenance	41,139.00			
96,666	" Membership fee	14,550.00			
31,807	Inspection / Testing Charges	77,444.05			
515,623	"Packing, Forwarding & Samples	40,618.58			
38,962	" Business Promotion	135,807.69			
62,091	" Bad debts written off	66,296.25			
95,462	" Damaged goods written-off	-			
66,896	" Miscellaneous Expenses	68,591.00			
(501,231)	" Balance Carried down	(169,654.43)			
16,909,799		19,721,490.18	16,909,799		19,721,490.18
			(501,231)	By Balance brought down	(169,654.43)
31,660	To Income Tax	52,584.00	556,937	By Donations	4,486.00
566,088	Excess of Income over Expenditure	376,117.99	542,042	By Interest	593,870.42
597,748		428,701.99	597,748		428,701.99

NEW DELHI
DATED: 24 SEP 2018

PRESIDENT

TREASURER

CHIEF MANAGER

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

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



Donors

We have been supported over the years by many organizations and individual donors. This year has been no exception and we would like to take this opportunity to thank those who have contributed to our work.

Donor	Activity Funded
Soir-IM, Swedish Organization for Individuel Relief	Fair Trade Producer Development Project
Trades of Hope	Education of Children in Leprosy Colony
Janusz Lipinski	Education of Children in Leprosy Colony

SOCIAL WELFARE

Festival Gifts to two Leprosy Colonies

Once again MESH made a small cash contribution towards the Christmas celebrations at Bharat Mata Kusht Ashram and Bethany Leprosy Colony Rehab Unit. This is an old tradition which ensures that we share some of our earnings during the festival season, the colonies put the money towards their community feast.

Education

MESH has continued to provide educational support of two types:

1. Loans for higher education/vocational studies up to a value of Rs.60,000 for young people in leprosy colonies.

- 10 young people have taken loans in the scheme up to the end of the year.
- 8 people have completed their studies in the year and six are in employment.
- 2 have completed their studies and have repaid their loan in full in the year.
- 4 are repaying in installments
- 1 has gone for further studies
- The remaining two students have to start work and begin repayments.

The loans have helped to pay the costs for BSc and General Nursing courses, and undergraduate degrees in commerce and business administration.

2. Sponsorship for school going children in leprosy colonies whose parents are in production units.

- 5 girls and 4 boys are sponsored . They are all studying in different classes ranging from 2nd standard to 12th standard. The sponsorship support covers the cost of tuition fees.

WOMEN AT WORK



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