

MESH ANNUAL REPORT

2020/21



www.mesh.org.in

www.meshonlinestore.com

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An Extraordinary Year

We have been amazed by some of the details that emerged in this most challenging of years across the world. The Corona Virus pandemic had the potential to take lives and destroy livelihoods, it did both, but we came through it feeling proud of the groups we have worked with for many years who proved their strength in adversity. The larger fair trade fellowship stepped up to support weaker members just at a time when the certainty of their own futures was unclear. Impressive too was the generous local support for the weakest and the fine management of the organisations we work with who negotiated with shop keepers and bought and distributed rations to the most vulnerable. This report is a little different because the year was so very different.

About MESH

Fair Trade Organisation; 11 Staff & 1 Volunteer

M

ESH is an Indian Fair Trade Organisation committed to serving people with disabilities and people affected by leprosy by providing Design, Marketing and Capacity Building Support.

We were registered in 1981 so have completed 40 years of service.

We own our shop/office/warehouse and were renting Design Studio space until December 2021.

We are certified members of The World Fair Trade Organisation and Fair Trade Forum India and strive to practice and promote the ten principles of fair trade (see page 16).

OUR MISSION

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

OUR VISION

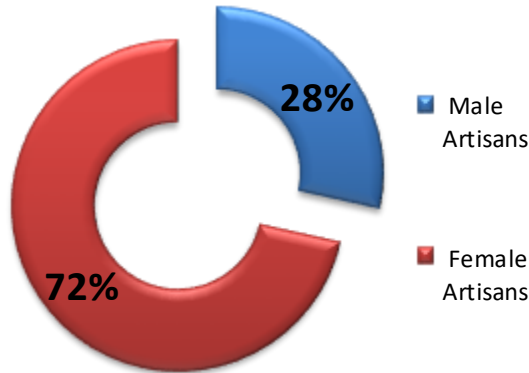
Self Sufficiency for our partners

MESH SUPPLIERS

26 Groups; 9 individuals; 1,173 Artisans; 12 States

MESH suppliers are autonomous. They may be formally established rehabilitation and training units, self help groups, women's societies, registered leprosy colonies, or individual people affected by leprosy or with disabilities. Some are highly organized with managers and strong systems in place. Others are small but still systematic and all are skilled, able to make products to export standards. Some of the suppliers are in cities, others in small towns or rural areas.

Artisan Gender Distribution



A large number of them are all women groups, and it is MESH's intention to ensure that all opportunities are made available to women to make decisions in the work space. In accordance with the principles of fair trade.

A significant feature of our work with suppliers is to build long and strong relationships which allow for us to influence their practices towards fair trade and helps them to provide sustained and sustainable work to their artisans. Seven of our current suppliers have been selling to MESH for almost 30 years.

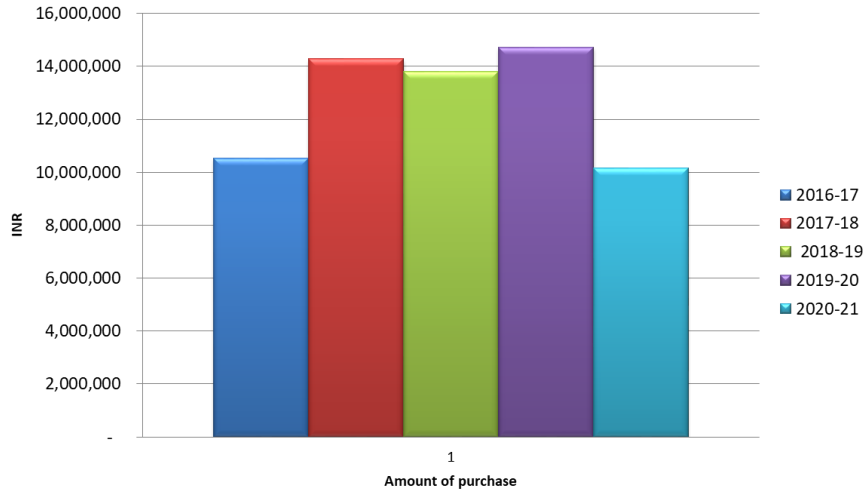
Location and Scale of Business with MESH in 2020/21

MESH encourages producer groups to adapt in order to ensure continued work or to have multiple skills so that if one craft stops attracting the market another may cover for the shortfall. One reason that Hubli RTU tops this list is because the unit has multiple skills, block and screen printing , sewing and toy making to name a few.

S.No.	Group Name	2020 - 21
1	Hubli Hospital for the Handicapped Rehab and Training Unit, Karnataka	1,990,285
2	Khadi Gramudhyog Kusht Sewa Ashram (KUKA), U.P.	1,575,077
3	Aharam TCPCL-Weavers, Tamil Nadu	1,476,486
4	Care Kashmir	719,560
5	Khadim Handicrafts, U.P.	627,881
6	Jone Priyadarshini Mahila Mandal (JPM) A.P.	511,627
7	Prowess, Tamil Nadu	497,510
8	Little Flower K.&V.I. Leprosy Rehabilitation Centre, Bihar	416,150
9	Beyond the Life, Haryana	386,086
10	Bethany Colony Leprosy Association, A.P.	376,214
11	Silence, W. Bengal	336,740
12	Powher, Delhi	250,074
13	Fr. Muller Charitable Institutions, Karnataka	180,856
14	K. Jawaharlal, Delhi	140,873
15	Asgar Ali & Brothers, Kashmir	63,910
16	Young Industrialists Project, A.P.	57,000
17	Kiran Society, U.P.	54,908

S.No.	Group Name	2020 - 21
18	P H R T Centre, Maharashtra	54,500
19	Blue Mango Trust, Tamil Nadu	48,686
20	Society for Child Development (SCD), Delhi	48,485
21	Uma, Haryana	45,825
22	Sarita, Haryana	40,627
23	Jay Shree, Haryana	39,095
24	People Action Group for Inclusion and Rights (PAGIR) Ladakh	37,850
25	Motilal, Haryana	34,050
26	Nav Prabhu Trust (NPT), Karnataka	25,450
27	Sunita, Haryana	18,997
28	Family of Disabled, Delhi	17,880
29	Renuka, Haryana	17,647
30	Padma, Haryana	17,107
31	Shanta, Haryana	16,860
32	Kumbaya Producer Company Limited, M.P.	13,784
33	Integrated Development Trust, (IDT) A.P.	13,464
34	Tariq Brothers Kashmir	12,000
35	Anand Mahila Mandal, Delhi	270

MESH Purchase from Producer Groups

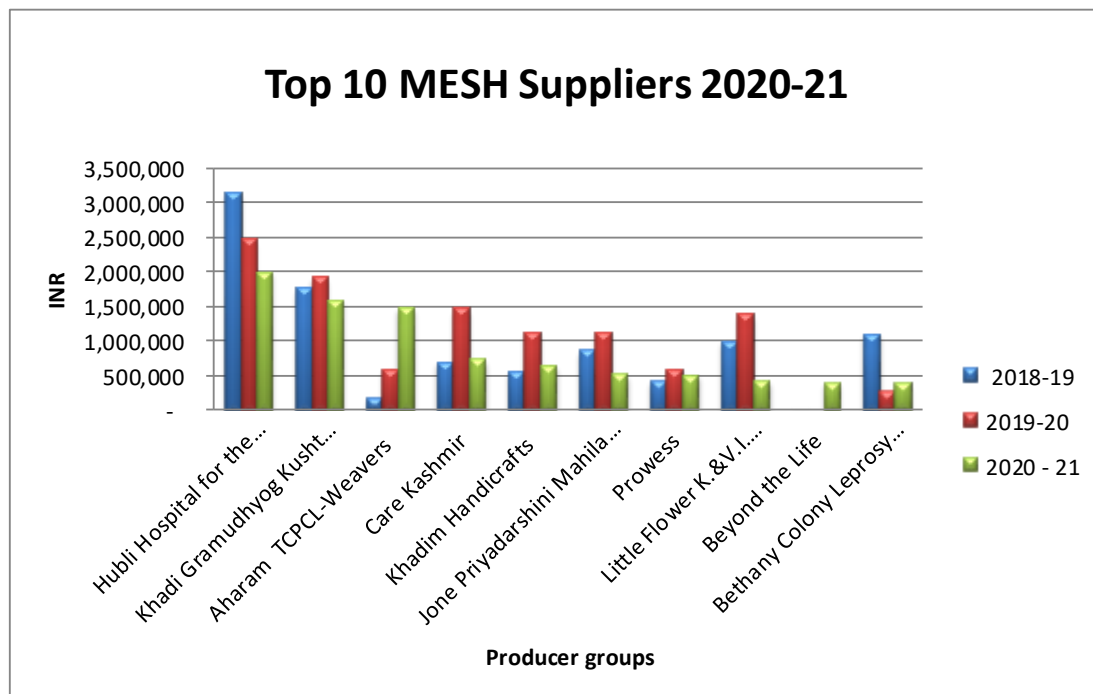


Good Fair Trade seeks to keep business steady for artisans so that they can plan their budgets and gradually improve their lifestyles. So it was disappointing to see that there was a drop in purchases by MESH from producer groups even though sales were fairly steady. There is a Covid related reason for this decrease; In 2019/20 Uplift fair trade placed a very big order with MESH. At the opening of the financial year MESH was holding in stock a large number of those Uplift products which could not be shipped because of the start of the Covid lockdown but were subsequently shipped in the new year.



The top 10 producers of purchases to MESH (by value) have seen some new entrants this year and some shuffling of places. Significant is Aharam TCPCL Weavers who have been very busy with toweling orders for export especially to Germany. They moved up from 8th to 3rd place on the list. Their towels are hand-woven in organic cotton and it is very much to the credit of their leaders who patiently tested all kinds of different wash/shrink techniques to satisfy buyer requirement. In the end MESH had to find a unit in Delhi to do a final wash to achieve the right effect and shrinkage.

Hubli Rehab and Training Unit (Hubli RTU) and Khadhi Udoyg Kusht Ashram (KUKA—a leprosy colony in the northern state of Uttar Pradesh) remain at the top of the supplier list as a result of a steady flow of orders for hand woven organic cotton tea towels from KUKA and orders for all kinds of canvas bags from Hubli RTU including 5000 for a commercial supermarket in Sweden.



A Study of Some of The Artisan's Skills

Many of the products we make require assorted skills. If we take Little Flower Khadi Unit there are about nine steps in the making of the hand woven cotton scarves that MESH sells. Each piece is made meticulously by many hands



Dyeing

Winding the reels

Preparing the warp

Drafting

Denting

Bobbin winding

weaving

Fringe making

calendaring



Stories...

I wonder if you have ever seen those lovely painted boxes from Kashmir, and wondered about them. Each one is hand painted, the most intricate with single hair brushes! Well, behind every artist is a box maker . This year we learned more about Mohamed Shafi who is just such a box maker. Like so many people around the world the Corona pandemic is playing havoc with his dream. He has seen his earnings fall from Rs. 10,000 per month pre-pandemic to Rs 5,000-7,000 because of covid lockdowns. Mohammad Shafi learned wooden box making from his father who was a carpenter. He cannot stand up to walk because of lower limb wasting as a result of polio but, working from home, he earns for his family of five. And he says:"

"I spend my earnings on my family; I am satisfied with my life. If there is no work life would be difficult, work is important for all, if there is no work there is no life. It is work which gives me responsibility and respect in my family and society. Your orders help us earn well"



Stories...

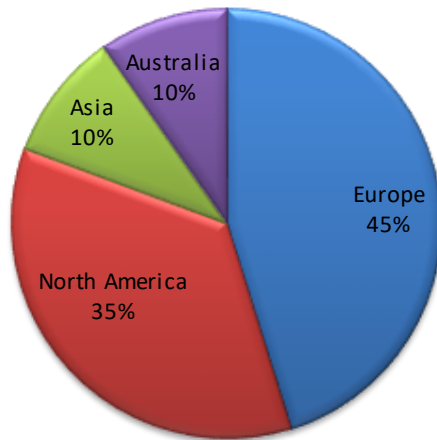
Beyond The Life is the name of a brand new group with a great story. We had been introduced to this youth group in Bharat Mata Kusht Ashram (a leprosy Colony near Delhi), the previous year. They did not seem very active but when we were looking for people to help in the distribution of ration kits during the lockdown we wondered if the young members of the group could help. They proved very capable (see page 20) and from there came a germ of an idea that perhaps the individual tailors in that colony could come together under the banner of Beyond The Life. A long cherished dream was realized and by the end of the year Beyond The Life has eight tailors under it's banner and is one of our top ten suppliers.



Sales & Marketing

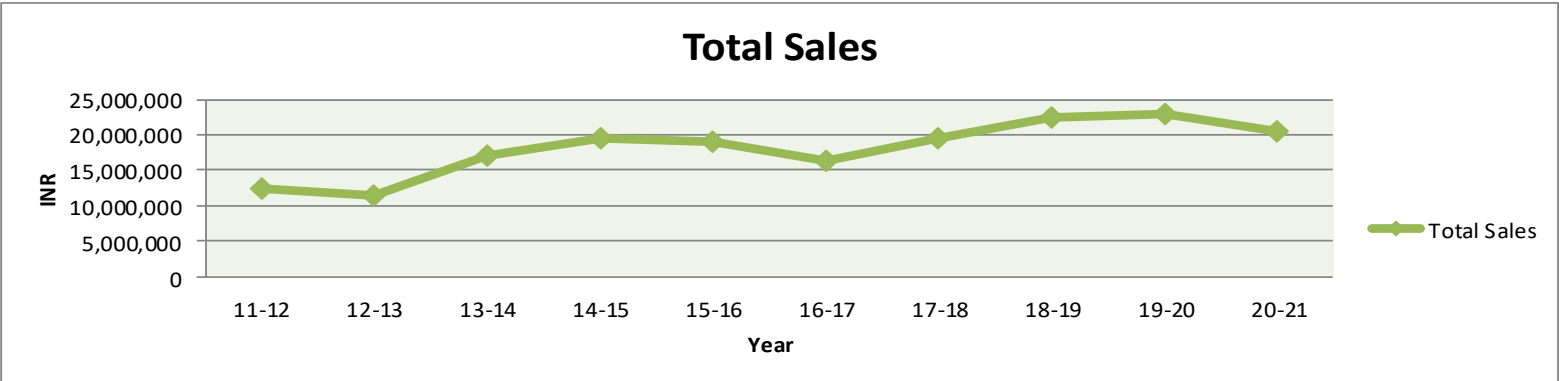
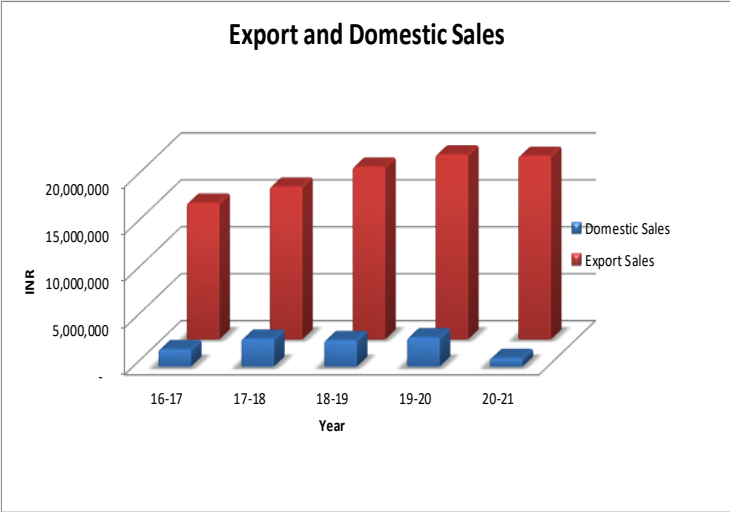
31 International Companies in 12 Countries

MESH sales to different continents



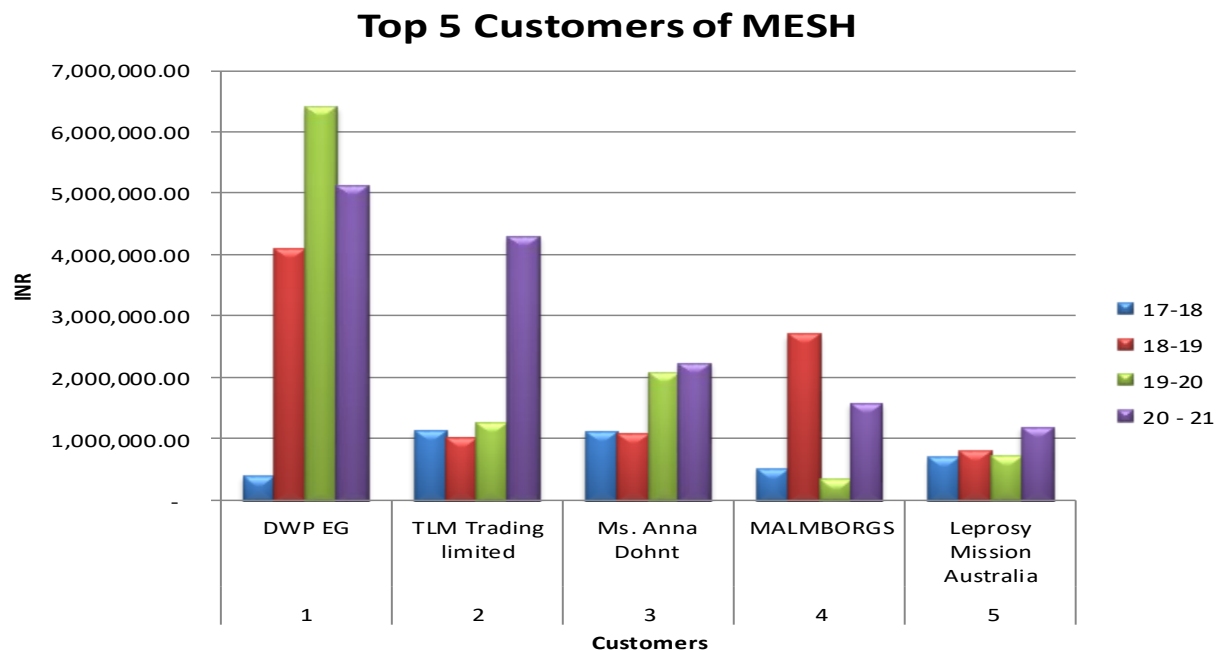
Having been in trading for more than four decades, MESH never experienced the kind of situation which we underwent during the year 2020-21 due to the Covid 19 pandemic. The year started with lockdowns and it continued for months. Our shop was closed for more than 4 months and even after 4 months hardly we got any customers in our shop. Some of us worked from home while others came to the office. Domestic sales came down very heavily. We were concerned how we are going to manage the year and the challenges were many, without any international visits, with no buyers coming from overseas and no exhibitions and no outdoor sales we felt the world is coming to an end, but we did not lose our confidence, with full energy and focus we as a team worked hard to achieve our target.

In terms of our export business we did not lag behind due to the fact that we have built lasting business relationships, and accumulated considerable know-how of their manufacturing and customer service processes, creating a strong fair trade brand. With experienced staff for marketing, product development and finance we are comfortably positioned to provide a competitive advantage and make it easy to compete with other players in this field. Over the years we have identified and developed some value added and ecofriendly products with growth potential. It is worth mentioning that some of these products are becoming market leader among the growing international market. For sustainable growth and long term relationship we strongly believe in fair trade standards.



Export Sales

Like previous years, our main sales were from export. This year we did 95.5% sales in export & only 4.5% in the domestic sales. It is interesting to note that 75% of our export was done to five customers. Our eco-friendly products continued to lead the sales. MESH has delighted to produce canvas bags for a commercial supermarket in Sweden.



Welt Partner continued to be our biggest buyer and this year they have added organic cotton towels to their product range. With continued lockdowns and people coming out less for shopping, sales dropped for the organic cotton veggie bags which had earlier been a game changer in the sales department.

From our buyer's list it is interesting to see many buyers hugely increasing their purchases from MESH and others dropped off significantly. Our product development team is constantly making efforts to bring out new products for the markets so as to sustain the business. TLM U K and TLM Australia continued to buy from us even though Covid 19 pandemic hit their countries. Ten Thousand Villages, USA and Sustainable Threads, USA helped us in keeping our handloom weaving unit busy. El Puente, Germany and Sisam in Japan are regular customers for silk scarves from Little



Flower Khadi, a leprosy colony in Bihar. Other than this we have a good number of buyers who are supporting us every year and who care for the work we do. We take

this opportunity to thank all the buyers who helped us to stand out during this hard time.

Domestic Sales

MESH shop was closed for four months and even after it opened there were very few customers as people remained cautious about shopping. Restrictions of gatherings meant there were no outdoor sales either after March so our domestic business fell from Rs 3,111,966 in 2019/20 to just Rs 918,497 in 2020/21. Meshonlinestore was promoted but only with moderate success.



Producer Development

Rs.1.17 Million Covid Relief for 532 Households;

The role of Producer Development comes to an end this year with the closure of the project - Producer Development for Sustainability supported by IM - Sweden. Producer development was to address issues pertaining to producer group and bring them to MESH management for discussion; handle matters related to fair trade compliance for MESH and its producer groups; support MESH staff and artisans to know and understand fair trade and its requirements for compliance and engage in capacity development work from planning of the programs, to coordinating and organising them. In this year of Covid it also included a significant amount of social welfare work with artisans in need.

Fair Trade

We support groups and artisans to know and follow the principles of fair trade. Fair trade compliance is a continuous, ongoing process to provide a suitable space for producers and customers to do business. To ensure this process we review 16-producer group's work against checklists that is called as internal monitoring system.

We try to identify areas where we need to change and improve the way we work. This year we targeted to visit 8 groups for internal monitoring. Due to the Corona Pandemic

we had a nationwide lockdown that restricted our movement and our plans to visit groups. At the end of the year, we were able to visit just two groups, which were near Delhi: - Khadim and KUKA.

During our monitoring visits to producer groups, we have sessions on fair trade to learn and understand about fair trade principles. Since this year we were unable to travel to groups, we planned for online training to keep our discussions going. We prepared and shared 2 short videos on:

Principle 3 – On fair trade practices

Principle 5 – Ensuring no child labour and forced labour

As part of fair trade training, we develop fair trade resources for artisans that will be useful for them to use. Recently, we have been working on a series of posters for each of the fair trade principles. These posters convey the message only through pictures and no written content is used. This year we have prepared posters on principle 5, 6 and 9. Hard copies of the posters were sent to producer groups by post.

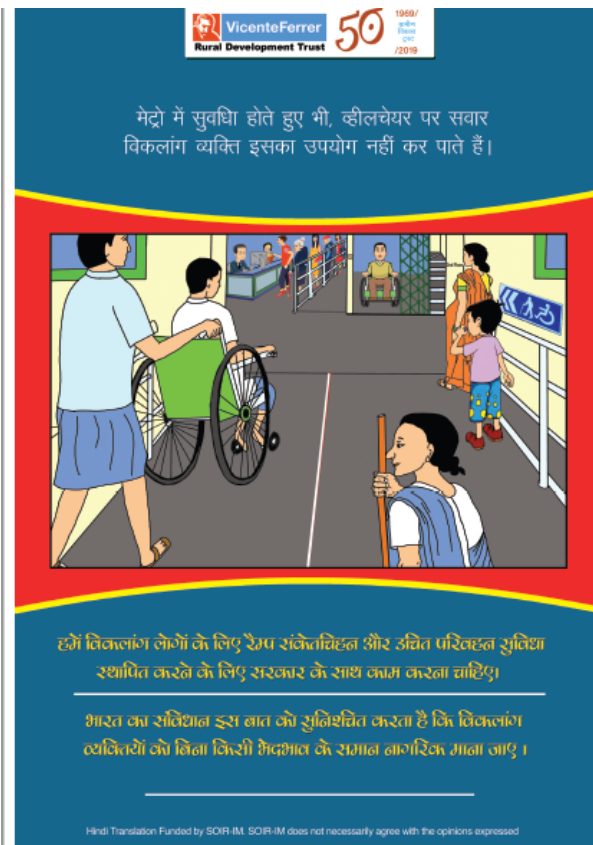
The theme for world fair trade was Planet Fair Trade on 9th May 2020. MESH celebrated world fair trade day from our

respective homes and offices through a zoom call due to pandemic. The main highlight of the program was launch of MESH's fair trade video. We had Ms. Nane from Weltladen-Dachverband (DWP), Germany as our guest for the program. Eight producer groups joined the zoom call and had the opportunity to view the launch of our video and share about their groups' situation during this covid crisis.



Right of Persons With Disabilities Act Awareness

In 2016 the Government of India passed the Rights of Persons with Disability Act 2016 (RPWD). It is an broad act which has the power to bring significant changes in the education, and work place situation of people with disabilities. Further more it includes special provisions to protect women and children with disabilities. MESH is committed to building awareness about the act amongst the people with whom we work. To that end awareness activities were initiated amongst our groups. This is to ensure that all workers were aware about their right and entitlements under the new RPWD act 2016. We were able to use posters developed by Rural Development Trust (RDT) on RPWD act which they gave us permission to translate from Telugu into Hindi language . The posters were distributed to the groups for display in their workplaces.

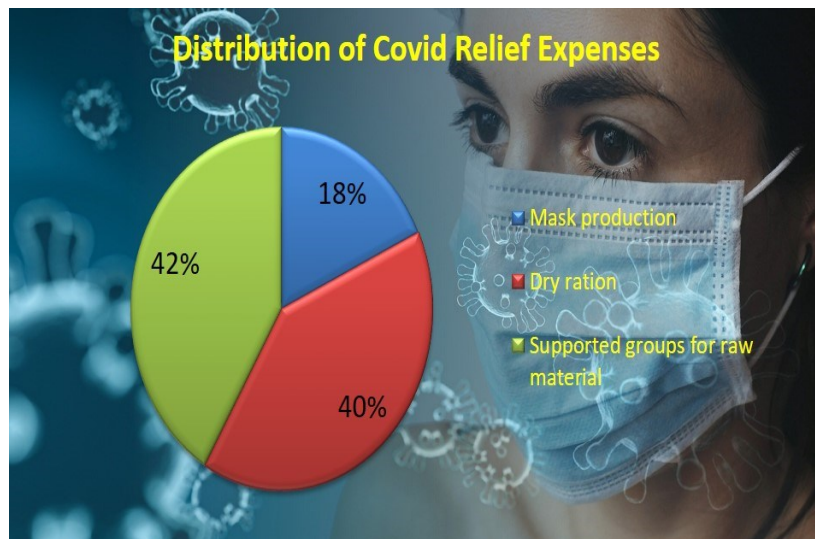


Capacity Building & Covid Relief

Covid restrictions limited our ability to conduct capacity building activities according to the project proposal but we were very glad that IM Soir suggested that we investigate changed needs given the pandemic and utilize funds to meet those needs. This we did with support from Soir-IM and others.

We were in touch with groups to find out if there were any grave immediate needs and developed a list of the things they needed assistance for, such as basic foodstuffs or support for them to purchase raw materials so that they can continue their production. In approaching group leaders we asked to share details of what their artisans received in terms of government support, when they last received salaries (piece rate payments) and if there is anyone in the groups who is especially in need.

Across India we were seeing varying support from government bodies with Bethany Colony in Andhra Pradesh getting



good supplies of grains and dal (lentils) as well as cash and free vegetable deliveries. MESH's encouraged artisans to work from home if they can so that they may continue to earn and MESH will pay them for the products they have made.

Some steps that we had taken during the covid 19 crisis:

1. Identify artisans who needed dry ration (basic food) during the lock down period
2. MESH with support of our customers and development partners were able to raise some funds to help artisan groups to purchase raw materials to continue their orders as they had run out of working capital because during the lockdown some of the groups continued to pay salaries of their artisans and had overhead expenses.
3. MESH undertook to buy and distribute masks from artisans who could work from home so

that they would have income to their homes during the lockdown period and MESH could donate the masks.



Dry Ration Distribution

The support of organisation and individual donors for ration distribution made it possible for us to distribute ration worth Rs 470,500 to 437 households in different parts of India. The commitment and efforts made by our producer groups to get estimates and arrange purchase and distribution of ration was impressive and speaks well of their own strengths. We are proud of them all.

S.No	Source of funding	Names of the group under the activity	House-holds	Total budget INR	Description
1	SOIR – IM/IM Sweden	KUKA Khadim Care Kashmir BMKA youth grp	67	91,000/-	Rs 1,500/- per person to supply dry ration
2	MESH	PROWESS Radha NPT	11	16,500/-	Rs 1,500/- per person to supply dry ration
3	Triune Energy Services Pvt. Ltd. & friends	Through youth group BMKA 300 people with Rs 1000/- per person	310	3,10,000/-	Dry ration @ Rs 1,000/- per person
4	MESH	Care Kashmir	6	6,000/-	Dry ration @ Rs 1,000/- per person to 6 members
5	Other donations	BMKA colony	43	47,000/-	Dry ration
		Total	437	4,70,500	

Lockdown Employment for Producer Groups

Some of the producer groups had artisans with sewing machines at home or were able to get special permission to work in small groups during the nationwide lock down. Our goal was to provide as much work as possible during that time so that at least the fair trade artisans in those families would be able to bring in some income even if all the other members of their family were out of work.

S.No	Name of the activity	Source of funding	Names of the group under the activity	No. of Artisans	Total budget INR	Description
1	Mask production	Jackie Nelson	Little Flower	10 tailors	80,000/-	Little flower required work in order to cover some artisans' salaries. We commissioned 3000 masks which were distributed to other leprosy colonies associated with LF.
		Richard Hardiman				
		Other donations				
		Global Avenues				
2	Mask Production	El - Puente	SCD	10 tailors	72,000/-	7,200 masks produced by SCD artisans
3	Mask Production	MESH	Khadim - 2300 mask	18 tailors	73,000/-	3,985 produced by khadim & NPT and Bassu tailors
			NPT - 490 mask			
			Bassu Tailors – 1195 mask			
	Total			38	225,000/-	

Raw Material Support for Producer Groups

Another anxiety for producer groups was how to manage their diminishing working capital especially for those groups that paid their artisans even during the lock down when they were not all being productive. MESH actively sought support from donors to allow their funds to be used to buy raw materials as a practical way to lessen the burden on working capital for the immediate future.

S.No	Name of the activity	Source of funding	Names of the group under the activity	Artisans	Total budget INR	Description
1	Purchase of raw materials	Ms. Claudia Vilanik	Little flower	50 staff	96,000/-	800 meters of Little flower fabric bought by MESH
2	Purchase of raw materials	Fair Trade Forum India (FTFI)	PHTRC	8 staff	30,000/-	Purchase cotton yarn for weaving
3	Purchase of raw materials	SOIR - IM/ IM Sweden	PAGIR	14 staff	105,100/-	Purchase raw materials for PAGIR organisation
			Little flower	50 staff	155,425/-	Purchase cocoon & wool for production
			KUKA	18 staff	49,605/-	Support Khadi Udyog Kusht Seva Ashram to upgrade their warping to work faster
			BTL	8 staff	46,685/-	Purchase materials for sewing unit
	Total				482,815/-	

Education Support

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.

Totally 11 young people have taken loans in the scheme up to the end of the year.

7 people have completed their studies in the year and six are in employment.

6 are repaying in instalments

4 are studying

1 has gone for further studies & 1 student is returning back the loan as he got grant for his studies

The loans have helped to pay the costs for B.Sc and General Nursing courses (see P. Nandinia right) at work, and undergraduate degrees in commerce and business administration.

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

7 children are sponsored.

are all studying in different classes ranging from 2nd standard to 12th standard. The sponsorship support covers the cost of tuition fees.



Design

Design, Interpretation, Training, Exhibiting, Sourcing

Organic, reusable and recycled are recurring themes in design work for the year with emphasis on reusable bread bags, coffee filters and GOTS certified organic jute with recycled lamination for shopping bags for a Swedish supermarket. Challenges included researching recycled lamination and also identifying commercial companies with washing facilities to suit the demands of a buyer to have a large order of hand-woven towels pre-washed .

And all in an atmosphere of covid restrictions which have seen our designer using video calls for training and demonstrating techniques. During the lockdown periods work from home included the designer following up with those groups who had artisans with sewing machines at home and available fabric to make masks thereby providing work and using up stock materials.

Exhibitions and tradeshow went virtual , involving our designer in selecting and uploading product images into exhibition spaces arranged by Fair Trade Forum India. Once the lockdown ended we were pleased with the response of groups for samples for a WFTO curated collection called Beyond Beautiful.

MESH Design studio funding came to an end in December and with no support for rent it was decided to move the studio activities to our MESH shop and office building.

Product Development

The development of a bag for a commercial supermarket in Sweden well illustrates how much of MESH's design work takes place.

1. IM requested GOTS certified organic jute bags stiff enough to stand up and eco friendly for a Swedish commercial super market.
2. We sourced Organic GOTS certified jute.
3. We researched for recycled lamination. Visited the factory and saw the whole process and explained MESH's story to the owner (an award winner for

Ecological Lamination) who agreed to do small quantities for us.

4. 100 meters of GOTS jute was laminated for sampling.
5. First sample bag was made locally and modified at the buyer's request.
6. MESH designer shared a video with artisans to demonstrate how to sew the handles on this bag.
7. Final sample with printing has now been made in Hubli. The buyer is pleased with the developments.
8. Order for 10,000 pieces received. Later.



Re-usables and Plastic/Paper Alternatives



Coffee filters

Dish scrub

Bowl covers

Bread bags

Sanitary pads for a
local campaign

String Bags with De-
tachable Handles



Designing in Collaboration with Buyers and Suppliers



- Assorted purses from Bethany Leprosy Colony for Teebom, Japan.
- The buyer discusses in detail with MESH Designer by video calls.
- The Designer worked with the artisans through Whatsapp for sampling
- Result – Teebom satisfied with the purses.
- Work paused because of lockdowns Order placed in New Year

Exhibitions

Beyond Beautiful is a curated virtual exhibition organized by World Fair Trade Organisation (WFTO). Themed and with a beautiful colour palette and trending motifs. MESH designer worked out which groups could best produce products for the exhibition and contacted them with a brief and guided those that needed guidance. Seeing our products from 4 groups in such a stylish exhibition is a credit to years of work and collaboration between MESH and the producer groups.



Silk scarves from Little Flower - MESH Designer's creations



Chopping Board Motifs—Hubli RTU



Tea Light Holders from Society for Child Development (SCD)



Beyond Beautiful

Training, Artisan Technical Support & Liaison Between groups



made a tutorial on simple mask making (when elastic was not yet available).

Shared the tutorial by Whatsapp with tailors from Khadim, BMKA, SCD and

NPT. Later sent the same tutorial to Little Flower as their design was taking too long.

- **Trained one BMKA tailor** (Sarita) in required new hand finish for the ordered kimono.
- **Training of 4 new tailors in BMKA** in the sewing, finishing and quality of MESH's regular products; on cutting, veggie bags with piping and without piping, how to attach labels and how to do finishing and how to make tea towels and napkins
- **Training BMKA tailors** how to make new linen aprons, bread baskets and eye masks based on buyer's request

which added to their product range and had helped them with an order.

- **Training of Khadim leadership.** To improve the quality of the tea bags which was not good enough for export.
- **Bethany Equipment Repairs.** Liaising between leather supplier and Bethany for getting their specialist leather machines repaired and serviced.
- **Liaising between JPMM and Hubli RTU** to ensure Hubli RTU send the right quality of printed fabric to Bethany for an approved export order.
- **Liaising between CBN Foundation and PAGIR** for CBN film crew to visit PAGIR in Leh. Filming in MESH for half a day
- **Identifying a NCR based commercial washing unit** for Aharam 4000 piece towel order.

Moving The Design Studio

MESH Design Studio has received international funding since 2008 from IM-Soir. It has paid for the Designer and allowed us to conduct workshops in-house and in the field, met costs for sampling, paid the studio rent in full and met all set up and most running costs for 13 years.

In the last two years or so the funding began to be reduced to promote financial independence and MESH moved the Design Studio to a cheaper location and began to meet some

of the rent costs, budgets for field work were reduced and so MESH adapted. Most notably the designer, who knew the artisans capabilities well, began to use video and Whatsapp more to demonstrate techniques.



Down comes the cutting table!

Funding ended in December 2021 and to reduce costs the design work moved from it's own studio to the MESH building. So, much downsized but during the lockdown when physical visits were not possible, the practice of using video and Whatsapp as done earlier to keep costs down proved invaluable.



Smaller space but design work goes on!

Finance & Admin.

New Regulations, Generous Donors

The Government of India passed new regulations for how foreign donations could be utilized which meant that it was no longer possible for us to receive donations for the IM project through Soir IM's regional office. It is very much thanks to their high levels of organisation that they continued the last quarter of the project by funding directly from IM-Sweden; we were very grateful for that. But the same regulations have made it challenging for MESH to support groups in some of the ways we were doing in the past.

For the first time MESH has a Manager-Operations, a new post filled by Gabriel after the closing of the Producer Development project. He is available as a support for the Chief Manager for all aspects of operations, human resources and administration work.

Our social welfare and Covid relief work has been in large part paid for with donations from abroad and within India. We take this opportunity to acknowledge those donors and thank them for their support which allowed us to reach out to the most needy during this difficult year.

International Donors	Indian Donors
Soir-IM, Sweden	Triune Energy Services Pvt Ltd.
Jackie Nelson, U.K.	FTF India
Richard Hardiman, Israel	S. Madhvan
Global Avenues, USA	Akhil Gupta
El Puente, Germany	Yogesh Kapur
Claudia Vilanik, Austria	Lilo James
Ten Thousand Villages, Canada	Delhi Brotherhood Society
Sisam INC, Japan	Sanjiv Saraf
Sustainable Threads, USA	
IM Sweden	

MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI
BALANCE SHEET AS AT 31ST MARCH, 2021

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
1,089,303	<u>CORPUS FUND</u> Nabert Memorial Fund 1,111,221.82		3,117,794	FIXED ASSETS (As per Schedule 'A' annexed)	2,731,111.00
4,169,653	<u>OTHERS</u> Balance as per last Balance Sheet 4,169,652.86	5,280,874.68	4,359,303	LOANS & ADVANCES	4,501,644.00
5,914	<u>Wingard Memorial Fund</u> 1,004.00		1,290,540	SUNDRY DEBTORS	1,172,263.24
296,649	<u>Donor Asset Fund</u> 249,346.00	250,350.00	30,258	ADVANCE TAX PAID (NET OF PROVISION FOR TAXATION)	30,257.83
14,022,255	<u>INCOME & EXPENDITURE ACCOUNT</u>	16,408,160.22	6,243,866	STOCK IN HAND	3,615,917.66
8,674,342	SUNDRY CREDITORS & OTHER LIABILITIES	4,000,913.83	13,216,355	CASH AND BANK BALANCES	13,889,105.00
	<u>ACCOUNTING POLICIES & NOTES</u> Refer Schedule 'B'				
28,258,116		25,940,298.73	28,258,116		25,940,298.73

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

NEW DELHI
DATED :

PRESIDENT

TREASURER

CHIEF MANAGER

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

**MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI
INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH 2021**

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR
56,61,128	To Cost of Goods sold:			By Sales:	
(10,672)	Opening Stock 62,43,865.79				
(18,637)	Less: Damaged Stock Returned 29,450.00				
1,66,68,872	Less: Stock Consumed 3,113.45	61,98,756.96	2,28,26,482	" Handloom & Others 2,04,84,587.97	
62,43,866	Less: Damaged goods Written Off 12,545.38	1,08,19,810.93	9,63,996	" Miscellaneous Income 7,23,144.28	
1,60,56,826	Add: Purchases Handlooms & Others	36,15,917.66	36,460	" Difference in Exchange (NET) 1,10,621.12	
	Less: Closing Stock	1,34,02,650.25			
32,44,103	" Salaries & Allowances	36,41,353.00			
90,782	" Gratuity Contribution to Lic	1,57,763.00			
2,05,065	" Staff Welfare	1,34,915.40			
29,188	" Staff Training	83,550.00			
6,74,157	" Cartage Inward	5,06,040.30			
33,385	" Printing and Stationery	5,355.00			
2,08,346	" Electricity & Water charges	1,62,907.84			
54,491	" Postage, Telegram & Telephone	41,785.16			
1,00,582	" Bank charges	82,033.34			
3,61,855	" Travelling & Conveyance	18,538.00			
55,010	" Vehicle maintenance	64,560.00			
29,181	" Shop License fees	29,181.00			
42,133	" Insurance	39,312.00			
99,400	" Legal and Professional charges	97,700.00			
1,28,705	" Repairs & Maintenance	1,29,082.59			
1,71,900	" Rent	1,21,440.00			
1,20,000	" Honorarium Charges	1,20,000.00			
	" Auditor's Remuneration:				
70,000	Audit Fees 80,000.00				
25,000	Tax Audit 25,000.00				
24,400	Tax Matters 24,400.00				
19,500	Other Expenses 11,500.00	1,40,900.00			
43,522	" House Tax	43,523.00			
14,550	" Ground Rent	14,550.00			
86,767	" Membership fee	96,140.00			
2,87,552	" Business Promotion	5,838.05			
94,830	" Bad debts written off				
18,637	" Goods Destroyed/ Damaged	12,545.38			
56,570	" Miscellaneous Expenses	47,871.00			
	" Loss on Sale/ Revaluation of License/ROSL	40,895.00			
13,80,501	" Balance Carried forward	20,77,924.06			
2,38,26,938		2,13,18,353.37	2,38,26,938		2,13,18,353.37
	Expenses Incurred for Distribution Among Beneficiaries Towards ration & masks etc.	728,900.00	1,380,501	By Balance brought forward	2,077,924.06
	To Other Expenses 4,086.62		68,885	By Donations	981,163.49
69,058	To Income Tax 163,856.00		748,869	By Interest	722,591.83
2,129,197	Excess of Income over Expenditure 2,884,836.76				
2,198,255		3,781,679.38	2,198,255		3,781,679.38

NEW DELHI
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PRESIDENT

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CHARTERED ACCOUNTANTS
FIRM NO. - 001174N

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

The Teams

Executive Committee— 9 Members; Staff 11 Members

The Executive Committee

Binoy Jacob—President

Renish Abraham—Treasurer

Umesh Banerji—Founding Member

Reena George—Member

Dr. Satvir Singh— Member

Stephen Levi—Member

Fr. Monodeep Daniel—Member

Annie Theodore—Member

Rev. Samuel John Shekhar

The Executive Committee members have given their time and expertise freely in a number of ways including the following :

- ◆ Attending Executive Committee Meetings including virtually
- ◆ As sub-committee members looking at particular issues including a Finance Sub –Committee and an HR Sub-Committee
- ◆ Linking MESH to sales and marketing opportunities
- ◆ Fund raising so that MESH could broaden it's covid relief work.

We take this opportunity to thank them and to say how much we appreciated the support of Amita Joseph who resigned from the Executive Committee after many years of very active support.

Staff and Volunteers

Eleven staff members and one full-time volunteer have had, like everyone else, an odd year of lockdown, working from home, attending the workplace when needed and finally back to fulltime work together. We even managed a short staff excursion to Landsdown in March for all except Rohit who felt safer at home.

On our way back from Landsdown we all visited KUKA, to see the weaving and meet the leprosy colony members. It was the first visit there for Basu and Prabal and a good chance for them to see production.

Mr. Mathew - Chief Manager

Vipin Singh—Accounts Clerk

Rohit Popli—Shop-keeper

Syamala - Designer

Prabal Rana—Export Assistant

Basu Raj—Domestic Sales

Gabriel Rajsingh - Manager -Operations

Krishna—Storekeeper

Ratan Lohar—Packer and helper

Arvind Kumar—Accountant

Sushil—Driver

Jacky Bonney—Volunteer



Bottom row, L to R. Syamala; Jacky; Mathew; Prabal; Gabriel; Sushil; Vipin; Ratan; Arvind; Krishna; Basu . Top row: Rohit.