



ANNUAL REPORT

2022-23



MESH

Shop No. 5, Local Shopping Center, Uday Park

New Delhi – 110049

Ph: +91 1141661499

www.mesh.org.in

www.meshonlinestore.com



Maximizing Employment to Serve the Handicapped (MESH)

1981-2022 - MESH Serving people with disabilities or affected by leprosy for 41 years.

VISION

Self – sufficiency for our
partners

MESH is an Indian fair trade organization 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 41 years of service.

We operate from our own shop/office/warehouse in Uday Park, New Delhi.

We work with up to 25 groups of people affected by leprosy or with disabilities across India. We believe that our endeavours should be fruitful for their livelihoods as well as good for the customers worldwide who buy their products and for MESH as we link them up.

We are certified members of World Fair Trade Organisation (WFTO) and Fair Trade Forum India (FTF-I) and strive to practice and promote the ten principles of fair trade (see page 3).

MISSION

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

Fair Trade

MESH is a member of World Fair Trade Organization (WFTO), an international body that promotes and monitors fair trade across the world. Membership means that we are committed to following the ten principles of fair trade as symbolised in the pictures below. Each principle comes with a list of compliance criteria which MESH must measure periodically and which will be audited periodically by a peer and also by an authorized auditor trained by WFTO.

MESH strives to bring these same principles to the producer groups with whom we work and we have an internal monitoring system to measure their compliance with these important principles.

The greatest struggle we have is to teach groups to be bold enough to price products to allow for a living wage, the calculation of which is possible with tools provided by WFTO. MESH has used the tool to measure its own compliance with the living wage and has started to share it with our producer partners.



Management

MESH is an Indian Non-Government Organisation registered as a society. It functions with an Executive Committee of 8 members and a fulltime staff of 10 and one volunteer.

The Executive Committee members give their time and expertise voluntarily to monitor the organisation, guide strategy and strength-en policies in Executive Committee Meetings and sub-committee meetings. Also by providing marketing support and guidance on a wide range of issues.

MESH was registered in 1981 making 2022 a forty first anniversary. In these times of constant change this milestone must be attributed in good part to the support, commitment, guidance and prayers of the Executive Committee members, over the decades. We take this opportunity to thank them.

The Executive Committee

Sl. No.	Name	Designation
1	Mr. Binoy Jacob	President
2	Rev. Samuel John Shekhar	Treasurer
3	Mr. Umesh Banerji	Founding Member
4	Ms. Rebecca George	Member
5	Dr. Satvir Singh	Member
6	Mr. Stephen Levi	Member
7	Fr. Monodeep Daniel	Member
8	Dr. Annie Theodore	Member

1981-2022

MESH Serving People with Disabilities or Affected by Leprosy, for 41 years.

MESH Suppliers

The primary goal of MESH is to assist people with disabilities and people affected by leprosy to achieve social and economic inclusion. We do that by buying products that they make and selling them on, in India and by export. To help make that effective we provide design ideas and links to raw materials where necessary. This year we bought from twenty one groups across thirteen Indian states. The table below shows how much we bought from which group and where they are located.

MESH Purchases from suppliers in 2022-23			
Sl. No	Name of the supplier group	Location	2022-23
1	Khadi Gramudhyog Kusht Sewa Ashram	Uttar Pradesh	2778034.00
2	Aharam TCPCL-weavers	Tamil Nadu	2071828.00
3	Powher	New Delhi	1625354.00
4	Care Kashmir	KASHMIR	1609945.00
5	Little Flower K.&V.I. Leprosy Rehabilitation Centre	Bihar	856000.00
6	Beyond The Life	Faridabad	781057.00
7	Society For Child Development	New Delhi	652388.00
8	Bethany Colony Leprosy Association	Andhra Pradesh	617649.00
9	Khadim Handicrafts	Uttar Pradesh	269718.00
10	Jone Priyadarsini Mahila Mandal	Andhra Pradesh	239410.00
11	Hubli Hospital for the Handicapped	Karnataka	220109.00
12	Anand Mahila Mandal	New Delhi	216240.00
13	Blue Mango Trust	Tamil Nadu	205381.00
14	Prowess	Tamil Nadu	205100.00
15	Kiran Society	Uttar Pradesh	166880.00
16	Silence	Kolkata	160878.00
17	Physically Handicapped Training & Rehab Centre	Pune	147200.00
18	Nav Prabhuthi Trust	Karnataka	123809.00
19	Fr. Muller Charitable Institutions	Karnataka	53313.00
20	Kumbaya Producer Company Limited	Madhya Pradesh	6962.00
21	People Action Group For Inclusion And Rights	Leh-Ladak	6900.00

What we would like to be able to do as an organization is to contribute towards every artisan having work for at least eleven months in each year. Some suppliers are strong and well organized groups that employ their artisans throughout the year. Others are smaller groups who provide employment to artisans only when there are orders. The smaller groups tend to be more dependent on MESH.

Stories...

Asha Bharti was a young woman with a disability who felt trapped by her circumstances. She felt like she had no control over her life, and she didn't know where to turn for help. That all changed when she discovered KIRAN, a place that offered her hope and the skills she needed to succeed. With the help of the dedicated staff at KIRAN, Asha learned how to overcome the obstacles that had held her back for so long. She learned new skills and discovered her own strength and determination.



To achieve her dreams. Today, Asha continues to inspire others with her story of courage and resilience. She knows that anything is possible if you believe in yourself and never give up on your dreams. With each passing day, she grew more confident and empowered. Eventually, Asha met the love of her life and got married. She never imagined that she could be so happy, but she was. And when she gave birth to her child, she felt an overwhelming sense of joy and gratitude. She knew that without the support of KIRAN, she would never have been able



Lovekush, who's a 22-year-old, only has 20 % visibility. He has a mother who lives in Bandha, UP, and no father. Despite the impairment, he functions without usual difficulty. It has been two years since, for reasons of acute poverty, Lovekush came to Delhi in search of work and through a friend, came to join Powher Trust. Powher has helped Lovekush to get trained in the art of making Incense sticks for professional motives and has provided him with the nurture of a home with basic necessities.

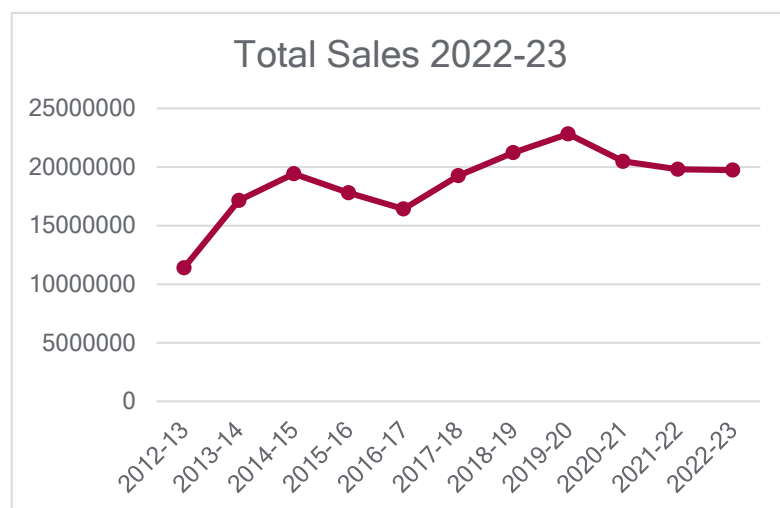
Post his training, he has been employed on remuneration. He has been given the opportunity to represent the organization at stalls to people and any media source. Through this effort of communication and professional engagement, Lovekush has made himself into a strong individual, to add to which, Powher has also attempted to reinstate his education, which had been stalled due to monetary insufficiency.

Lovekush, 11th class an arts student at the Sparsh Rajkiya Drishti Badhit Balak Inter College UP, is pursuing his education through the medium of Braille wherein he uses an app called 'Talk Back' and through the medium and the app, he takes his tests and does his revisions. But for the final exams, it becomes a necessity that he be provided with a scribe so that he can give his best attempt at examinations.

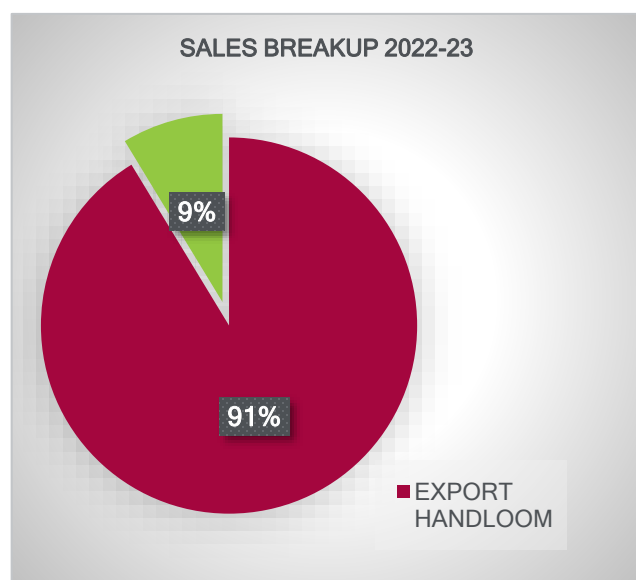
Sales and Marketing

MESH's current activities include export sales to International fair-trade buyers, the operation of retail shop in Delhi, and e-commerce websites, as well as the design development, sourcing, marketing and wholesale distribution of conference materials to event organizers. Our business is based on fair trade principles. Traditionally, the second & third fiscal quarter accounts for a substantial portion of our earnings for the year. Our net sales are comprised of four major categories: textile items, children's toys, kitchen accessories and personal accessories.

Export Business:



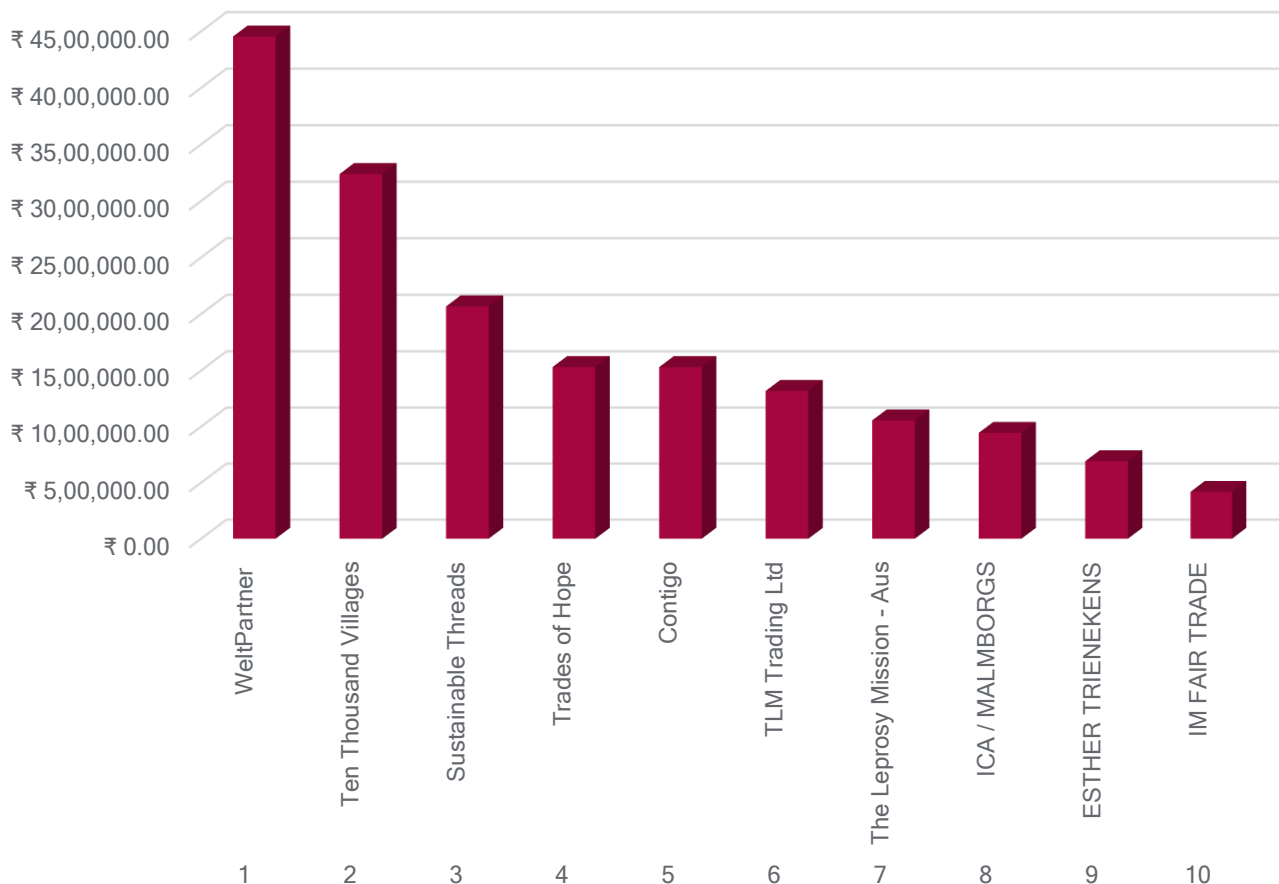
Due to the after-effects of pandemic, global geopolitical issues, looming recession etc. export business industry across the globe have been forced to recalibrate their business strategies and even goals. Many of the small fair-trade organizations shut down their business, even big players in the field also had to cut down on their target.



In MESH the calendar year 2023 presents full of packed activities in the export department. We had two days of buyer seller meet in the month of April 2022. We were lucky to have two buyers from Europe to attend the event (Action Village India from U K and Change Maker from Zurich) After the buyer seller meet, we took our artisans to Greater Noida to show the global exhibition which was going on there. The visit gave the artisans a good exposure on how the international styles and trends works. During the year we also received buyer from Global Avenue Ministries USA and one of our biggest buyer from Germany - Welt partner.

We also had a group of people from US visiting us headed by Ms. Judi; every year they visit us and they are good in shopping. Another buyer who visited during the year was from Bangkok.

Top 10 customer of MESH 2022-23



In the month of September 2022 Chief Manager visited Berlin to attend WFTO biennial conference. After the meeting, he extended his travel to meet other buyers in Europe. Following are the names of the buyers whom he visited: Contigo, El Puente & Weltpartner- all three in Germany, Change Maker and Einzelstueck in Switzerland, TLM Trading and Namaste in U.K and House of India in Netherland. Lot of newly developed samples were taken in this trip and the response received from the trip was in the form of business of around 45 lakhs



EXPORT CUSTOMERS 2022-23		
SL No.	PARTICULARS	COUNTRY
1	WeltPartner	GERMANY
2	Ten Thousand Villages	USA
3	Sustainable Threads	USA
4	Trades of Hope	USA
5	Contigo	GERMANY
6	TLM Trading Ltd	UK
7	The Leprosy Mission - Aus	AUSTRALIA
8	ICA / Malmborgs	SWEDEN
9	Action Village	UK
10	IM Fair Trade	SWEDEN
11	Trevor Jutzi	CANADA
12	El Puente Gmbh*	GERMANY
13	Education International Asia Pacific Region	CAMBODIA
14	Einzelstuck	SWITZERLAND
15	Suzanne Dekel	ISRAEL
16	Anna Spoore	AUSTRALIA
17	Sisam INC.	JAPAN
18	Hopes Unlimited LLC	USA
19	Nahoko Imai	JAPAN
20	Change Maker AG	SWITZERLAND
21	Victoria Global Village Store	CANADA
22	Fair Trade with Friends	AUSTRALIA
23	Judi Lusk	USA
24	The Intersection: Fair Trade Association	CANADA



Domestic Marketing:

During the year we used different marketing channels to increase the domestic sales, it includes-e-commerce, B2B, B2C, melas and exhibitions. But now the consumer priorities have changed in the last two years, and the pattern is often not easily predictable. Therefore, it is important that we need to migrate into more credible models and systems to handle such diverse situations. To address this challenge, we are going for a digital revolution: As consumers continue to strengthen their reliance on technology and digital platforms, we and our partners will have to make investments in order to address opportunities in the e-commerce space.



MESH has now an online shopping site from where customers can place the order and they can receive the goods. It needs updating and improving from time to time.



We participated two melas organized by Govt. of India under the banner of Divya Kala mela. We did quite well in the Blind School mela and Puppet Show at Habitat Centre. In the outstation mela we travelled up to Mumbai. We received quite a number of orders from conference organizers and event providers.

In order to do well in the domestic sectors, it is important that we address supply chain disruptions, high cost of raw material, matching to the high tech digital marketing and positioning to the right market place.

In order to increase the visibility and bring more customer to the shop, we organized an even in Women's Day which included craft demonstration on women's day. We had few of our artisans from different producer groups and demonstrated their skills such as hand painting, tatting, crochet etc.

MESH had a new signage in front of the shop with a tagline "Shop for a cause". To improve the shopping experience we had added new shelves to the shop and also installed a television to display the production process and the artisan's details.



In the end of the financial year 2022-23, MESH organized a one day training program on Living wage calculation (an initiation by WFTO) for our artisans groups from the north part of India. 7 leaders from different producer groups got benefitted by this training which facilitated by Ms Manisha Jani, an authorized WFTO auditor.



Design and Product Development

Product design and development plays an important role as the process involves imagination, creation and iteration of the products. Our Design Team at MESH interprets the design brief given by the client to the artisan according to the client's requirements and guide them for developing new products. The focus of the design department is to promote sustainability and win the orders for the artisans with disability, with the intention of providing them full time work. The process includes the following mentioned below:-

- Interpreting the buyer's demand
- Modifying existing range of products to meet buyer's demand
- Developing new products to widen the range of products in the catalogue
- Quality Training and Workshop

Interpreting the buyers demand:

At MESH sampling plays a very important role as after the sampling being approved by the buyer. We get production orders. Buyers often demands for specific products, perhaps with specification or with just a rough description or sometimes by sending the reference images of the design they require. The designer at MESH identifies the group or several groups who can sample the product as per the client description based on their skill.

The groups are then encouraged to make a prototype and meanwhile the designer takes a follow up on the sampling. They help and guide the artisans if they face issues during the process.

There are many such products that were developed to meet buyer demand. Some of the products are mentioned below:-



Hand-fan and jewellery set in beach theme

The hand-fan specifications were given by Change Maker and our group Khadim Handicrafts sampled it as it took a long time and hard work in sampling the fans and in the end we got an order for the same.

The necklace, earrings and bangle set were developed for TLM, UK for their 2023/24 beachwear collection

The team at Welt Partner gave a rough idea of a cake stand. And after researching on the specifications of the stand, MESH designing team developed design and shared the idea of cake stand with our producer group. The buyer finalized the specification and style.

The cake stand sample developed by Khadim handicrafts for Welt Partner, Germany.

Cake Stand -



The money set was sampled for Milton & Goose. The specifications were given by the client. Kiran Society, Varanasi screen printed and stitched the pouch and the money.

- Set of money with money bag

Modifying existing range of products to meet buyer's demand:

As per the client's requirement and upcoming trends we modify our current range of products to meet the buyers demand. One of them were zoo bags which was modified as per the specifications given by B. Anand and Co. They want the ocean bag to be more vibrant as the old ocean bag was dull according to their market. The designer got the color and some additional designs approved and guided the artisans for making the new screens for the bag. As a result we received an order. The product is providing work to the screen printers, tailors and toy makers to Kiran Society, Varanasi.



Old ocean bag made by HUBLI -

- New Ocean bag made by artisans of KIRAN





Old Nativity box with greeting cards from Silence



New Nativity box from Silence with Wooden Christmas hangings from KHADIM

Developing new products to widen the range products:

During the year we focused on creating new products in order to widen the range of different types of products for the catalogue. We explored with new products with different groups with apt skills. And this year we were fortunate to join hands with an amazing artisan group named Indian disabled's service co-operative society limited (Nethra) in Mumbai that makes umbrellas.



Nativity Stand by Khadim Handicrafts



Artisans from Indian disabled's service co-operative society limited at work of making umbrella



Makeup wipes with pouch and Set of three bread basket set by Beyond the Life, Faridabad

Quality training and workshop:

The design team at MESH identified quality problems with the upcycled sari products that exists in the market. According to the research the quality of upcycled products available in the market was not up to the mark. Hence, the artisan group in South India was chosen for the workshop as the artisans had suppliers in the market who can supply those saris with defects or are not in use and Jone Priyadarsini Mahila Mandal (JPMM) artisan group tailors worked in the 6 days' workshop with the designer Aakanksha from MESH.

In the 6 days' workshop, they experimented with cottons and mixed sari fabric and explored the pros and cons of the material and made the products accordingly. And after experimenting with a lot of products and techniques, they came up with several new products with fine stitching and finishing.



JPMM artisan group with the design at 6 days' workshop



Spec case



Sling Bag



Gift bags (in three different sizes - Small, Medium & Large)



Gift Wraps

Social Welfare Activities

Our goal is to provide enough steady employment that artisans can meet their own expenses for life but sometimes that remains a struggle or circumstances change and artisans need a little extra help. Over the years MESH has found that investing in the education of artisans' children has the advantage of providing an opportunity for the upward mobility of families so we have a small programme of school sponsorship for children in Bharat Mata Kusht Ashram and a revolving loan fund for higher education of children from leprosy communities.

Education Support:

At the end of March 2023 we had 6 children's that are being provided with education support in Faridabad. 3 girls and 3 boys.

Sanjana who finished her school last year and joined to pursue her B.Tech course. This is a great source of delight to MESH as Sanjana's mother is Uma, one of the tailors from Beyond The Life Group who herself had very little education but has always been very hard working and fights hard for her daughter. When we met them recently we found Sanjana confident and excited to begin her new studies. The education support programme is designed exactly so that women like Uma may be able to help their children to a better future.



Uma, mother of Sanjana has requested to MESH to support her to buy a new laptop for Sanjana's studies. With the help of Ms. Judi Lemaylusk and her friends (Helping India Together) Sanjana got her laptop for here higher studies. Judy and Sanjana along with her mother Uma met at MESH shop, Delhi on 27th February 2023 where Judy gifted the laptop to Sanjana.

MESH is also supporting Ms Riya daughter of Hagappa a member of Bharat Mata Kusht Ashram, Faridabad for her higher education as she pursuing her higher education in B.com. With the help of donation from Global Avenues, USA, MESH could support another girl child higher education where both of her parents have got very little education but has always been very hard working and fights hard for her daughter

We haven't given any education loans in the year 2022-23 but we are glad to report that students that have received loans in the past are repaying albeit at different rates. All of those who have benefitted are working as nurses except two and one of those is in Hotel Management and the other is studying for a business degree.

Finance and Administration

Donors:

It is a mark of the workings of Fair Trade that two of our donors this year were from Fair Trade companies

We are grateful for all donations including the faithful giving of individuals that enables us to support the education of school children from leprosy colonies.

Thank you for your generosity.

Donor's Name	Country	Type of Donor	Purpose of Donation
Sustainable Threads	USA	Fair Trade Company	Artisan Support
Global Avenues Ministries	USA	Fair Trade Company	General Donation
Janusz Lipinski	Sweden	Individual	Student Education

Staff training:

MESH had their outdoor staff training in Kasauli soon after the buyer seller meet in early April 2022. Mr Samson Theodore, Logos transformation took the session over organizational structure and discipline in this 2 days trip. It was completely refreshing and fruitful time for all the MESH staffs as there were fun game sessions and sightseeing.



Few changes happened in the staff members in this year as we welcomed our new Accounts Manager and Designer on board. We also reduced the strength of the staff by reducing Export assistant and distributed his responsibilities with two other staff members.

Current team members:

Sl. No.	Name	Designation
1	Mr. Mathew KK	Chief Manager
2	Mr. Gokul G	Manager Operations
3	Mr. Joseph KS	Accounts Manager
4	Ms. Aakanksha Tuli	Designer
5	Mr. Vipin Singh	Accounts Clerk
6	Mr. Rohit Popli	Shop Keeper
7	Mr. Ratan Lohar	Packer & Helper
8	Mr. Sushil	Driver
9	Mr. Bassu Raj	Domestic Sales Representative
10	Mr. Krishna Bahadur Diwan	Store Keeper
11	Ms. Jacky Bonney	Volunteer

Balance Sheet:

MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED : NEW DELHI
BALANCE SHEET AS AT 31ST MARCH, 2023

PREVIOUS YEAR	LIABILITIES	CURRENT YEAR	PREVIOUS YEAR	ASSETS	CURRENT YEAR
	CORPUS FUND		2,431,768	FIXED ASSETS	2,161,465.00
	(As per Schedule I annexed)			(As per Schedule A annexed)	
1,157,165	Nabert Memorial Fund 1,135,280.82				
	OTHERS		4,147,501	LOANS & ADVANCES	4,327,103.12
3,502,313	Balance as per Fund 3,406,085.86	4,541,366.68		(As per Schedule II annexed)	
	Wingard Memorial Fund		601,168	SUNDRY DEBTORS	1,001,585.44
402	241.00			(As per Schedule III annexed)	
207,645	Donor Asset Fund 180,582.00	180,823.00	30,258	ADVANCE TAX PAID	30,257.83
				(Net of Provision for Taxation)	
16,661,409	INCOME & EXPENDITURE ACCOUNT	16,566,821.23	3,781,625	STOCK IN HAND	3,278,743.49
4,445,661	SUNDRY CREDITORS & OTHER LIABILITIES	4,296,954.59	14,982,275	CASH AND BANK BALANCES	14,786,810.62
				(As per Schedule IV annexed)	
	ACCOUNTING POLICIES & NOTES				
	Refer Schedule 'B'				
25,974,595		25,585,965.50	25,974,595		25,585,965.50

GURUGRAM, HARYANA
DATED: 30.10.23

PRESIDENT

TREASURER

CHIEF MANAGER

ATTACHED TO OUR REPORT OF DATE
FOR CAMPBELL & CO
CHARTERED ACCOUNTANTS
FIRM NO. 038172N

(ANOOP CAMPBELL)
PROPRIETOR
M.No:- 085372



Income & Expenditure Statement:

MAXIMIZING EMPLOYMENT TO SERVE THE HANDICAPPED - NEW DELHI
INCOME AND EXPENDITURE ACCOUNT FOR YEAR ENDED 31ST MARCH 2023

PREVIOUS YEAR	PARTICULARS	CURRENT YEAR	PREVIOUS YEAR	PARTICULARS	CURRENT YEAR
*	To Cost of Goods sold:			By Sales:	
3,615,917	Opening Stock	3,756,949.96			
(2,180)	Less: Damaged Goods Written Off	542.00			
14,458,810	Add: Purchases Handlooms & Others	13,439,514.77	19,809,184	* Handloom & Others	19,744,716.79
3,756,950	Less: Closing Stock	3,278,743.49	552,511	* Miscellaneous Income	1,160,916.76
14,315,597		13,917,179.24	49,917	* Diff. in Exchange (NET)	165,317.41
4,722,111	* Salaries & Allowances	4,400,837.00			
100,000	* Gratuity Contribution to Lic	150,000.00			
161,106	* Staff Welfare	147,928.00			
36,152	* Staff Training	126,667.00			
579,180	* Cartage Inward	496,477.35			
11,922	* Printing and Stationery	10,579.00			
188,419	* Electricity & Water charges	241,975.84			
43,389	* Postage, Telegram & Telephone	55,737.62			
79,222	* Bank charges	93,431.34			
60,426	* Travelling & Conveyance	480,764.00			
58,128	* Vehicle maintenance	93,535.00			
29,180	* Shop License fees	35,060.00			
40,658	* Insurance	40,514.00			
228,500	* Legal and Professional charges	157,716.00			
94,630	* Repairs & Maintenance	129,259.59			
120,000	* Honorarium Charges	120,000.00			
173,110	* Packing Clearing & Forwarding	92,361.21			
80,000	Audit Fee	100,900.00			
80,000	Group Gratuity Scheme	10,000.00			
106,100	Other Matters	110,900.00			
43,523	* House Tax	41,588.00			
14,550	* Ground Rent	14,550.00			
96,611	* Membership fee	90,185.00			
17,449	* Business Promotion	6,078.71			
-	* Staff Mediclaim Insurance	54,099.00			
1,327	* Goods Destroyed/ Damaged	485.00			
51,026	* Miscellaneous Expenses	59,730.50			
(1,120,705)	* Balance Carried forward	(158,687.44)			
20,411,612		21,010,950.96	20,411,612		21,010,950.96

Amal

[Signature]



	Expenses Incurred for Distribution Among		(1,120,705)	By Balance brought forward	(158,687.44)
211,278	Beneficiaries towards		1,774,161	By Donations	49,228.00
643,584	Assistance of Artisan	39,367.00	24,675	By Closing Stock	
333,751	Distribution of Ration	2,000.00			
76,120	Buyer Seller Meet	190,177.00			
6,469	Travelling & Conveyance	88,527.00			
5,000	Printing & stationery	25,823.00			
-	Office Expense	2,128.00			
19,073	Audit Fee	34,220.00			
9,937	Training & Monitoring	-			
67,294	Bank Charge	4,241.62	728,178	By Interest	708,237.00
33,806	To Income Tax	-			
	Excess of Income over Expenditure	212,293.94			
1,406,309		598,777.56	1,406,309		598,777.56

Gurgaon, Haryana
DATED 30.10.23

[Signature]
PRESIDENT

Amal
TREASURER

[Signature]
CHIEF MANAGER

ATTACHED TO OUR REPORT OF DATE
FOR CAMPBELL & CO.
CHARTERED ACCOUNTANTS
FIRM NO - 038172N

(ANOO CAMPBELL)
PROPRIETOR
M.No - 085372





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Shop for a Cause!



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