



ANNUAL
REPORT
2017-18

RAMESH



STORY OF RAMESH

My name is Ramesh. I am a facilitator of Dream a Dream's After School Life Skills Programme. 9 years ago, when I found Dream a Dream, I wanted to become a football coach but I did not know English or what life skills are. After undergoing training sessions, I began to see that football is a powerful tool to empower young people with life skills and it goes beyond language. However, it cannot be done overnight and is a long process.

Now, when I hear young people call me an inspiration, I feel proud that I am using football to help them. I am certain that they will use these life skills even when they leave our programmes. I hope we can all create spaces for young people where we don't judge them, where we understand them deeply, nurture their abilities, and put in the time to watch them thrive.

I am very proud to share our work over the last year with you.

A handwritten signature in black ink, appearing to be 'Ramesh'.

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Dream a Dream is a registered, charitable trust empowering children and young people from vulnerable backgrounds to overcome adversity and flourish in the 21st century using a creative life skills approach.

Currently, we work with 10,000 young people a year through our two innovation labs – After School Life Skills Programme and Career Connect Programme; we have trained over 5500 teachers and educators from 157 partners impacting over 137,500 children and young people and sensitized over 2500 volunteers through our unique Life Skills Development model. We work on a strong collaborative approach with local charities, corporates, volunteers, governments, expert consultants and a host of national and international strategic partners.

India is facing a set of challenges that demand a rethinking of what skills young people need to thrive in the 21st century.

140 million children live in poverty in India¹, out of which around 48 million children under the age of 5 have stunted growth². Experiences of adversity such as abuse, neglect, poverty, poor health care, and malnutrition during early childhood disrupt normal physical and mental developmental milestones and increase the risk of stunting. This results in failure to thrive which include a group of problems such as poor cognitive skills, missed sensitive developmental milestones, poor relationship problems, poor emotional skills, and high levels of anxiety. However, these deficits are reversible and recoverable.

The 21st century is witnessing an unprecedented pace of change. The future is complex and unpredictable. This presents a new set of social, economic, and environmental challenges for the

coming generations to tackle. India will need to prepare its students for jobs that have not yet been created. They will need the skills necessary to adapt and tackle these challenges with confidence. Despite the frantic pace of change, a staggering 91% of India's labour force is still in the informal sector³.

These challenges are leaving young people unprepared for the complexities of life in the 21st century. We must develop a leapfrogging strategy that will reimagine learning and the purpose of education.

Dream a Dream's solution to these challenges lies in its unique life skills approach. Life skills are critical to enable young people to overcome adversity and thrive in a complex and unpredictable world.

[1] *The Economic Times*, Oct 2016

[2] *The Diplomat*, Aug 2016

[3] *An Analysis of the Informal Labour Market in India 2014* (A. Srijia & Shrinivas V. Shirke)





When we aim to transform the lives of young people and empower them to overcome adversity, the empathetic adult is our greatest catalyst. At Dream a Dream, we are re-imagining the role of an adult in the lives of young people. Through our 18 years of extensive field experience, the role of an adult has evolved into being the backbone of our life skills approach. We call these empathetic adults, facilitators. Ramesh is one of them.



Vishal Talreja

Co-founder & CEO

EXECUTIVE SUMMARY

2017-18 has been a year of collaboration.

The conversations around education not only in India but around the world have been waking up to the fact that the current systems are not enough for the young people of our future. A recent study by Brookings Institution found that 'In the last 200 years, the number of children attending primary school globally has grown from 2.3 million to 700 million today, covering nearly 90 per cent of the world's school-age children. But the gulf in average levels of education between rich and poor countries remains huge. This means that it is going to take another 100 years for children in developing countries to reach the education levels achieved in developed countries. The only way to bridge this gap is through a fundamental rethinking of the purpose of education and the delivery of learning contextualized to the 21st century. We need a leapfrogging strategy.'

Dream a Dream's voice is beginning to be heard among these conversations. Our voice centres around the effects of adversity on young people and the frantic pace at which the world is changing. Studies such as The 100 Year Gap by The Brookings Institution validate our work and what we have believed and demonstrated over the last 18 years - 'When young people develop life skills it helps them build the capacities to overcome adversity and thrive in the 21st century.'

While we have had strong acceptance and validation of our approach and model, we believe that it is time to come together and collaboratively solve the problem. Our annual conference - Change the Script - is a convergence of like-minded organizations and people to build a Supportive Community to enable young people to thrive in the 21st century. We had 75 key influencers and deep practitioners participate in the event. The results were key partnerships being forged and collaborations being explored, both nationally and internationally. We invite you to experience this report and celebrate all the milestones that the last year brought us and the very exciting future that is just around the corner.

As we celebrate our achievements, unique partnerships, critical milestones and inspiring stories of change, we would like to take a moment to acknowledge the innumerable individuals and supporters who have joined hands with us. Each one of you is a changemaker and your belief in our work has played an indispensable role in accelerating change in the lives of young people. Thank you for your relentless belief.

Note: Suchetha Bhat has been appointed CEO of Dream a Dream starting April 1st, 2018.

IMPACT AT A GLANCE

59720

YOUNG PEOPLE
WERE A PART OF
DREAM A DREAM'S
LIFE SKILLS
PROGRAMMES

AN AVERAGE OF

97.4%

YOUNG PEOPLE
SHOWED A POSITIVE
CHANGE IN THEIR
LIFE SKILLS



After School Life Skill Programme

92.6%

of the young people showed a positive change in their average scores.

*Increase in retention of
young people annually*

2016-17: **91.2%**

2017-18: **96.3%**

*Increase in young people
assessed annually*

2016-17: **4963**

2017-18: **5109**

81.4%

of the young people showed an improvement in at least 4 out of 5 life skills.

96.6%

of the young people who graduated have made meaningful choices in life.

96.9%

of the young people were above norms by the end of the programme.

Career Connect Programme

99.7%

of the young people showed a positive change in their average scores.

Increase in retention of young people annually

2016-17: 88%

2017-18: 92.6%

Increase in young people assessed annually

2016-17: 1269

2017-18: 1458

95.3%

of the young people showed an improvement in at least 4 out of 5 life skills.

92.1%

of the young people who graduated have made meaningful choices in life.

91.4%

of the young people were above norms by the end of the programme.

Teacher Development Programme

100%

participants showed a positive change in their average scores.

Increase in teacher participation annually

2016-17: 461

2017-18: 859

Increase in programme reach annually (No. of Districts)

2016-17: 11

2017-18: 19

97.9%

showed an improvement in at least 4 out of 5 life skills.

100%

participants were above norms by the end of the programme.

90%

positive feedback from teachers attending the Life Skills Facilitation Workshops.

Since 2014, Dream a Dream has been tracking its impact using the Dream Life Skills Assessment Scale (DLSAS). The scale is the result of a 7-year long study to develop and publish a standardised and reliable impact measurement tool for Dream a Dream's life skills programmes for young people from vulnerable backgrounds. It was developed by Dr. David Pearson and Dr. Fiona Kennedy in collaboration with Vishal Talreja, Co-founder of Dream a Dream. The scale was published in *Social Behaviour and Personality: An International Journal* in March 2014 (Kennedy, F., Pearson, D., Brett Taylor, L. & Talreja, V.). *The Life Skills Assessment Scale: Measuring life skills of disadvantaged children in the developing world. Social Behaviour and Personality: An International Journal* 42(2), 197-210

ORGANISATIONAL HIGHLIGHTS



Dream a Dream received the Heroes of Bengaluru award under the Social Service category for 18 years of service to this amazing city!

Heroes of Bengaluru is an initiative by DreamCraft Events to celebrate this wonderful city by honouring and recognizing people and organizations that have inspired and created a powerful impact in their field of work and have defined what we all believe is the Spirit of Bengaluru. The award was collected by our two very own changemakers, Hamsa Kumar and Pavithra KL, who are now giving back to their communities.



Dream a Dream hosted two Life Skills Day events with an objective of creating a national awareness and observance day to amplify the urgency of life skills.

The events brought together young people from across our partner schools under one roof to engage with them through experiential activities and fun games. The events also aimed at bridging the life skills gap for those young children whose scores when measured using our Dream Life Skills Assessment Scale (DLSAS), were below the norm.



Change the Script 2018

Our annual conference, Change the Script 2018, that is aimed at building a Supportive Community to prepare young people to thrive in the 21st century was conducted successfully with over 75 participants from diverse backgrounds in the eco-system.

Change the Script is now a powerful platform for building and sustaining a vibrant movement to support young people to thrive in the 21st century.



UNIVERSITY OF
OXFORD

Every year, the Oxford Symposium for Comparative and International Education (OXSCIE) invites 150 global delegates to consider the future of uncertainty and debate the nature of the educational response to some of the most pressing concerns facing children today.

Invited by The Aga Khan Foundation and Global Centre for Pluralism, Dream a Dream presented a paper on “The meaning of teaching and learning in the context of educational uncertainties” drawn from our insights of over 18 years.

Chintan Shivir

Dream a Dream was invited to a National Workshop ‘Chintan Shivir’ to bring together key stakeholders from Government, NGOs and private sector to deliberate on the 5 key areas of school education.

The event was hosted by the Department of School Education and Literacy, Ministry of Human Resource Development (MHRD).

Dream a Dream also launched a sectoral impact study conducted in partnership with 5 other organizations where the Dream Life Skills Assessment Scale (DLSAS) is being used to measure the impact of their interventions.

As part of Dream a Dream’s research initiatives, we launched a study to understand the impact on learning outcomes of young people who are part of our programme, in partnership with Gray Matters India and supported by Michael & Susan Dell Foundation



HARVARD
Advanced Leadership Initiative

Dream a Dream was represented by Vishal Talreja (Co-founder) at Harvard Advanced Leadership Initiative: Education Deep Dive in April 2017.

Vishal Talreja presented our work at a panel focused on “Empowering those in Poverty” to over 100 senior Industry professionals who were part of the Advanced Leadership Initiative at Harvard University.

Dream a Dream was a part of the Future of Work Conference hosted by Eisenhower Fellowships at Malaga, Spain in September 2017.

Over 320 delegates from 49 countries were present from all sectors to analyse the key drivers shaping the future of work. Dream a Dream got an opportunity to present its innovative approach to preparing youth from vulnerable backgrounds in India to thrive in the 21st century. One of our young graduates, Vishnu Reji, was also selected as one of 32 young people from across the world to be a part of the first cohort of the Global Youth Fellowship of Eisenhower Fellowships.



DISCOVER FOOTBALL.

A 9 member team that included graduates from our After School Life Skills Programme participated in ‘Our Bodies, Our Rights, Our Game’ - a women’s football and cultural festival in Goa hosted by **DISCOVER FOOTBALL.**



It is 3:15 pm and the lane is relatively quiet. In another 15 minutes, the school will ring its closing bell, the moment when one can expect the lane to erupt with the cacophony of hundreds of uniformed youngsters rushing out. Meanwhile, Ramesh tries to blend in with the handful of motorcycles and rickshaws outside the school. He fails, and the result is a minor eruption of joyous screams from the sixth standard classroom on the second floor.



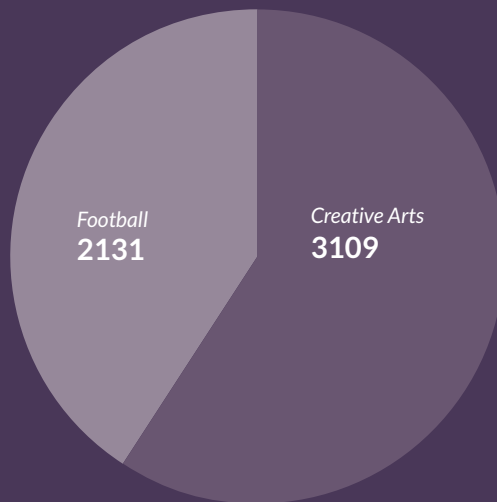
After School Life Skills Programme

In our After School Life Skills Programme, we use creative arts and football as mediums to engage and develop critical life skills among young people between the ages of 8 to 15 years. This programme is an innovation lab where new approaches to life skills development are introduced, demonstrated, documented, evaluated, and fed back into a larger framework for reimagining learning for young people in the country. To measure the improvements in life skills amongst the young people, we use the **Dream Life Skills Assessment Scale (DLSAS*)**.

**The DLSAS is the first impact measurement tool in the world to measure improvement in life skills among disadvantaged children*

IMPACT IN NUMBERS

Programme-wise distribution of participants



2604



2636

Gender distribution of participants who completed

Total Participants **5240** | Average Attendance **88.8%** | Retention Rate **96.3%**



IMPACT IN STORIES

“Why should boys only take lead? Girls should also step forward and lead! My culture is still orthodox towards girls and women. I hope to slowly work towards changing that mindset.”

Amreen Taj

Student, Global Public School



“She’s become very courageous. I’ve been seeing these changes ever since she joined Dream a Dream. Earlier we used to drop her to school and pick her up. But now she’s fearless and insists on going to school herself. Anita ma’am helped us a lot. We want her to achieve a lot in life. In our community, after seeing how well Amreen is doing, they also want their girl children to be educated.”

Jansen Taj

Amreen’s Mother



“The support system of our children tends to see only the negatives in them, which reduces their confidence, leaving them rejected. What Dream a Dream does differently is to remove the labels and instead focus on finding the strengths in them, increasing positive thoughts in these young people. Your programmes make children who don’t have faith in themselves, believe that they are capable of change and in the process, make something of themselves.”

Abdul

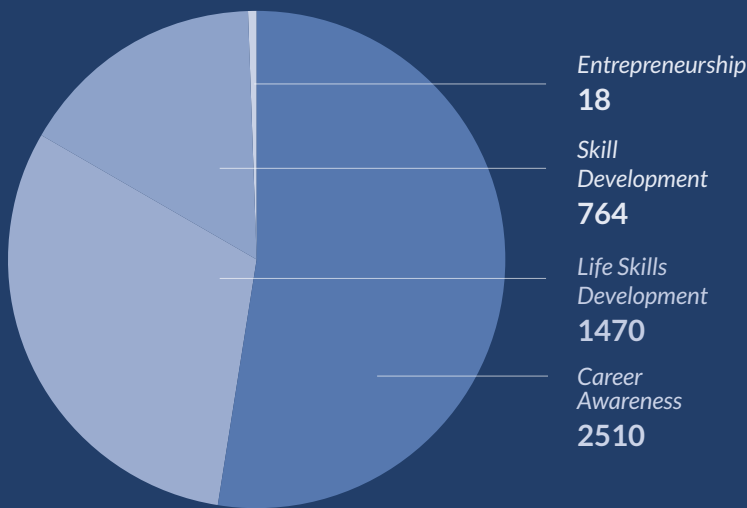
Principal, Global Public School

Career Connect Programme

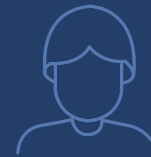
The programme equips 14 to 19-year-olds with information, skills and access to opportunities to make a healthy transition to adulthood. We conduct career awareness workshops, run short-term modules in English, communication skills, money management, and career guidance and provide access to internships, scholarships, vocational training and jobs. The programme is delivered in two learning centres, based in Bangalore. The two most important insights that we have learnt over the years; the first is that turning 18 is no guarantee that you are actually prepared for a career; the second is that just because you are younger than 18 and can't get a formal job, doesn't mean you are not expected to be the bread-winner for your family. Career Connect is focussed on developing the life-skills that young people need to navigate this complex phase of adolescence to ensure they can truly be prepared for life.

IMPACT IN NUMBERS

Total Outreach



2486



2276

Gender distribution of participants who completed

Total Participants **4762** | Meaningfully Engaged in Career/Life **92.1%**



IMPACT IN STORIES

“During an activity called ‘Gender Equality’, I came to the realisation that I could have conversations with the opposite gender and share what I felt with them as well. It was all thanks to my facilitator, Shivu, for pushing me out of my comfort zone. As the days progressed, I got a chance to give my opinion on how I felt the centre’s interiors should be designed. I remember Sheetal Akka and Shiva Anna encouraging me and appreciating my suggestions. When I spoke in front of the group, it made me feel that I wasn’t inferior and had a right to voice my opinion no matter what background I come from.”

Tabrez Ahmed



“I have seen a massive shift in Tabrez ever since he joined the Career Connect Centre. From being rude to everybody at home, fighting with me constantly, bunking classes at college, I feel he has now become highly sensitive and is much softer when he speaks to his family. I remember a time when Tabrez was really good at academics at school but it dropped considerably once he joined college. Close to a year after he began to visit the Career Connect Centre, he has become more open to discussing and listening to others issues, more focused and responsible towards his career.”

Arbiya Taj

Tabrez’s sister



“I feel that Tabrez has grown to take decisions on his own and share his opinions confidently within a larger group. All that Tabrez needed was a little bit of encouragement and a push in the right direction for him to get out of his comfort zone, which was supported by the life skills sessions and the facilitators. His confidence increased so much that I could trust him to lead sessions in my absence.”

Shivu

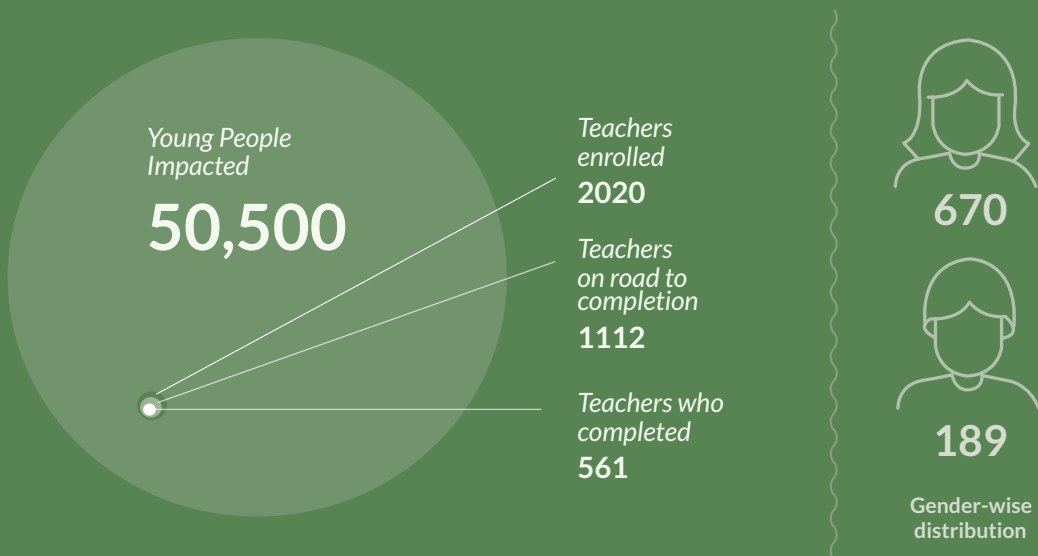
Facilitator, Dream a Dream

Teacher Development Programme

The Teacher Development Programme is specifically aimed at enabling educators to empower young people with life skills. When a teacher, a key influencer in the young person’s life, plays the role of a caring and compassionate adult, children engage actively in learning, they feel inspired, and they transform. This model uses experiential techniques to nurture empathy, expand creativity, and develop listening and validation skills and develop the ability to share feedback authentically and learn facilitation skills.

IMPACT IN NUMBERS

Teacher Development Programme



Partners **52** > Low-Cost Private schools **33** | B. Ed. Institutions **13** | NGOs **4** | Govt. Schools **2**



"I'm motivating children to discover their creativity. We learnt a lot at the Dream a Dream workshops. For example, we learnt about cooperation and that is very essential for community development. If we role-model community development in one school, children will naturally try to develop such activities and skills in a way that they cooperate in their homes. It leads to their natural development. The children are very talented. If I'm showing these children my motivation in one class and show my creative artwork, they're immediately interested to know what it is and make something themselves. I don't even say that they have to make it, they themselves ask. They all make it their own way and show their talents and I am really surprised."

Sudha L
Teacher, St Mary's School

IMPACT IN STORIES



"I learnt how to be tolerant. When we make noise, she didn't scold us and she always managed the students with a lot of calm which in turn that helped us also stay calm. We don't make too much noise because of her calm demeanour and she supports us without scolding anyone. She's very unique and tells us a lot of stories. She's one of the best teachers."

Nisarga s
Student, St Mary's School



"Ever since she started undergoing the Teacher Development Programme, I can see that she's changed a lot. She's showing a lot of interest in herself and the students. She realised that there's no point in scolding children. She has been using the creative approach to bond with the students by using arts and craft. She even plays games with the children in between lessons and knows how to always maintain children's attention. With children, when it comes to drawing and creativity, they'll always be interested, but the second you say they have to study, they lose interest. But now, when a teacher uses creativity, they get excited and want to learn something new. Since the teacher is thinking at the child's level, they're interested too. Last year, during Independence Day, we got the children to do all the decorations, we did the same for our school function too. They did such a good job. The children did it with a lot of interest and they did it with recyclable materials and I could identify different talents in different children."

H G Kalpana
School Administrator, St Mary's School

Research and Advocacy

Over 18 years, Dream a Dream has deepened its understanding of the challenges faced by young people and delivered high impact programmes at scale. We realize, that direct scaling of our programmes will not bring about a paradigm shift in society. For this, we need to create impact using a multiplying lever that creates mindset shifts. With this in mind, we conceived Research and Advocacy at Dream a Dream to invest in transforming the eco-system.

In the first phase of this strategy, we are investing in building evidence for the sector, building an urgent voice on the challenges faced by young people amongst key stakeholders and building a supportive community

of stakeholders that are invested in the shared vision – ‘To Help Young People from Adversity Thrive in the 21st century’ Our annual conference, Change the Script 2018, saw 75 participants from diverse backgrounds in the eco-system with the aim to build a Supportive Community to prepare young people to thrive in the 21st century. Our conversations deepened and collaborations were formed.

Dream a Dream also launched a sectoral impact study conducted in partnership with 5 other organizations where the Dream Life Skills Assessment Scale(DLSAS) is being used to measure the impact of their interventions.





Change the Script 2018

“There was such a lot of thought put from A-Z, be it the structure of the three days, the organizing, the activities, the post-dinner downtime, the stay arrangements, the travel arrangements and so much more. What made it all the more special was the sincerity and the warmth with which every member of the Dream a Dream team interacted - each one of you personified connect, relationships, care and from that your pure intent for collaboration is so evident and honestly ‘but natural’! Thank you once again for a very enriching experience.”

Caroline Arnold

Education Director, Aga Khan Foundation, on Change the Script 2018

“The two days showed how developmentally aspirational Dream a Dream is in its vision and everyday practices. Grateful to have had the opportunity to be part of CTS 2018”

Tarun Cherukuri

CEO, Indus Action on Change the Script 2018

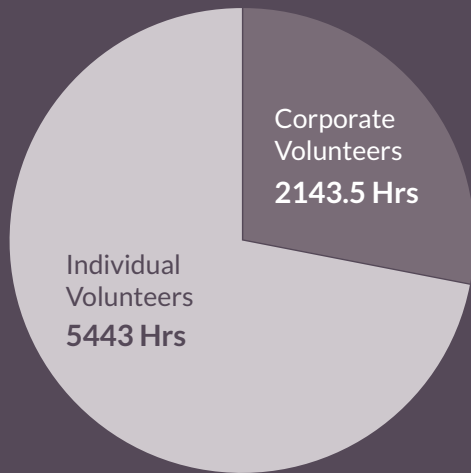
“I’m back with wonderful stories of real heroes, and principles I would like to explore and understand and further. And of course, some people and organizations that we would like to collaborate with. I was truly touched by the care, professionalism, and enthusiasm shown by your logistics team. They made it seem so easy!”

Vaishnavi Srinivasan

Executive Director - Bhumi on Change the Script 2018

Volunteer Engagement Programme

Our volunteers, with their unwavering commitment and a belief in our work, have walked this journey with us in helping us change lives. 650 Corporate Volunteers have clocked in 2143.5 hours of their time in addition to the 78 individual volunteers who have put in 5443 hours of their time and efforts to work with us. A big thank you to all our partners and volunteers who have inspired and enabled a bright future for our young people. With your support, we will not stop until we make life skills available to every young person in this country.



Total Number of Hours
Clocked by our Volunteers

7586.5 Hrs

650 Corporate
Volunteers

78 Individual
Volunteers

Dream a Dream Fun-Day at Bannerghatta National Park







Today is the day the sixth standard students get to hang out with him at Madhavan Park. The session is an hour and a half long and they learn life skills through football.

OUR SUPPORTERS FOR THE PAST 3 YEARS



WE WOULD ALSO LIKE TO THANK:

Abhinav Agarwal
Ajay Raghavan
Alok Oberoi
Anand Deeptha
Arjun Dugal
Ashwin Kashyap
Devang & Manjari Kapadia
Devanshu Nagpal
Dipika A Khaitan
Dipika V Maiya
Dr. David Pearson
Dr. Fiona Pearson
Ed Williams
Elizabeth George

Hon. Henry De Sio
Husmukh Patel
J Mark Partners
Jasper Bovenberg
Kapil Gupta
Karan Sodhi
Kunku Soota
Lucky Saraswat
Meenakshi Iyer
Meera Rao
Phuong Jean Pham
Rajesh Gandhi
Rakesh Sanghvi
Rangoonwala Foundation (India)
Trust

Rucha Desai
Ryan Ninan
Sandeep Goenka
Sandeep M Farias
Sandeep Sokhanda
Sangita Jindal
Sanjay Madhav Pai
Sultan Trust
Syed Ahmed Charitable Trust
TC Meenakshi Sundaram
Tejas Parekh
The Humming Tree
Vivek Subramanyam
Watumull Foundation

GOVERNANCE

JURISDICTION AND TASKS OF BOARD AND MANAGEMENT DURING 2017-18

THE BOARD

- Is ultimately responsible for strategy, policy, budget and results
- Approves audited financial statements and ensures the organization's compliance with laws and regulations
- Sees to it that the activities of the organization are aimed at realizing the target and contribute to its mission
- Examines the strategic long-term plan and the individual annual plans and budgets and reviews the progress of the plan throughout the year
- Decides adjustments of plans, budgets and investments
- In 2017-18, the Board met five (5) times: 26th May 2017, 16th October 2017, 21st November 2017, 21st December 2017, 19th February 2018.

MANAGEMENT: LEADERSHIP TEAM THAT INCLUDES THE CHIEF EXECUTIVE OFFICER (CEO), CHIEF OPERATING OFFICER (COO) AND THE CHIEF PROGRAMME OFFICER (CPO)

- Is responsible for developing the long-term strategy, annual plan and policy
- Informs the Board of all relevant facts and developments
- Evaluates the execution of Dream a Dream's annual plans and presents it to the Board
- Engages in new partnerships and core fundraising
- Ensures financial management and operational governance

Composition of the Board for the 1st April 2017 – 31st March 2018

Name	Position on Board	Meetings Attended	Years on Board	Gender	Occupation
Deepak Srinath	Chairman	5/5	5	Male	Business
Vishal Talreja	Trustee	5/5	6	Male	Social Worker
Pervin Varma	Trustee	5/5	3	Female	Consultant

Notes on Board of Trustees

- None of the Board Members are related to each other
- A Board rotation policy exists and is practiced
- Vishal Talreja receives remuneration from the organization for working as a CEO
- No other board members have received any remuneration from the organization

Management: Distribution of staff according to salary levels as of March 31st, 2018

Gross in Salary	Male Staff	Female Staff	Total Staff
< 10,000	0	0	0
10,000 – 25,000	26	19	45
25,000 – 50,000	16	10	26
50,000 – 1,00,000	4	5	9
1,00,000>	2	1	3
Total	48	35	83

Notes on Staff Remuneration:

- Vishal Talreja, CEO & Co-founder has been paid a remuneration of INR 1,57,000 per month
- Remuneration of 3 highest paid staff members: INR 1,57,000, INR 1,42,000, INR 85,000 per month
- Remuneration of 3 lowest paid staff members: INR 12,000 per month

International Travel

	Names	Destination	Purpose	Expense (INR)	Sponsored by
Flight Charges	Vishal Talreja, Valerie, Suchetha Bhat, Caroline Evelyn Arnold	Singapore, United Kingdom, France	1. Meeting with Berge Bulk 2. To attend CTS 2018 3. To attend GCL Conference 4. For invitees of CTS 2018	5,32,269	DaD
Visa Charges	Shilpa, Revanna, Mahendra, Vijay Kumar, Gangambike, Vishal Talreja, Collard Paul Anthony Carthew, Vishnu, Navneeth	USA, Spain, Singapore, Switzerland, France	1. To attend PYE Camp Confluence in USA 2. To attend Power of Hope Youth Camp at USA. 3. Youth Leadership Programme in Spain 4. Visa charges for Singapore. 5. For invitees of CTS 2018	78,800	DaD
Passport Charges	Likitha, Vishnu, Punith, Manasa Yadav, Zubeer Sabi, Anitha, Sandeep	Russia	1. For Football for Hope Festival 2018 at Russia	17,500	DaD
Local Travel Charges	Vishal Talreja, Valerie, Suchetha Bhat, Caroline Evelyn Arnold	Singapore, United Kingdom, France	1. Meeting with Berge Bulk 2. To attend CTS 2018 3. To attend GCL conference 4. For invitees of CTS 2018	37,889	DaD
Travel Insurance Charges	Vishal Talreja, Valerie Hannon, Suchetha Bhat, Caroline Evelyn Arnold	Singapore, United Kingdom, France	1. Meeting with Berge Bulk 2. To attend CTS 2018 3. To attend GCL conference 4. For invitees of CTS 2018	35,311	DaD
Total				7,01,769	

- Total cost for national travel by all staff in the year was INR 22,41,334/-
- Total cost for international travel by all staff in the year was INR 7,01,769/-





At the beginning of the session, Ramesh asks them a check-in question, which essentially ties the entire afternoon together. Today's question is, "why must we listen to each other?"

BALANCE SHEET AS ON 31ST MARCH 2018

Particulars in INR	As On March 31, 2018	As On March 31, 2017
Liabilities 1. General Fund		
As per last Balance Sheet	2,43,83,458	1,09,20,716
Less: Corpus Funds disclosed separately	-	-
	2,43,83,458	1,09,20,716
Add: In-kind Fixed Assets Received	96	191
Add: Excess of Income as per Income and Expenditure account	91,68,018	1,34,62,551
	3,35,51,572	2,43,83,458
2. Corpus Fund	28,10,030	28,10,030
Add: Net Increment in Corpus during the year	-	-
	28,10,030	28,10,030
3. Current Liabilities		
Duties & Taxes Payable	3,44,827	2,24,751
Other Current Liabilities	2,48,386	2,30,344
Total	3,69,54,815	2,76,48,583
Assets 1. Fixed Assets		
As per Schedule	42,73,159	40,47,909
2. Investments / Deposits		
Rent Deposit	20,00,000	19,00,000
Fixed Deposit - Banks	2,39,15,300	1,48,10,000
3. Cash and Bank balances		
Cash in Hand	77,463	45,360
Cash at Bank - ICICI Bank Domestic	39,97,385	9,90,775
Cash at Bank - ICICI Bank - FCRA Account	64,514	36,04,580
Cash at Bank - Canara Bank	5,10,109	5,05,987
4. Current Assets		
Staff Advances	3,79,408	7,01,494
Accrued Interest	5,01,456	73,267
Tax Deduction at Source	4,59,248	3,32,744
Loans & Advances	7,73,374	6,33,068
Deposits - Telephone	3,399	3,399
Deposits - Telephone	-	-
Total	3,69,54,815	2,76,48,583

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

Particulars in INR	Year Ended March 31, 2018	Year Ended March 31, 2017
Income		
Donations - Domestic General	5,51,380	20,55,259
Donations - Domestic Online	1,27,54,239	96,60,004
Donations - FCRA General	43,00,742	67,93,517
Donations - FCRA Online	5,19,19,017	4,62,37,369
Interest Incomes - Income-tax Refunds	-	-
Interest Incomes	13,12,098	7,21,757
Miscellaneous Incomes	6,346	210
Total	7,08,43,821	6,54,68,116
Expenditure		
Core expenses	6,10,34,416	5,15,24,447
Depreciation	6,41,387	4,81,118
Excess of Expenditure over Income transferred to Balance Sheet	91,68,018	1,34,62,551
Total	7,08,43,821	6,54,68,116

RECEIPTS AND PAYMENT ACCOUNT FOR THE YEAR ENDED 31ST MARCH 2018

Particulars	Year Ended March 31, 2018	Year Ended March 31, 2017
Receipts		
Opening balance	51,46,701	28,96,498
Donations received	6,95,00,066	6,47,46,359
Interest income	6,62,538	6,91,566
Other receipts	1,49,97,358	83,50,540
Total	9,03,06,663	7,66,84,962
Payments		
Core expenses	6,06,48,082	4,67,67,496
Other expenses	2,50,09,111	2,47,70,764
Closing balance		
Cash in hand	77,463	45,360
Bank balance	45,72,008	51,01,341
Total Payment & Closing balance	9,03,06,663	7,66,84,962

**THANK YOU FOR YOUR CONTINUED
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