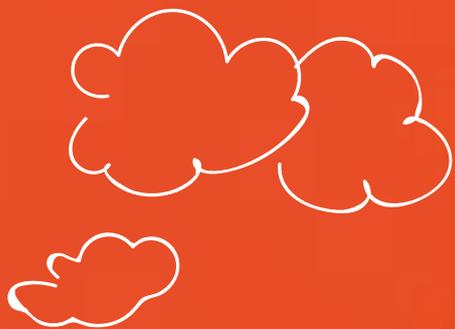




**ANNUAL REPORT
2016-2017**



Started in 1999, Dream a Dream is a registered, charitable trust empowering young people from vulnerable backgrounds to overcome adversity and flourish in a fast-changing world using a creative life skills approach. Dream a Dream works with a strong collaborative approach with local schools, government, charities, corporates, volunteers, expert consultants and a host of national and international strategic partners.





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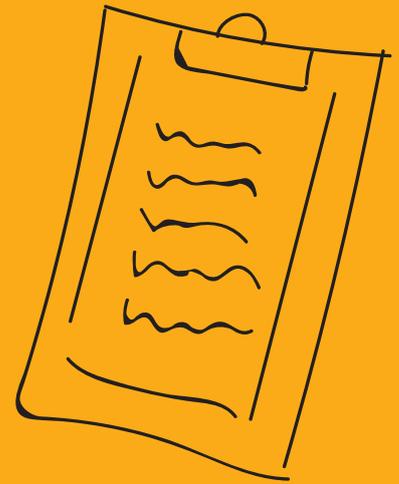


Foreword

Seventeen years ago, Dream a Dream asked a pertinent question – what will truly leapfrog young people into the new world? With our education system still geared towards the Industrial Age, increasing numbers of young people are lacking the life skills required to take on the 21st century. Additionally, young people from backgrounds of adversity do not get access to opportunities that will prepare them for a complex and unpredictable future. How then can we expect young people to thrive?

Today, our questions are more nuanced. What is the role of a teacher in preparing young people for this new world? How can the education system keep up with the dizzying pace at which technology is evolving and impacting every aspect of our lives? What life skills do young people need to overcome adversity and flourish? And, in asking these questions, we find ourselves on the cusp of a new conversation - with young people, parents, educators, governments, and the media - to shift mindsets, spark a revolution, and collectively bring life skills to the mainstream.





COO's Note

In our 17 years of existence, we have ploughed through many twists and turns, especially as we tried to gain more visibility and shed more light on the urgency of life skills. We endured countless rejections because our work was perceived to be too vague and intangible. However, the work on the field told us a very different story. We witnessed countless young people change the script of their lives and we knew that life skills was the missing piece in helping young people overcome adversity. Our impact studies showed over 97% of young people were able to demonstrate age-appropriate life-skills after the intervention. We persisted.

Those of you following our journey more closely might know that we completed our 3-year strategic plan last year and embarked on an ambitious 5-year journey in 2016-17.

What do we hope to achieve in the next 5 years?

We hope to mainstream the conversation around life skills with a singular focus. The dialogue should no more revolve around questions like 'what is life skills?' or 'why life skills?' but instead, pivot around more actionable questions like 'how can high-quality life skills education be accessible to every child in the country?'

Rest assured, while change has been slow, the efforts have not been futile. We are closer to achieving our vision today than we have ever been before. I look forward to sharing this journey with you over the next 5 years and beyond.

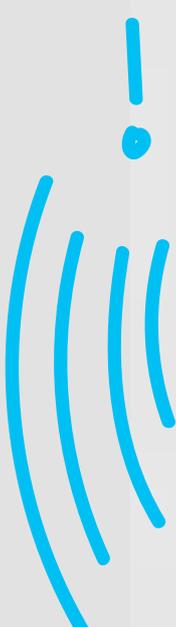
Thank you very much for your continued belief,

With gratitude,

Suchetha Bhat
COO, Dream a Dream



Story of Change



Nitesh M is an 11-year-old boy studying in the 7th grade at one of Dream a Dream's partner schools as a part of our Life Skills programme. His father works as a driver in a small office and his mother works in the garment industry. He has an older brother who studies in the same school.

Nitesh is a smart boy with a creative mind. At the beginning, he appeared hyperactive and was always distracting and interrupting others at the centre while they were speaking. He always had a sense of humour and even during the check-in sessions he would answer in different voices which made everyone laugh.

Surprisingly, during one session where everyone had to choose partners for a blind drawing activity, no one chose to partner with Nitesh. When the rest of the children were later asked why they did not choose Nitesh, some of them said that he always makes jokes and it distracts them. Nitesh seemed dejected for the rest of the session and even chose not to share anything during the check-ins. After a few sessions, I saw him sitting quietly by himself during a drawing activity. He submitted a blank paper and left the class without taking his snacks too.

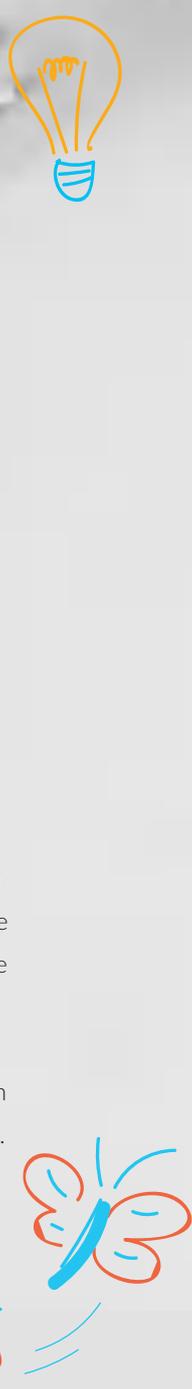
The next day, when he was asked if he was okay and if anyone hurt him, he just said that he is trying to change himself and is ignoring everything around him just so he does not disturb anyone else. He asked if he was doing the right thing. He said that he was happy to be making jokes, poking fun at others, and distracting the class but he wasn't happy because his friends were not pairing with him and talking to him.



The facilitator suggested that when an activity or class was going on that he waited till others completed what they had to say and then he speaks after and all the jokes that he was making was fine unless it was bringing anyone else down. The facilitator offered an agreement that he will call out Nitesh's name if he starts pulling someone down with his jokes. He agreed with a smile.

The next week there was an activity called the 'Sound Circle'. Each participant had to create a sound and pass it on to the next participant who had to add a sound to it and pass it on further. Nitesh was now shy and hesitant at first but then he picked up and began to pass on a variety of sounds. He stopped disturbing others and was fully involved in the activity without hurting or putting anyone down. Shaista, a girl from the same class, said that this was the first time he made everyone enjoy without putting anyone down. While reflecting, he even told everyone that if he is putting anyone down that they would call him out on it and tell him directly instead of not being friends with him. Nitesh now enjoys with his friends and says he wants to become a comedian and make everyone laugh.

The power of Dream a Dream's Life Skills Approach lies in being able to see the strength in every child's behaviour and to help the child reflect and change behaviour that supports them. While Nitesh had the strength of humour and creative imagination, his need to put down someone else was stopping him from fully exploring his potential. Helping Nitesh realize that he can be creative and humorous without putting down someone else was the support he needed to transform.



Strategic Intent



We completed our previous 3-year strategic plan in 2015-16 and set-off on an ambitious 5-year journey this year with the intent to build a movement to equip millions of young people from vulnerable backgrounds with life skills to overcome adversity and flourish in the 21st century. We hope to impact 500,000 young people in the next 5 years.



DIRECT IMPACT:

Deepening insights and impact on the child, through our Innovation Hubs – After School Life Skills and Career Connect Programmes.

REPLICATION:

Enabling over 15,000 Teachers/Educators/ Youth Workers to empower 500,000 young people through Dream a Dream's award-winning creative life skills approach.

SYSTEMIC CHANGE:

a) Investing in and continuously building evidence of the impact of life skills in helping young people overcome adversity and be

prepared for the 21st century.

b) Movement building through champions, influencers and change-makers to voice the criticality and urgency to integrate life skills within learning outcomes.

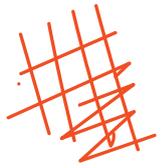
c) Building an eco-system of practitioners, organizations and stakeholders who are integrating life skills within education reform.

FRAMEWORK CHANGE:

Transforming society by influencing policy, changing education paradigms, re-imagining learning through a multi-stakeholder approach using evidence based research and advocacy.



Our Programmes



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 re-imagining 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.



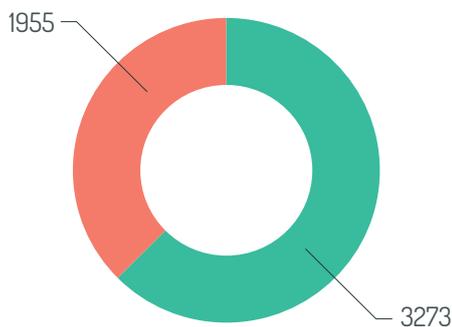
5228
TOTAL
PARTICIPANTS

90.3%
AVERAGE
ATTENDANCE

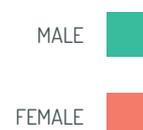
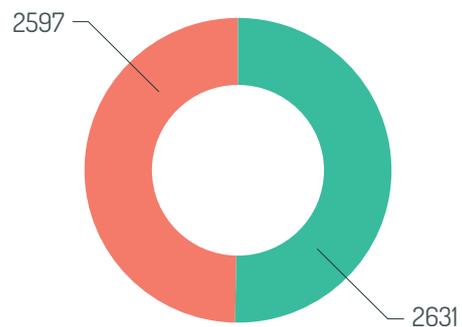
23
PARTNERS

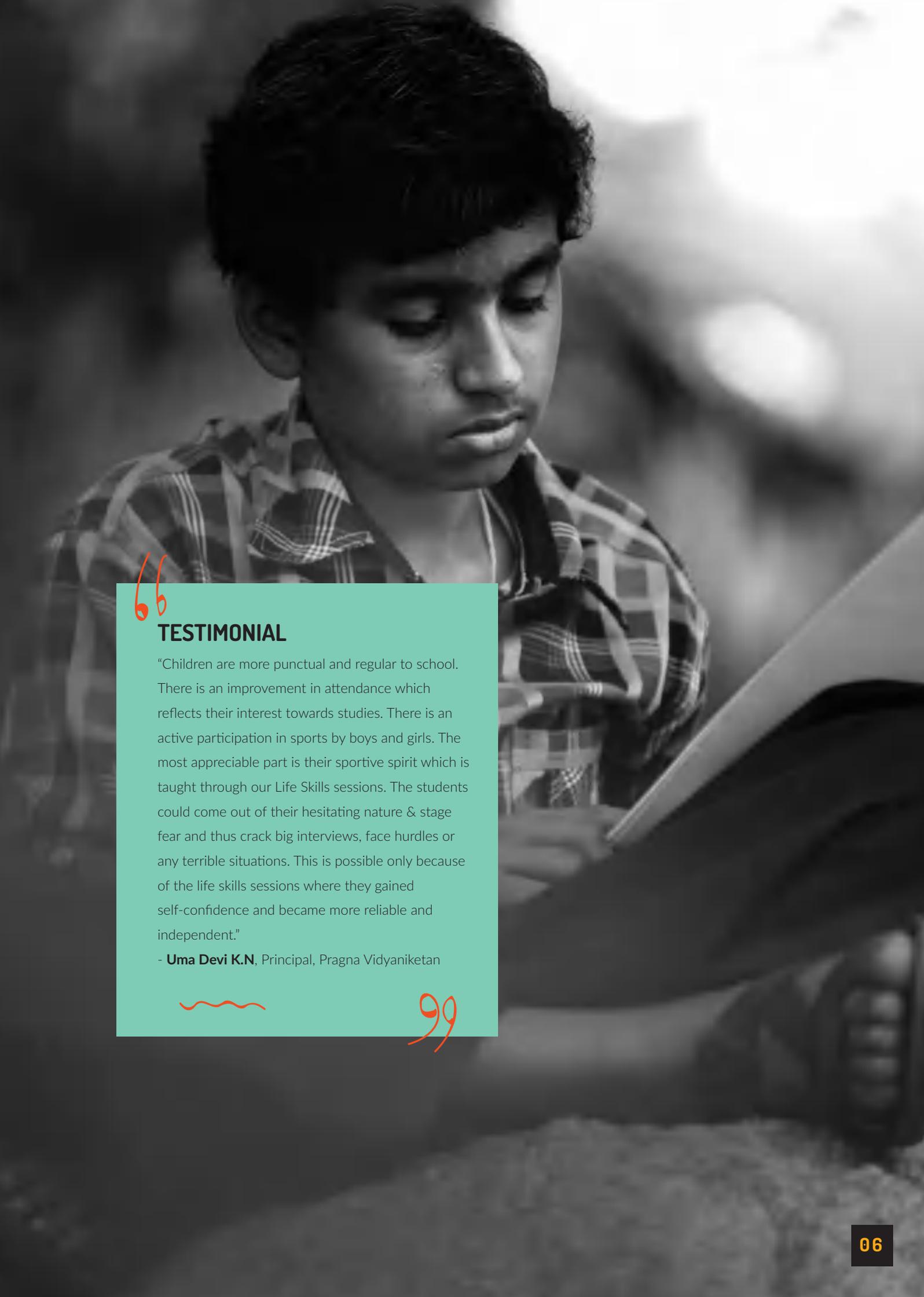
91.2%
RETENTION
RATE

PROGRAMME-WISE DISTRIBUTION
OF PARTICIPANTS ENROLLED



GENDER DISTRIBUTION
OF PARTICIPANTS ENROLLED





66

TESTIMONIAL

“Children are more punctual and regular to school. There is an improvement in attendance which reflects their interest towards studies. There is an active participation in sports by boys and girls. The most appreciable part is their sportive spirit which is taught through our Life Skills sessions. The students could come out of their hesitating nature & stage fear and thus crack big interviews, face hurdles or any terrible situations. This is possible only because of the life skills sessions where they gained self-confidence and became more reliable and independent.”

- **Uma Devi K.N.**, Principal, Pragna Vidyaniketan

~~~~~

99



## CAREER CONNECT PROGRAMME

The programme equips 14-19 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.



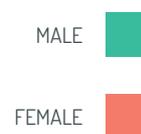
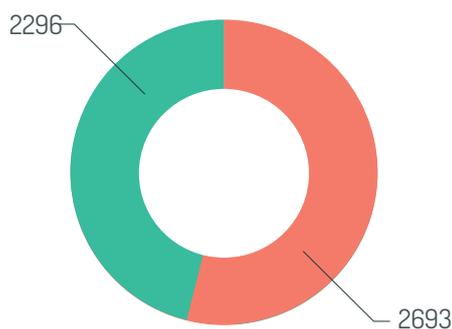
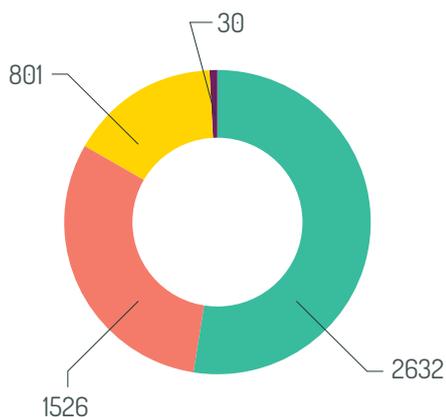
**4989**  
TOTAL PARTICIPANTS

**36**  
PARTNERS

**97%**  
MEANINGFULLY ENGAGED IN CAREER/LIFE

TOTAL OUTREACH\*

GENDER DISTRIBUTION OF PARTICIPANTS



\*In addition, 47 young people got job placements and 199 young people got scholarships.



“**TESTIMONIAL**

"Dream a Dream is a place where all get a chance for their individual ideas to be explored. This is a platform where we can learn new technologies. This platform helps in building self-confidence in an individual to speak in front of a group. Especially, facilitators help us to learn many things related to computers and life skills."

- **Md Naveed S**, Participant, Career Connect

”





## 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, develop listening and validation skills and develop the ability to share feedback authentically and learn facilitation skills.



**1209**  
TEACHERS  
ENROLLED

**34734**  
YOUNG PEOPLE  
IMPACTED

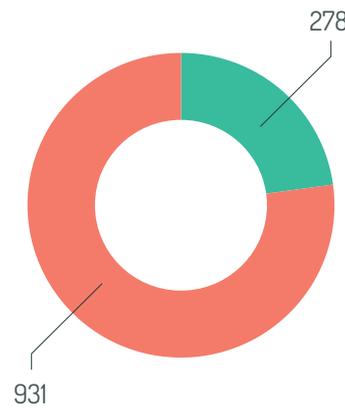
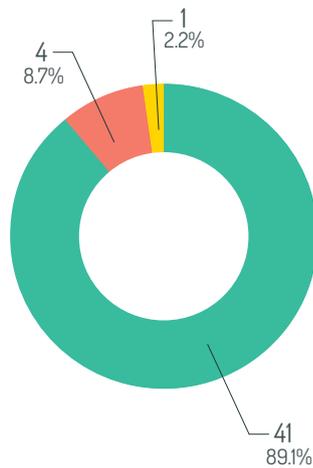
**371**  
TEACHERS WHO  
COMPLETED

**486**  
TEACHERS ON  
COURSE TOWARDS  
COMPLETION

**46**  
PARTNERS

BREAK UP OF PARTNERS

GENDER-WISE DISTRIBUTION



LOW-COST PRIVATE SCHOOLS

GOVERNMENT SCHOOLS

TEACHER TRAINING INSTITUTES

MALE

FEMALE



Chat,  
Creation



## TESTIMONIAL

"It is motivational and good training for teachers and it is very useful for them to interact with students. Both the student's and teacher's abilities and communication skills have improved a lot. Thank you Dream a Dream and hats off to your team for doing good towards the field of education and for giving us the opportunity to be a part of this service."

- **Srinivas NG**, Secretary, Vasavi  
Vidyanikethan School



## RESEARCH AND ADVOCACY



The Research and Advocacy function aims to sensitize the ecosystem to recognize the importance of life-skills. This is done by movement building through champions, influencers and change-makers, building evidence of the impact of life-skills, and integrating life-skills within the education system. This is a new area of scale for us, as we look to transform the ecosystem around the child to integrate life-skills and build a supportive community that prepares young people for the 21st century.

## Story of Change



"I am a teacher at Vidyavahani Residential School at Sirwara, Raichur, Karnataka for the past 7 years. Earlier I used to plan my sessions solely based on my understanding of the syllabus. I simply focused on the delivery and completion of the syllabus and giving and correcting the homework in each class. I believed in controlling the students by punishing them. I attended all four modules of Dream a Dream's Life Skill Facilitation workshop and got to know that there is something more beyond teaching – and that is to know about the child. During each session, I started to unfurl within myself the meaning of being a 'Teacher'. There were many activities which gave me this experience, especially during LSF#3 – "the mirroring activity" I got to know that children not just listen to us, they observe and follow us as well.



I decided to apply my learnings with my 2nd grade children. One day I told them that I won't be using the stick henceforth in the class. All the children in the class shouted in joy and disbelief. "No Sir..., you just can't do that and we are sure that you will use your hands instead to beat us". On hearing these words, I felt ashamed of myself for having created such an image in their mind. I am

### TESTIMONIAL

"Our partnership with Dream a Dream on the Teacher Development Programme has indeed been enriching and has brought in significant insights and learning for us in our work with children and teachers. We believe that this is a great example of a true collaboration, and we intend to nurture this into a strategic relationship in the years to come"

- **Subbu Parameswaran**, Co-Founder & CEO, Learning Curve Life Skills Foundation

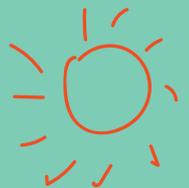


thankful for the training I underwent at Dream a Dream which helped me understand myself and the children.

Since then I always try to understand the children's emotions and respond and not to react instantly. I am trying to be a good listener and I try to validate their feelings. After I stopped punishing the children, I could see that the children became very close to me and the relationship has become more cordial than before. They opened up and started to share their thoughts, ideas and suggestions fearlessly.

Before the training, my style of working, thinking pattern and perception was not in sync, but now, after the training, all these are aligned with each other. My perception towards my profession has changed and is enhanced.

Now I feel that I am a 'Facilitator' rather than a 'Teacher'."



# Organisational Highlights



## **CHAMPION LEVEL – PLATINUM CERTIFIED BY GUIDESTAR INDIA**

We were awarded the platinum level in the GuideStar India NGO Transparency Awards 2017. We have always set high standards of accountability, transparency, and reporting for ourselves and this award gives us an added impetus to set new benchmarks in everything we do.

## **CREATING INROADS GLOBALLY**

**The Lego Idea Conference** - Dream a Dream was a part of the 2016 Lego Idea Conference, which had over 300 international experts talking about quality learning through play. Suchetha Bhat, COO, co-led a session on 'Sustaining Positive Behaviour Change in Teachers', and Vishal Talreja, CEO, shared Dream a Dream's model during a session at the conference. We also designed and facilitated a day-long workshop on 'Impact Evaluation' for 16 Ashoka Globalizer Fellows at the conference.

## **STRENGTHENING OUR STRATEGY**

**The Ashoka Globalizer** - Dream a Dream was a part of the Ashoka Globalizer Programme that supports selected Ashoka Fellows to move beyond local impact to 'tipping' systems at a regional or global level. The process pushed us to our limits in defining and clarifying our five-year strategic plan.

## **CODE FOR GOOD**

Our corporate partner, J P Morgan, organised 'Code for Good' – a CSR initiative that brings together students who brainstorm and arrive at creative technological solutions to cope with the challenges faced by NGOs. Dream a Dream presented an innovative solution on how the development of young people can be tracked

through the Career Connect Programme. This solution is now being developed into an application by the J P Morgan team.

## **CERTIFICATE OF MERIT AWARDED BY WORLD CSR CONGRESS**

Dream a Dream was presented with the Certificate of Merit (Social Cause & Empowerment) at 'India's Most Ethical Companies Conference Awards', instituted by the World CSR Congress.

## **INFLUENCING POLICIES TO PRIORITISE LIFE SKILLS**

As part of our initiative to influence policy, our Research & Advocacy unit submitted its recommendations urging the Ministry of Human Resource Development to invest in life skills to prepare young people for the 21st Century.

## **BUILDING EVIDENCE FOR LIFE SKILLS THROUGH ACTION RESEARCH**

Our research team – in consultation with an external research agency – undertook a study to analyse the impact of life skills on life outcomes. The study compared the life outcomes of young people who attended our programme with a matched control group who did not; the findings will soon be published.





"Thank you very much for your report on the Teacher Development Programme. It was incredibly insightful and very touching to see the journeys you are facilitating both the teachers and pupils to make. I am grateful for your and your team's hard work which is quite apparently having an impact on both the personal- professional development of teachers (as I read in the excerpt from the teacher at Vidyavahani Residential School at Sirwara) but also the creative, transformative and emotional development of underprivileged children who would otherwise not have had the opportunity to explore avenues of education and creativity, opening their eyes and minds to the possibility of success. I look forward to following your journey and wish you and your team at Dream a Dream the very best, with fruitful results from your determined efforts."

- **Alok Oberoi**, Co-founder, ACPI Investment Managers & Oberoi Family Foundation



# Our Supporters for the past 3 years



## WE WOULD ALSO LIKE TO THANK OTHERS WHO SUPPORTED OUR WORK:

Abhinav Agarwal  
 Ajay Raghavan  
 Alexandra & Alexis Henrion Caude  
 Alok Oberoi  
 Aloma Lobo  
 Arjun Dugal  
 Ashwin Kashyap  
 Christopher & Phillida Purvis  
 Colour the World Foundation  
 Deeptha Anand  
 Devang & Manjari Kapadia  
 Devean Pannokaran  
 Dipika V Maiya  
 Dr. David Pearson

Dr. Fiona Kennedy  
 Ed Williams  
 Elizabeth George  
 Hon. Henry De Sio  
 Hillary Grumber  
 Husmukh Patel  
 Jasper Bovenberg  
 Kapil Gupta  
 Karan Sodhi  
 KP Balaraj  
 Kunku Soota  
 Lucky Saraswat  
 Meenakshi Iyer  
 Meera Rao

Narasima Ram Kumar Chari  
 Rahat Nathani (Sulthan Trust)  
 Rajesh Gandhi  
 Rakesh Sanghvi  
 Rucha Desai  
 Ryan Ninan  
 Sandeep Farias  
 Sandeep Goenka  
 Syed Ahmed Charitable Trust  
 TC Meenakshi Sundaram  
 Tejas Parekh  
 The Humming Tree  
 Vidhi Srivastava  
 Vivek Dham



# GOVERNANCE

# TRANSPARENCY & ACCOUNTABILITY

## Jurisdiction and Tasks of Board and Management during 2016-17

### 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 2016-17, the Board met Five (5) times: 4th June 2016, 10th August 2016, 27th September 2016, 25th November 2016, 24th March 2017

### 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 FROM 1<sup>ST</sup> APRIL 2016 – 31<sup>ST</sup> MARCH 2017

| Name           | Position on Board | Meetings Attended | Years on Board | Gender | Occupation    |
|----------------|-------------------|-------------------|----------------|--------|---------------|
| Sandeep Farias | Chairman          | 1                 | 4.5            | Male   | Business      |
| Meera Harish   | Trustee           | 1                 | 3.10           | Female | Service       |
| Deepak Srinath | Trustee           | 5                 | 4              | Male   | Business      |
| Vishal Talreja | Trustee           | 5                 | 5              | Male   | Social Worker |
| Pervin Varma   | Trustee           | 4                 | 2              | 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
- Meera Harish stepped down from the board on 4th June, 2016
- Sandeep Farias stepped down from the board on 19th September, 2016

### MANAGEMENT: DISTRIBUTION OF STAFF ACCORDING TO SALARY LEVELS AS OF MARCH 31<sup>ST</sup>, 2017

| Gross in Salary   | Male Staff | Female Staff | Total Staff |
|-------------------|------------|--------------|-------------|
| < 10,000          | 0          | 0            | 0           |
| 10,000 – 25,000   | 25         | 17           | 42          |
| 25,000 – 50,000   | 16         | 9            | 25          |
| 50,000 – 1,00,000 | 5          | 2            | 7           |
| 1,00,000>         | 2          | 1            | 3           |
| <b>Total</b>      | <b>48</b>  | <b>29</b>    | <b>77</b>   |

## NOTES ON REMUNERATION & TRAVEL

### 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 1,42,000, INR 1,42,000, INR 93,000 per month
- Remuneration of 3 lowest paid staff members: INR 12,000, INR 12,000, INR 12,000 per month

### Travel:

- Total cost of national travel by all staff in the year was INR 9,46,048/-
- Total cost of International travel by all staff in the year was INR 4,53,919/-

### International travel expenditure breakup is as below:

| Name           | Designation             | Destination      | Purpose                                                                                                                     | Expense (INR)   | Sponsored by                                   |
|----------------|-------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------|-----------------|------------------------------------------------|
| Rajesh         | Young Person            | U.S.A            | Passport charges to attend the 1-year Community College Initiative (CCI) Programme in the U.S.A                             | 2,500           | DELL International Services Pvt Ltd and Netapp |
| Prasanna       | Prog Facilitator        | France           | Insurance & Flight Ticket Expenses to attend the Football for Hope Festival 2016 organised by StreetFootballWorld and FIFA. | 3,78,657        | BookASmile                                     |
| Pavithra       | Associate Manager       |                  |                                                                                                                             |                 |                                                |
| Harshitha      | Young Person            |                  |                                                                                                                             |                 |                                                |
| Manoj          | Young Person            |                  |                                                                                                                             |                 |                                                |
| Arbaz          | Young Person            |                  |                                                                                                                             |                 |                                                |
| Priyanka       | Young Person            | Germany & France | Visa and Insurance Expenses to attend Kickapp Cup organised by StreetFootballWorld and SAP                                  | 42,935          | BookASmile                                     |
| Shashi         | Young Person            |                  |                                                                                                                             |                 |                                                |
| Rakshitha      | Young Person            |                  |                                                                                                                             |                 |                                                |
| Rajashekara    | Young Person            |                  |                                                                                                                             |                 |                                                |
| Venkatesh      | Young Person            |                  |                                                                                                                             |                 |                                                |
| Vishal Talreja | CEO, Co-Founder         | Denmark          | Insurance Expenses to attend Lego Idea Conference in Denmark                                                                | 3,473           | Dream a Dream                                  |
| Suchetha Bhat  | Chief Operating Officer |                  |                                                                                                                             |                 |                                                |
| Vishal Talreja | CEO, Co-Founder         | London           | Insurance Charges for UK Trip & Bus Ticket to attend Ashoka Globalizer Meet.                                                | 6,656           | Dream a Dream                                  |
| Vishal Talreja | CEO, Co-Founder         | Kenya            | Visa Charges and Insurance Expenses to attend a conference hosted by Aga Khan Foundation.                                   | 19,698          | Dream a Dream                                  |
| Ansar          | Associate Manager       |                  |                                                                                                                             |                 |                                                |
| Padmaja        | Consultant              |                  |                                                                                                                             |                 |                                                |
| <b>Total</b>   |                         |                  |                                                                                                                             | <b>4,53,919</b> |                                                |



# FINANCIALS

## BALANCE SHEET AS ON 31<sup>ST</sup> MARCH 2017

| PARTICULARS |                                                                    | MARCH 31, 2017     | MARCH 31, 2016     |
|-------------|--------------------------------------------------------------------|--------------------|--------------------|
| <b>I</b>    | <b>LIABILITIES</b>                                                 | <b>INR</b>         | <b>INR</b>         |
| <b>1</b>    | <b>General Fund</b>                                                |                    |                    |
|             | As per last Balance Sheet                                          | 1,09,20,716        | 2,36,13,479        |
|             | <b>Less:</b> Corpus Funds disclosed separately                     | -                  | (22,56,296)        |
|             |                                                                    | 1,09,20,716        | 2,13,57,183        |
|             | <b>Add:</b> In-kind Fixed Assets Received                          | 191                | 249                |
|             | <b>Add:</b> Excess of Income as per Income and Expenditure account | 1,34,62,551        | (1,04,36,716)      |
|             |                                                                    | 2,43,83,458        | 1,09,20,716        |
| <b>2</b>    | <b>Corpus Fund</b>                                                 | 28,10,030          | 22,56,296          |
|             | <b>Add:</b> Net Increment in Corpus during the year                | -                  | 5,53,735           |
|             |                                                                    | 28,10,030          | 28,10,030          |
| <b>3</b>    | <b>Current Liabilities</b>                                         |                    |                    |
|             | Duties & Taxes Payable                                             | 2,24,751           | 1,87,154           |
|             | Other Current Liabilities                                          | 2,30,344           | 2,48,835           |
|             | <b>Total</b>                                                       | <b>2,76,48,583</b> | <b>1,41,66,735</b> |
| <b>II</b>   | <b>ASSETS</b>                                                      |                    |                    |
| <b>1</b>    | <b>Fixed Assets</b>                                                |                    |                    |
|             | As per Schedule                                                    | 40,47,909          | 28,68,534          |
| <b>2</b>    | <b>Investments / Deposits</b>                                      |                    |                    |
|             | Rent Deposit                                                       | 19,00,000          | 17,30,000          |
|             | Fixed Deposit - Banks                                              | 1,48,10,000        | 58,10,000          |
| <b>3</b>    | <b>Cash and Bank Balances</b>                                      |                    |                    |
|             | Cash in Hand                                                       | 45,360             | 26,313             |
|             | Cash at Bank - ICICI Bank Domestic                                 | 9,90,775           | 6,07,568           |
|             | Cash at Bank - ICICI Bank - FCRA Account                           | 36,04,580          | 11,89,585          |
|             | Cash at Bank - Canara Bank                                         | 5,05,987           | 10,73,032          |
| <b>4</b>    | <b>Current Assets</b>                                              |                    |                    |
|             | Staff Advances                                                     | 7,01,494           | 4,37,650           |
|             | Accrued Interest                                                   | 73,267             | 51,217             |
|             | Tax Deduction at Source                                            | 3,32,744           | 2,95,049           |
|             | Loans & Advances                                                   | 6,33,068           | 74,388             |
|             | Deposits - Telephone                                               | 3,399              | 3,399              |
|             | Prepaid Expenses                                                   | -                  | -                  |
|             | <b>Total</b>                                                       | <b>2,76,48,583</b> | <b>1,41,66,735</b> |

## INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2017

| PARTICULARS                                                    | YEAR ENDED 31 <sup>ST</sup> MARCH 2017 | YEAR ENDED 31 <sup>ST</sup> MARCH 2016 |
|----------------------------------------------------------------|----------------------------------------|----------------------------------------|
| <b>INCOME</b>                                                  | <b>INR</b>                             | <b>INR</b>                             |
| Donations - Domestic                                           | 1,17,15,263                            | 44,96,223                              |
| Donations - FCRA                                               | 5,30,30,886                            | 3,10,74,434                            |
| Interest Incomes - Income-tax Refunds                          | -                                      | 11,518                                 |
| Interest Incomes                                               | 7,21,757                               | 11,19,199                              |
| Miscellaneous Incomes                                          | 210                                    | -                                      |
| <b>Total</b>                                                   | <b>6,54,68,116</b>                     | <b>3,67,01,374</b>                     |
| <b>EXPENDITURE</b>                                             |                                        |                                        |
| Core expenses                                                  | 5,15,24,447                            | 4,67,51,651                            |
| Depreciation                                                   | 4,81,118                               | 3,86,439                               |
| Excess of Expenditure over Income transferred to Balance Sheet | 1,34,62,551                            | (1,04,36,716)                          |
| <b>Total</b>                                                   | <b>6,54,68,116</b>                     | <b>3,67,01,374</b>                     |

## RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH 2017

| PARTICULARS            | YEAR ENDED 31 <sup>ST</sup> MARCH 2017 | YEAR ENDED 31 <sup>ST</sup> MARCH 2016 |
|------------------------|----------------------------------------|----------------------------------------|
| <b>RECEIPTS</b>        | <b>INR</b>                             | <b>INR</b>                             |
| Opening balance        | 28,96,498                              | 1,35,43,732                            |
| Donations received     | 6,47,46,359                            | 3,60,61,714                            |
| Interest income        | 6,91,566                               | 12,24,404                              |
| Other receipts         | 83,50,540                              | 2,04,87,192                            |
| <b>Total</b>           | <b>7,66,84,962</b>                     | <b>7,13,17,042</b>                     |
| <b>PAYMENTS</b>        |                                        |                                        |
| Core expenses          | 4,67,67,496                            | 4,04,49,928                            |
| Other expenses         | 2,47,70,764                            | 2,79,70,616                            |
| <b>Closing balance</b> |                                        |                                        |
| Cash in hand           | 45,360                                 | 26,313                                 |
| Bank balance           | 51,01,341                              | 28,70,185                              |
| <b>Total</b>           | <b>7,66,84,962</b>                     | <b>7,13,17,042</b>                     |



Today, our experiences have given us the confidence to emerge as an organisation that is bold and unapologetic in our approach, an attitude that we have learnt from our young people. There is no stopping us now. We look forward to moving ahead making the best of every opportunity, where we harness the potential of young people to open a world of possibilities for them.

## Join us on this exciting journey

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