

# Annual Report '07





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# Director's Report



Dhriiti has moved ahead in its mission to 'stimulate a culture and attitude of enterprise & entrepreneurship for transformation of thought into action, and create a chain of sustainable, efficient & competitive micro enterprises leading towards a better condition of life and living' in the financial year 06-07. This annual report presents in brief the developments Dhriiti has achieved in the financial year. Dhriiti has grown into a 10 member team over 6 members in the last year. Dhriiti has generated approximately Rs. 44 lakhs this year through different activities undertaken across the country. We feel really proud to mention that there has been a very positive growth in Dhriiti and we would like to sustain the growth for the larger good of our beneficiaries.

Entrepreneurship Development Cell initiated the 'Ek Naya Aasman' programme with 6 different NGOs, namely Vidya, Salam Baalak Trust, Manzil, Navjyoti, Literacy India and Deepalaya, at 5 different locations in Delhi NCR. 51 peer leaders were trained in the first batch of Ek Naya Aasman. The 'Entrepreneurs of Tomorrow' programme continued with two schools Ramjas School, R.K. Puram and Mount Carmel School, Anand Niketan. Dhriiti also conducted workshops with some other schools and student members of British Council Library (BCL). This year, the annual event 'IdeaLabs' was conducted in partnership with Oxford Book Store at their outlet at Barakhamba Road, New Delhi.

Micro Enterprise Development and Management Division has successfully set up 17 arecanut leaf plate manufacturing units in the Barpeta District of Assam. State of the art heat press machines have been developed for manufacturing Arecanut leaf plates in Assam. Dhriiti has also conducted trainings for Arecanut leaf plate manufacturing in Barpeta, Assam under the Rural Entrepreneurship Development Programme (REDP) of NABARD. Dhriiti also worked towards creating a producer's institution, Tambul Plates Marketing Co. to institutionalize the marketing activities of the Arecanut plates being manufactured by producers trained by Dhriiti.

Research and facilitation Cell has worked with different organizations spread across the length and breadth of the country in promoting the concept of enterprise and entrepreneurship in different forms. Some of the very interesting RFC activities undertaken was that of Indian Council for Research on Women (ICRW), New Delhi, International Water Management Institute (IWMI), Anand, Nasscom Foundation and Friends of Women's World Banking (FWWB), Ahmedabad.

Dhriiti looks forward to take its mission and vision to more number of people and organization to spiral it into a movement towards an enterprising and entrepreneurial India. In service of the nation...

Anirban Gupta  
**Executive Director**  
**Dhriiti - The Courage Within**



# Entrepreneurship Development cell Report



Entrepreneurship Development Cell (EDC) was created with the dream of putting the entrepreneurial bug in the minds of young people in India. The strategy was to grow through institutional partnerships and reach out to as many young people as possible. It all started with reaching out to young people in schools, colleges, and libraries. Last year, however, added a new dimension to the activities of EDC with the launch of 'Ek Naya Aasman' - an entrepreneurship training programme for the participants of Non Formal Education section.

### Ek Naya Aasman

April 2006 began with the start of the preparation of Ek Naya Aasman training manual. Those were six very eventful months when the ENA team would sit, sometimes with friends, advisors and sometimes by themselves, trying to figure out Hindi translations for "out of the box thinking" and a more positive word for leader than '*Neta*'. The long days and almost sleepless nights that went into putting together a 48 session, 72 hours curriculum resulted in some very exciting outcomes. A floor game - 'Find Your Way' - to learn the risk taking aspect in a business, a web making exercise to learn about win-win relationships, a simulation game - Mast Shaher - to simulate the business environment in the classroom and do business, a motivational session where fears were to be burnt and stamped and killed forever, a song to understand the working of a bank - the team was sure that it would be fun!

October 2006 saw the launch of the first batch of training with 51 youth from 6 different NGOs, namely Vidya, Salam Baalak Trust, Manzil, Navjyoti, Literacy India and Deepalaya, at 5 different locations in Delhi NCR.

The trainings started with a lot of excitement as it was to be a new experience with different participant groups and probably the first time that EDC was conducting a very structured, well planned programme.

The first batch saw the young participants opening up from their shells, discovering their own selves, getting inspired, daring to ask questions, owning up their first ventures, creating marketing plans, managing to draw budgets and finally making confident business plan presentations. It was an enriching experience for the entire team to see confidence and future take shape.

The first batch of training was also full of small blunders and lots of learning. From coordination to participation, almost everyday came with a new challenge. The ENA team was prepared for some and tackled all. Power cuts, leaking roofs, locked training halls, strikes in the city, fire in the slums...but ENA team knew only one thing..."THE SHOW MUST GO ON".

### Entrepreneurs of Tomorrow Programme

EDC could manage to spend little time on other aspects since ENA was a new born wanting to be settled. The Entrepreneurs of Tomorrow Programme continued in the two existing chapters - Ramjas School, R K Puram and Mount Carmel School, Anand Niketan. Our relationship with the two schools has become even better with the schools understanding and buying into our philosophy.

Mrs. Meera Balachandran (Principal, Ramjas School), who was the first person to allow us to set up a chapter, continually supported and guided us through the year. The students of Ramjas School started seeing Dhriiti entrepreneurship chapters as a place where they could experiment and learn. This was most evident when, on the final day of the chapter activities, the chapter members put up their small ventures in school - Car wash, food stalls etc. - and invited participation from all across the school. There were students as young as Fifth graders enthusiastically doing the car wash and simultaneously trying to pronounce the complex term of Entrepreneurship!

Mrs. Sashikala Parmeswar (Entrepreneurship Faculty, Mount Carmel School), completely trusted and enjoyed our activities in the chapter. The batch at the school was initially very under confident and unsure but Entrepreneurship Chapter activities helped them open up and express their ideas.

### Workshops

Workshops have always been an experimentation and learning field for EDC. This year also saw some new workshops coming our way. Aadharshila, a new school which believes in providing a complete learning experience to students invited us to conduct an entrepreneurship workshop for students of 8<sup>th</sup> standard. Most of the participants had experienced such a workshop for the first time. Also, the concept of entrepreneurship was novel but interesting. In a short span of 3 hours, we managed to excite the participants to not just generate some wonderful enterprise ideas but also communicate them effectively to the rest of the group.

We continued our partnership with the British Council Library. A series of 4 workshops on different aspects of entrepreneurship was conducted for participants in the age group of 12 to 16 years.

This year, the annual event 'IdeaLabs' was conducted in partnership with Oxford Book Store at their outlet at Barakhamba Road, New Delhi. As earlier, we had a mixed participant group from schools like Sardar Patel Vidyalaya and Cambridge and NGOs like Deepalaya and Prayas. The workshop was in the form of a 3 day simulation game ending with a market day where all the participants produced innovative products out of old newspapers and sold them.

This year we were also invited by National Council for Educational Research & Training (NCERT) for a review workshop for a project titled 'Promoting Entrepreneurial Spirit among Upper Primary Stage Students - An Experimental Study'. By being a part of the discussion about entrepreneurship education for young students, we not only learnt a lot but were also reassured of our own work and strategy.

## New Team

Nothing would have been possible, had it not been for the wonderful team that EDC got together in this year. We grew from a 1 member team to a 3 member team with multiplied passion and energy.

Mariam Jafri, a sociology post graduate with the entrepreneurial bug right in place, joined us at a time when ENA trainings were about to begin. We could barely induct her ...she took charge. She has everything that you need to be a Dhriiti -ite!

Afzal Rashid, a social worker by profession and a footballer at heart, brought in new life to the team. Soft spoken but very dedicated, he is an excellent people's person. He probably knows more people in the ENA partnership base than the entire team put together.

## Future Plan

In the coming year, the most important agenda for EDC will be to put all its experiences and learning together and build on to the efforts of the past. The ground is ready, its time to sow.

Ek Naya Aasman learnings will be ploughed back to create a robust programme for future. We have made our place in the minds of the participants. Its time to grow. Through follow ups and refreshers, the fire in them will have to be kept alive. In the following batches, there will be more inspiring young people joining the revolution. We will have to keep the spirit going!

Entrepreneurs of Tomorrow Programme will add a new school to its network and in the coming year will also launch its programme at the University Level. This will require studying thoroughly the new participant group and creating a content to match their needs.

EDC grows through workshops as they help us explore unknown areas. This year also EDC will conduct workshop with varied groups and add to its knowledge and partner base.

In the end, there is one line that captures the spirit of EDC. This is something we use in our presentations and it fits us too...

**...people, who are crazy enough to think they can change the world, are the ones who do...!!!**



# Micro enterprise Development and Management Report



## About MEDM

The MEDM division of Dhriiti works to promote and develop small and medium enterprises in rural and semi urban areas. While EDC practices preventive medicine, the MEDM division practices curative medicine for the unemployment problem in India by setting up enterprises with unemployed youths. MEDM invests its time and money in promoting enterprises that can be replicated easily throughout a region, once the initial model is ready. The division intends to set up clusters of cottage/tiny industries with their own marketing federations in different geographical locations. MEDM's implementation process is unique as it provides a complete end-to-end solution to set up the value chain and supply chain of an industry. We cover all the aspects of enterprise promotion right from technology development, to training, to financial linkages, to marketing linkages and lastly institutional development for long term sustainability.

## Background

The MEDM division started with it's first project of promoting arecanut leaf plate manufacturing in the North Eastern states of Assam and Meghalaya in November 2004. After conducting initial studies the pilot initiative was started in Barpeta district of Assam in April 2005 and was supported by Friends of Woman's Word Banking (FWWB) under the USAID Innovation Fund. The basic objective was to set up small manufacturing units of disposable plates and bowls made from the sheath of Arecanut leaves in Barpeta district of Assam. In the last financial year Dhriiti created the groundwork for this project through its pilot production centre. We had conducted awareness camps, training programmes and exposure visits for our first lot of beneficiaries. We also initiated R&D work on the machines with IIT, Guwahati to reduce the production risks, though it did not yield positive results. At the same time worked on financial and other linkages to promote the industry. We built up a knowledge base on various aspects like raw material collection, production process, machinery, financial feasibility, market demand and existing dynamics of this region.

## Progress in this Financial Year (2006-07)

In 2006-07 Dhriiti made full use of the learning's it had from the failures and experiences of the last financial year and has been able to promote 17 arecanut leaf plate manufacturing units in Barpeta district of Assam. Apart from Barpeta it has also promoted another unit at Tura, Meghalaya. Suitable machines and finance were the biggest bottleneck of 2005-06 and we were able overcome both of them successfully in this financial year. We didn't loose heart from the failure of IIT, Guwahati in developing the machines but instead started working with Sandhya Engineering Concern (SEC), a small manufacturer from Howrah. We worked with them in their workshop in Howrah for 3 weeks and developed the right kind of machines for the North East Region. In case of financing, we first convinced NABARD regarding the feasibility and the scope of the project and then with the help of NABARD we were able persuade State Bank of India and Assam Gramin Vikash Bank to finance the initial units. A new set of beneficiaries were also trained through a NABARD sponsored Rural Entrepreneurship Development Programme (REDP), through which we were able to identify some new entrepreneurs. The details of the activities done in 2006-07 are given below.

Table 1: Activities undertaken in the financial year 2006-07 by MEDM

Apr 2006	<ol style="list-style-type: none"> <li>1. Started designing new machine with SEC.</li> <li>2. Relaunched the project and started networking afresh with beneficiaries, financers and all other concerned parties.</li> </ol>
May 2006	<ol style="list-style-type: none"> <li>1. Conducted month long training programme in Barpeta covering both technical and entrepreneurial aspects with new set of beneficiaries.</li> <li>2. Made the new machine at SEC workshop under direct supervision.</li> <li>3. Installed the new machine at Pilot unit and tested it. At the same time streamlined rest of the production process to suit the new machine.</li> </ol>
Jun 2006	<ol style="list-style-type: none"> <li>1. Conducted half day programme to inaugurate the new machine. Both new and old sets of beneficiaries and financers were present in the programme.</li> <li>2. Convinced bankers to finance the 20 units with the help of NABARD.</li> <li>3. Selected the 20 best entrepreneurs from the pool of 40 trained beneficiaries.</li> <li>4. Relaunched the product in the market in the old channels.</li> </ol>
Jul 2006	<ol style="list-style-type: none"> <li>1. Made a project proposal with lesser investment, with which the bankers were more comfortable and applied to various banks for financing.</li> <li>2. Promoted the product in new locations like temples, tourist spots etc.</li> </ol>
Aug 2006	<ol style="list-style-type: none"> <li>1. Arranged 30% subsidy from KVIC to strengthen the bank proposals.</li> <li>2. Completed all formalities for processing the bank loan.</li> <li>3. Promoted the product in Kolkata and Delhi.</li> </ol>
Sep 2006	<ol style="list-style-type: none"> <li>1. SBI &amp; AGVB sanctioned 16 loans and machines were ordered to SEC.</li> <li>2. Completed designing each unit with the respective beneficiaries.</li> </ol>
Oct 2006	<ol style="list-style-type: none"> <li>1. Machines transported to Barpeta and distributed to beneficiaries.</li> <li>2. Registered the units with Industries department and completed all other legal and statutory requirements.</li> </ol>



Nov 2006	1. Construction of units and installation of machines. 2. Set up 1 unit in Tura, Meghalaya for an NGO named Bethany Society.
Dec 2006	1. Addressed all initial problems faced by the beneficiaries. 2. Raw material collection started by beneficiaries.
Jan 2007	1. Commercial production started by the beneficiaries. 2. Sales initiated in local markets. 3. Started preliminary work for setting up a producer association of the arecanut leaf plate manufacturers.
Feb 2007	1. Conducted advanced level technical training programme. 2. Started promoting the product in Guwahati through various exhibitions.
Mar 2007	1. Formed "Tambul Plates Marketing Company" (TPMC) for marketing the products. TPMC is a joint initiative of Dhriiti and its beneficiaries where both have invested equally.

Each manufacturing unit has an initial investment of Rs. 75,000/- including machinery, building and working capital for 2 months. The entrepreneurs have contributed 5% of the initial investment and the rest is loan from bank. 14 entrepreneurs have also got 30% back end subsidy from Khadi Village Industries Commission (KVIC) under their Margin Money Scheme (MMS) of Rural Employment Guarantee Programme (REGP). The manufacturing unit consists of a machine room and a raw material stock room. All the units have 2 arecanut leaf plate machines with 3 dies. Each of the dies can be fitted in both the machines. All the parts of the machine are flexible and easily replaceable. The machines can be operated by both gas and electricity, but as gas is cheaper and easier to get in rural areas, it has been kept as the primary source of providing heat. The units have a capacity to process 1,50,000 pieces of arecanut sheaths per annum producing around 5,00,000 plates/bowls. Presently it is estimated that at 50% capacity utilization the beneficiaries would be able to produce 2,50,000 pieces of plates and bowls.

Table 2: Financial Feasibility of Manufacturing Unit

S. No.	Particulars	Amount / Quantity
1	Initial Investment required	Rs. 75,000/-
2	Annual Production (300Days)	2,50,000pieces
3	Average Cost of Production per piece *	Rs 0.30/-
4	Average Selling Price per piece**	Rs 0.48/-
5	Annual Projected Turnover	Rs. 1,20,000/-
6	Annual Projected Profit after Depreciation and Interest	Rs. 45000/-

\*Cost of production includes wages @ Rs1000/mth for 3 workers which in most cases would be family members and come in as extra income.

\*\* This is a conservative price considering the fact that the product is new to the market.

We have not only been able to develop energy efficient machines which are the best for North East but also have been able to streamline the process and other aspects of production so that the production risks are reduced to minimal for the small producers. Apart from technology, mainstreaming of finance has been another big achievement. Dhriiti was very clear from the beginning that it will not do refinancing to the beneficiaries but would directly link them up with financial institutions. It has been a long struggle for Dhriiti with the financial institutions in these two years. But the good part is that at the end the beneficiaries have got loans from mainstream institutions and have been also able to get the bonus of a subsidy without paying bribes. Another advantage is that SBI and AGVB have a reach in almost all locations of Assam and if these units are successful then they are ready to finance more units.

Dhriiti has been also able to promote the product successfully in the market. It has not only promoted the product within Assam but also in other cities like Kolkata, Delhi, Siliguri, Shillong, Jamshedpur, Hyderabad, Haridwar etc. We have also received bulk orders of around 10,00,000 - 12,00,000 pieces. Though we were unable to supply due to lack of production back up yet receiving the order indicates there is actual demand for the product in the market. Market promotion has been done not only with channel players like wholesalers and retailers of disposable goods but also with bulk end users like sweet shops, temples, hotels and restaurants in tourist locations, caterers etc.

To ensure the sustainability of the project we have also formed a company named "Tambul Plates Marketing Company". TPMC is a joint initiative of Dhriiti and the existing entrepreneurs and its primary responsibility is to provide buy back guarantee to the producers and market the products in external locations. In future when Dhriiti withdraws from the project TPMC would also provide other services like R&D, financial linkage etc.

It has been a very valuable learning experience for Dhriiti over the last two years. We have realized that implementation of an enterprise development project is just not about creating a value chain but to simplify the process for each and every stakeholder in the value chain and creating a win-win relationship between all the stakeholders. We have successfully created this relationship, but what needs to be done hereafter is to strengthen this relationship both in terms of quantity and quality. Dhriiti plans to promote 100 more units in the next financial year and establish effective and efficient operations of TPMC.

# Research & Facilitation cell Report





Research and Facilitation Cell (RFC) of Dhriiti is involved in research activities in the field of entrepreneurship and enterprise development. The division envisions creating an overall conducive environment for promotion of enterprises and a culture of entrepreneurship. The division works with different enabling agencies from the government to civil society organizations, facilitating and adding value to their sphere of activity for the overall development of enterprises and entrepreneurship in the country.

In '06-'07, Dhriiti RFC has worked with organizations working with different target groups. Dhriiti has done some very exiting projects in different parts of the country, which not only adds to RFCs work profile but also the tremendous experience and knowledge that Dhriiti is gaining in diverse fields related to Entrepreneurship and enterprise development.

- Conducted a one-day workshop on orienting the trainers on the financial literacy curriculum to be delivered to underprivileged youth. The workshop was conducted for **GE Money**.
- Developed a business plan of a handicraft retail store for **Rangsutra** - a producer company comprising five different handicraft groups in the country.
- Invited by **National Council for Educational Research & Training (NCERT)** for a review workshop for a project titled 'Promoting Entrepreneurial Spirit among Upper Primary Stage Students - An Experimental Study'.
- Conducted a sub sector analysis for identifying enterprise & livelihood opportunities for youth & women self help groups in Roorkee district, Uttar Pradesh. This study was conducted under the corporate social responsibility initiative of **Asahi Glass Ltd**.
- Conducted a production and market feasibility study for Kashmir Handmade Pashmina in the Srinagar District of Jammu & Kashmir with **Wildlife Trust of India (WTI)**, New Delhi.
- Conducted an exploratory study of 6 NGOs in the states of Bihar and Jharkhand who are the implementing partners of the Disha Project of **Indian Council for Research on Women (ICRW)**, New Delhi.
- Conducted an Entrepreneurial Motivation and skill building training for **NASSCOM Foundation** in Bhubaneswar, Orissa. The training was conducted for the ICT Knowledge Centre Managers in the state of Orissa.
- Initiated the data collection process for "**Situational Analysis and Livelihood Intervention Project**" in 3 districts of Assam for **International Water Management Institute (IWMI)**, Anand.

- Conducted a weeklong training with Project Coordinators of six different NGOs working in Bihar and Jharkhand. The training was done to build the capacities of the coordinators to conduct Entrepreneurship Development Programmes with their respective communities. The training was conducted for **Indian Council for Research on Women (ICRW), New Delhi.**
- Conducted a study on 'Rise in Cost of irrigation due to rise in diesel prices' for **International Water Management Institute (IWMI), Anand.**
- Conducted a exploratory study for setting up Micro Enterprise Division at **Viveka Service Society, Bapatla, Andhra Pradesh.** The Study was initiated by **Friends of Women's World Banking (FWWB), Ahmedabad.**
- Conducted a 3-day conceptualization workshop for setting up of micro enterprise Division at **Viveka Service Society, Bapatla, Andhra Pradesh.** The workshop was initiated by **Friends of Women's World Banking (FWWB), Ahmedabad.**

# Financial Report



# "DHRITI"

The Courage Within

Samaj Kalyan Appartments, Bodella Phase - II, Vikas Puri

NEW DELHI

CONSOLIDATED BALANCE SHEET AS AT 31ST,MARCH,2007

	Schedules	(Amount in INR)
		Current Year
<b><u>SOURCES OF FUNDS</u></b>		
<b>I.FUND BALANCES:</b>		-
a.Asset Fund		98,418.00
b.Membership Fund		16,500.00
c. General Reserve	[01]	327,385.00
<b>II.LOAN FUNDS:</b>		
a.Secured Loans		285,787.00
b.Unsecured Loans	[02]	152,992.00
<b>TOTAL Rs.</b>	<b>[ I + II ]</b>	<b>881,082.00</b>
<b><u>APPLICATION OF FUNDS</u></b>		
<b>I.FIXED ASSETS</b>		-
Opening Balance on WDV	[03]	153,124.00
Add : Addition During the year		645,501.00
Less: Depreciation for the year		171,339.00
Closing Balance on WDV		<b>627,286.00</b>
<b>II.CURRENT ASSETS, LOANS &amp; ADVANCES:</b>		
a.Loans & Advances	[04]	42,503.00
b.Cash & Bank Balance	[05]	540,099.00
	<b>A</b>	<b>582,602.00</b>
<b>Less:CURRENT LIABILITIES &amp; PROVISIONS:</b>		
a.Current Liabilities	[06]	45,841.00
b. Unspent Project Grant Balance		282,965.00
	<b>B</b>	<b>328,806.00</b>
<b>NET CURRENT ASSETS</b>	<b>[ A - B ]</b>	<b>253,796.00</b>
<b>TOTAL Rs.</b>	<b>[I+II]</b>	<b>881,082.00</b>

**Significant Accounting Policies and  
Notes to Accounts**

[21]

**The schedules referred to above from an  
integral part of the Balance Sheet.**

**IN TERMS OF OUR REPORT ON EVEN DATE**

For & on behalf :

**S.SAHOO & CO.**

**Chartered Accountants**

For:

**"DHRITI"  
The Courage Within**

**[CA.Subhjit Sahoo, FCA,]**

Partner

MM No. 057426

Place :New Delhi

**Anirban Gupta**

President

**Nidhi**

**Arora**

Treasurer

# "DHRIITI"

The Courage Within

Samaj Kalyan Appartments, Bodella Phase - II, Vikas Puri  
NEW DELHI

## INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31/03/2007

	Schedules	(Amount in INR)
		Amount (Rs)
<b><u>I. INCOME</u></b>		
Grant In Aid	[07]	2,567,516.00
Grant In Aid (Research Programme)		635,998.00
Reimburshment Fees		71,922.00
Grant in Aid Receivable		10,500.00
Income from Pilot Unit (Sale of Product)		123,506.00
Other Income	[08]	168,047.00
HO Facilitation Charges		808,312.00
<b>TOTAL Rs.</b>		<b>4,385,801.00</b>
<b><u>II. EXPENDITURE</u></b>		
Recurring Expenses (Administration)	[09]	1,032,959.00
Pilot Unit Expenses (Admininstration)	[10]	33,102.00
Recurring Expenses (Programme)	[11]	2,007,572.00
Pilot Unit Expenses (Programme)	[12]	10,750.00
Damage / Loss of Stock		170,805.00
Depreciation		171,337.00
<b>TOTAL Rs.</b>		<b>3,426,525.00</b>
<b>III.EXCESS OF INCOME OVER EXPENDITURE</b>	<b>[I - II ]</b>	<b>959,276.00</b>

**Significant Accounting Policies and  
Notes to Accounts**

[21]

**The schedules referred to above from an  
integral part of the Income & Expenditure Account..**

**IN TERMS OF OUR REPORT OF EVEN DATE**

For & on behalf :

**S.SAHOO & CO.**

**Chartered Accountants**

For:

**"DHRITI"  
The Courage Within**

**[CA.Subhjit Sahoo, FCA,]**

Partner

MM No. 057426

Place :New Delhi

**Anirban Gupta**

President

**Nidhi**

**Arora**

Treasurer



# "DHRITI"

The Courage Within

Samaj Kalyan Appartments, Bodella Phase - II, Vikas Puri  
NEW DELHI

## CONSOLIDATED RECEIPTS & PAYMENT ACCOUNT FOR THE YEAR ENDED 31/03/2007

	Schedules	(Amount in INR)
		Current Year
<b><u>RECEIPTS</u></b>		
<b>OPENING BALANCE</b>		
Cash in Hand		19,885.00
Cash at Bank(SBI A/c.)		6,377.00
Cash at Bank(ICICI Bank A/c.)		62,443.00
<b>GRAN IN AID RECEIVED</b>		
<i>Grant</i>	[13]	2,850,482.00
<i>Reaserch Grant</i>		612,595.00
Grant in Aid receivable (IWMI)		80,000.00
Grant in Aid receivable (Learning Fellowship)		10,000.00
HO Facilation Charges		808,312.00
Income from Pilot Unit (Sale of Product)		123,506.00
Other Income	[08]	166,006.00
Reimburshement Received		71,922.00
<b>TOTAL Rs.</b>		<b>4,811,528.00</b>
<b><u>PAYMENTS</u></b>		
<b>RECURRING &amp; NON RECUURING PAYMENTS</b>		
Recurring Expenses (Administration)	[15]	818,359.00
Pilot Unit Expenses (Admininstration)	[16]	21,244.00
Recurring Expenses (Programme)	[17]	1,989,690.00
Pilot Unit Expenses (Programme)	[18]	10,750.00
Payment of Current Liabilities	[19]	168,932.00
Loans & Advances	[20]	992,615.00
Non Recurring Expenses	[03]	269,838.00

<b>CLOSING BALANCE</b>		
Cash in Hand	[05]	9,065.00
Cash at Bank(ICICI Bank A/c.)		248,589.00
Cash at Bank(ICICI Bank A/c.)(FCRA)		281,023.00
Cash at Bank(State Bank of India)		1,423.00
<b>TOTAL Rs.</b>		<b>4,811,528.00</b>

**Significant Accounting Policies and  
Notes to Accounts**

[21]

The schedules referred to above from an  
integral part of the Receipt & Payment Account.

IN TERMS OF OUR REPORT OF EVEN DATE

For & on behalf :  
**S.SAHOO & CO.**  
Chartered Accountants

For:  
**"DHRIITI"**  
The Courage Within

[CA.Subhjit Sahoo, FCA,]  
Partner  
MM No. 057426

Anirban Gupta  
President

Nidhi  
Arora  
Treasurer

Place :New Delhi

### **Head office:**

A-17, (2<sup>nd</sup> Floor), Dayanand Colony,  
Lajpat Nagar - IV, New Delhi - 110024  
Tel: 011-65963639 Fax: 011 - 26214262  
Email: [info@dhriiti.org](mailto:info@dhriiti.org)  
Website: [www.dhriiti.org](http://www.dhriiti.org)

### **Site office:**

Ward No. 9, Metuakuchi, B B Road,  
Barpeta, Assam - 781301  
Tel: 03665 - 236044