



**ACCESS Development Services**  
enabling economic empowerment

**ANNUAL REPORT 2014-15**







# ACCESS Development Services

*enabling economic empowerment*

## Annual Report 2014-15





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## Vision

Access is the global partner of choice providing inclusive and innovative livelihood solutions enabling the poor to overcome poverty and live with dignity.

## Mission

To build the capacity of community-based institutions that deliver relevant financial and livelihood development services to the poor and unreached households.



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## Chairman's Message

Since its incorporation in March 2006, ACCESS has completed nine years of its operation as a pro-poor livelihood promotional and strengthening institution. During this period, it was fortunate to receive support from a wide range of national and international organisations including dedicated funding agencies like Care, UNDP, World Bank, several central and state government ministries and departments, apex institutions like NABARD, SIDBI and SFAC and various foundations like Citi Foundation, Ford Foundation, Rabo Bank Foundation, HSBC Foundation etc. among many others. With their continued and valuable support, ACCESS has grown year after year. Accordingly, its programme portfolio over the years has become far more diversified with added complexity and demanding. ACCESS today implements a range of projects on the ground, provides management consultancy services to several State Rural Livelihood Missions (SRLMs) and other organisations and holds various round-tables, workshops and conferences besides publishing policy briefs and articles to educate and support livelihood promotion policies of the States.

During the year, the programme activities of ACCESS have expanded further in its focus States of Andhra Pradesh, Madhya Pradesh, Odisha, Rajasthan and West Bengal. In Delhi, ACCESS forged into a new partnership with the United Nations High Commissioner for Refugees (UNHCR) to start a very innovative and complex project with 2,000 refugees - primarily of Myanmar, Afghanistan and Somalia origin - which promises to transform into long term partnership. In agriculture, ACCESS further strengthened its partnership with the Small Farmers Agribusiness Consortium (SFAC) with start of new projects in Madhya Pradesh, Odisha, Rajasthan and West Bengal. During the reference year, ACCESS also has initiated new partnership with the West Bengal State Watershed Development Agency (WBSWDA) to implement a long term Integrated Watershed Management Project (IWMP) in South 24 Parganas District of West Bengal. ACCESS continued to work with the 40 Farmer Producer Organisations (FPOs) that it established over the years under different programmes. While

ACCESS has achieved substantial success in making some of them operationally viable and others continue to grow in their formative stage and therefore need to be supported and nurtured for, to emerge operationally sustainable. ACCESS strongly believes that unless there is a scale and the community can manage their own livelihoods, development programmes will struggle to be sustainable.

In the non-farm sector, ACCESS continued its work towards enhancing the income of the artisans engaged in fashion jewellery under the UPLIFT project funded by Michael and Susan Dell Foundation (MSDF) and supported the handloom weavers in Andhra Pradesh under the Handloom Enterprises and Livelihoods Promotion (HELP) project, which aims to leverage the successful SHG movement for promoting entrepreneurship among the handloom weaver households. During the year, ACCESS renewed partnership with the Society for Elimination of Rural Poverty (SERP) to support marketing initiatives of the SHGs under the Development of Women and Children in Rural Areas (DWCRA) in Andhra Pradesh.

Under its national level policy initiatives, inclusive Finance India Summit and Livelihoods Asia Conferences were held in December 2014. Based on the experiences of Microfinance India Summit, ACCESS, from 2014, expanded the ambit of its efforts to broadly support the larger national campaign for universalization of access to finance initiated by the Government of India and the RBI. Appropriately, in 2014, ACCESS organized the 11th Summit, restyled as Inclusive Finance India Summit, which contributed more effectively to the larger agenda of financial inclusion through deliberations and discourse amongst banks, outreach partners, Ministry of Finance, RBI, technical and research agencies, and sector experts. The Summit received an overwhelming participation of more than 700 delegates, 123 speakers who contributed to the deliberations and debates across 19 sessions during a two-day programme. Importantly, the Summit had witnessed participation from RBI, Ministry of Finance, SBI, HSBC, IFC, Standard Chartered, MetLife Foundations, SIDBI, UNDP, NABARD, Citi, RaboBank, The World Bank, ACCION, Moody's, BMGF, MasterCard, IDFC, IndusInd Bank, IDBI, Bharatiya Mahila Bank,



Bandhan, as strong supporters, who helped in building a unified vision for achieving universal financial Inclusion in India. As regards the Livelihood Asia Conference, ACCESS has been receiving several requests as well as feedback in the past few years on the need and significance to develop and establish a similar platform in the region to share important experiences, innovative programmes and critical issues, which offer a significant potential for cross learning. Appropriately, in 2014, ACCESS expanded the scope of the Livelihoods India Conference to transform it into a regional platform styling it as the Livelihoods Asia Summit, which advanced participation as well as cross pollination and sharing of experiences from India, and representation from the SAARC countries.

My special thanks to all the partner funding agencies and organisations including Government departments, research institutions, agri-universities, local bodies etc. for their continued support during the year and I am sure, with their sustained support ACCESS will be able to achieve many more milestones in the coming years. My sincere thanks also goes to the member directors of the governing boards of ACCESS and its other affiliated institutions for their continued guidance and active support to shape ACCESS's policies and vision from time to time. And, finally, thanks to all the ACCESS employees for their commitment and dedication to work to uphold and promote the cause of ACCESS under the able leadership of CEO, Vipin Sharma.

Sanjeev Asthana  
Chairman



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# The CEO Speaks

During the year under review ACCESS has further consolidated its activities in the livelihood programme and forged some new partnerships to launch a few very innovative programmes such as in partnership with the United Nations High Commissioner for Refugees (UNHCR) to implement a programme for the refugees in Delhi; promotion of handicrafts among the minority community in partnership with the Ministry of Minority Affairs; a watershed project in West Bengal; supporting marketing initiatives of the SHGs under the Development of Women and Children in Rural Areas (DWCRA) in partnership with the Society for Elimination of Rural Poverty (SERP) in Andhra Pradesh etc. Besides these programmes, ACCESS obtained new projects in Madhya Pradesh, Odisha, Rajasthan and West Bengal in partnership with the Small Farmers Agribusiness Consortium (SFAC) in addition to continue support the 40 Farmer Producer Organisations (FPOs) that it established over the years under different programmes. As expected, some of these programmes' deliverables are quite complex and demanding because of their very nature of work and area of operation. ACCESS today implements a range of projects on the ground, provides management consultancy services to several State Rural Livelihood Missions (SRLMs) and other organisations and holds various round-tables, workshops and conferences besides publishing policy briefs and articles to educate and support livelihood promotion policies of the States. Over the years ACCESS's programmes have become diversified and far more demanding.

In the non-farm sector, ACCESS continued its work towards enhancing the income of the artisans engaged in fashion jewellery under the UPLIFT project funded by Michael and Susan Dell Foundation (MSDF) and supported the handloom weavers in Andhra Pradesh under the Handloom Enterprises and Livelihoods Promotion (HELP) project, which aims to leverage the successful SHG movement for promoting entrepreneurship among the handloom weaver households.

As regards Livelihood India conference, based on the feedback received and recognising the importance of establishing a regional platform to share important experiences, innovative programmes and critical issues which offer a significant potential for cross learning in the livelihood sector, ACCESS expanded the scope of the Livelihoods India Conference to transform it into a regional platform styling it as the Livelihoods Asia Summit, which advanced participation as well as cross pollination and sharing of experiences from India, and representation from the SAARC countries.

Vipin Sharma



# The Board of Directors as at 31 March 2015

The Board is the apex decision making body of the organization comprising of distinguished individuals from diverse backgrounds such as banking, corporate sector, government, development sector and legal services. The CEO functions under the direction of the Board while discharging his duties as the head of the organization overseeing the day to day operations.



## Sanjeev Asthana

Sanjeev Asthana, currently the Chairman of ACCESS Development Services, is a recognized leader in Food & Agriculture with over 25 years of experience in India

and internationally. He is the Founder and Managing Partner of I-Farm Venture Advisors; Chairman of Agriculture Skill Council of India (ASCI) and National Skills Foundation of India (NSFI), and serves on the Board of Directors of NCDEX Spot Exchange Ltd.

He works closely at policy level with Government and International Institutions like GAIN, UNICEF, World Bank, IFC, ADB etc and leading companies on Agriculture, Food Security, Nutrition, Livelihoods and Sustainability. Sanjeev has served on several Task forces and Committees of the GOI. The most recent one was the Chairman – Task Force of Planning Commission on Physical Markets for Twelfth Five Year Plan (2012-17).

He was formerly the President & Chief Executive of Reliance Retail; Director on Board of Cargill India; Country Head, ITC Global Holdings in Indonesia; Country Head, ITC Global Holdings in Romania; and Head Agribusiness – Britannia Industries. He has served on Boards of Reliance Integrated Agri Solutions and Ruchi Soya Industries.

Sanjeev serves on the national committees of all leading industry and trade chambers CII, FICCI, ASSOCHAM and PHDCCI. His international affiliations are with IIED UK, Mainumby Bolivia and Columbia University, USA. He regularly speaks at leading conferences in India and overseas viz. Harvard University Boston, World Bank Beijing and Singapore, ADB Manila, European Parliament Brussels, G-20 Consultation Istanbul, IIM Ahmedabad, Lal Bahadur Shastri Academy Mussorie etc. and Malaria.



## Deep Joshi

Deep Joshi is one of the Co-Founders of PRADAN and is the recipient of the Magsaysay Award for social work and the Padma Shree. Mr. Joshi earned his engineering degree from

the National Institute of Technology, Allahabad and also holds a Masters Degree in Engineering from the Massachusetts Institute of Technology and an MBA from the Sloan School of Management. He is a member of the National Advisory Council, India and also advises the Government of India on poverty alleviation strategies. He chaired the Working Group on Minor Irrigation and Watershed Development for the Twelfth Five Year Plan.



## Biswajit Sen

Biswajit Sen is a Senior Rural Development Specialist with many years of experience in rural livelihoods, institutional development, rural development and skill development for youth,

enabling poverty alleviation for the World Bank supported Rural Development & Livelihood projects in India. While working for the World Bank, his major roles included Dialogue with senior Policy makers on Rural Development Policy, Community Driven Development and Rural Livelihoods Specialist in Task Teams, Task team leadership for project preparation and supervision in rural development projects with Government of India and several state governments, Co-Team leader for a \$1 billion IDA credit operation for establishing a National Rural Livelihood Mission, Project Design and Operations Manual Preparation, Negotiation with counterpart government agencies, Supervision and Monitoring of project, Institutional Development and Capacity Building of partner agencies and Government

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Policy Analysis. Mr. Sen during his long career in rural development worked for varied assignments with World Bank, UNICEF Somalia, UN Resident Coordination Unit Somalia, UNICEF Tajikistan, UNICEF Uganda, UNICEF Bhutan, UNICEF Bangladesh, UNICEF Regional Office for the Middle East And North Africa /World Bank, UNICEF India, UNAIDS India, UNICEF Iraq, MacArthur Foundation USA and Swiss Development Cooperation (SDC) of Government of Switzerland. He is graduate of economics and then did his MBA from IIM, Ahmedabad and PhD programme in Public Systems and Policy from the Harvard Institute for International Development, USA.



### Senthil Kumar

Senthil Kumar is the Executive Director for Program Quality and Learning in CARE India. Senthil has more than 16 years of rich experience in social research and

programming, spanning humanitarian and long term social development in diverse socio-cultural settings. Senthil has been with CARE India since 2006, when his work spanned areas of research, strategic planning, program design, and project management. Before joining CARE India Senthil worked with various national NGOs on the issues of NGO governance, micro finance, and enterprise development. He has worked with a range of partners, and brings experience of building and nurturing partnerships with government, private sector, and NGOs. Senthil has a doctoral degree in political science, where his research focused on understanding the role and effectiveness of micro finance promoting institutions in advancing women's empowerment.



### Vipin Sharma

Vipin Sharma, the founding CEO of ACCESS Development Services, has headed the organization since its inception in the year 2006. Starting his career with the Reserve Bank

of India (RBI), Vipin has over 33 years of experience in banking, agriculture and rural development with several institutions including NABARD. He was the Executive Director of the Rural Non-Farm Development Agency and at CARE, Programme Director of the Microfinance unit and a part of the Regional Leadership Team. Since 2006, Vipin has established three spin-offs of ACCESS, namely ACCESS- ASSIST, Ode to Earth and ACCESS Holding Ventures India Pvt Ltd.



# **ACCESS** National Initiative

## Inclusive Finance India Initiative 2014



In the past ten years, the Microfinance India Initiative established itself as a global sectoral platform that facilitates discussion on key challenges faced by the microfinance sector. From 2014 onwards, to broaden the themes and discourse, and to align it better with the national and global thrust on financial inclusion, it has been restyled as "Inclusive Finance India" Summit. With increased attention on the overwhelming challenges in financial inclusion in the last decade both globally and within India; the Summit has become an even more relevant policy supporting and experience sharing platform on financial inclusion in all its aspects. The Inclusive Finance India Summit seeks to support and advance universal financial inclusion in India and help in attaining true and tangible outcomes.

The platform has received tremendous support from sponsors and other partners. Twenty eight partners in various capacities associated with the platform in 2014. While some partners continued with us in this transition from Microfinance India to Inclusive Finance India; we forged several new partnerships which we hope will continue into long term association. HSBC, IFC, UNDP, Standard Chartered, Rabo Bank, SIDBI, NABARD, IDBI Bank, IFAD, Moody's Analytics and ACCION continued with their support to the platform during the year, we were also able to get on-board new important partners such as Bill and Melinda Gates Foundation, World Bank, Bharatiya Mahila Bank, IDFC, Bandhan, MasterCard and MetLife Foundation. The engagement with technical partners was deep, right from support on session theme development, setting the context for the session to identifying and inviting speakers. Other technical partners for the year included GLZ, MicroSave, MIX, Oiko Credit, IIMPS, FWWB Microcredit Summit Campaign, BASIX and Freedom from Hunger.



*Inaugural Panel at the Inclusive Finance India Summit 2015*





*Inclusive Finance India Report 2014 being released at the Summit.*

The 11<sup>th</sup> Inclusive Finance India Summit held on December 8<sup>th</sup>-9<sup>th</sup>, 2014 was inaugurated by Mr. HR Khan, Deputy Governor, Reserve Bank of India. The Inaugural Session gave a true sense of sector transition and changes. The tone of the Summit was well set in the inaugural session. The distinguished guests in the session emphasized on the paradigm shift in development agenda and the focus being on inclusive and sustainable growth. Mr. Khan talked about the numerous schemes that the government of India has rolled out to further the financial inclusion agenda and emphasized on the need to test financial inclusion efforts against a "Plan, Pursue and Pause" framework to ensure better outcomes. There is a need to "plan" well, pursue what has been planned and ensure that there is a "pause" to see if it is working well. Adoption of such a "PPP" approach could mean better results, he added. The broad dominant themes of the Summit were – financial inclusion, technology and way forward; regulation, funding and reporting to the sector. The Summit covered themes which were based on the deep dive studies conducted and also fed into the annual publication. The sessions well highlighted Government of India's intervention in building the infrastructure for financial inclusion through the recently launched campaign on financial inclusion - PMJDY. Other key stakeholders like banks, telecom service providers, and technical service providers insisted on moving to the next level of ensuring outreach and quality in

implementation of financial inclusion models and schemes. The other themes covered work done and issues in SHG bank linkage and federations, approaches in transforming lives of poor clients, social performance, reaching out to the difficult regions, impact evidence and small finance banks. The valedictory session was addressed by Mr. YC Nanda, Former Chairman, NABARD.

During the two days of the Summit 19 sessions were conducted in various panels comprising over 120 speakers. The key speakers at the Summit were Harsh Kumar Bhanwala, Chairman, NABARD; Tarun Chugh, Managing Director & CEO, PNB MetLife; Jaco Cilliers, Country Director, UNDP; N.K. Maini, Deputy Managing Director, Small Industries Development Bank of India (SIDBI); Anurag Jain, Joint Secretary, Department of Financial Services; US Paliwal, Executive Director, Reserve Bank of India; Usha Ananthasubramanian, CEO & MD, Bharatiya Mahila Bank; Rajiv Anand, Group Executive (Retail Banking), Axis Bank; Rajiv Sabharwal, Executive Director - ICICI Bank Ltd.; MV Tanksale, Chief Executive, Indian Banks Association; Subhankar Saha, Executive Director, Central Bank of Bangladesh; Vijay Mahajan, Chairman, Basix Group; Rajiv Lall, Chairman IDFC; CS Ghosh, Bandhan etc.

Many associated events took place around the two days of the conference, which provided opportunity for the stakeholders to showcase

their products and services, conduct workshops, and carry out their own launches and releases. Some of the associated events were:

- Knowledge Fair in which 24 institutions participated to showcase their products and services;
- Mastercard and ACCESS jointly organized a Roundtable on Financial Inclusion Technology Solutions;
- SMART Campaign and ACCION's launch of SMART Client Protection Tool;
- Launch of "A Billion to Gain? Social Impact of Microfinance in India and Ghana" study report by ING Vyasa, Basix and M-CRIL;
- DFID's Poorest States Inclusive Growth (PSIG) Programme, being implemented by SIDBI, conducted a Dinner Discussion on Issues in Credit Data Reporting in Microfinance;
- MFIN's Perspectives on Self-Regulation in Indian Microfinance Industry – Panel Discussion;
- Microcredit Summit Campaign's dinner discussion session on "Should MFIs be responding to the needs of clients which go beyond financial services?" and
- ACCION's working breakfast roundtable on Innovations in Financial Capability in India.

#### Annual Publications and Other Knowledge Products 2014

ACCESS annual knowledge products were released during the inaugural session of the Summit.

- Inclusive Finance India Report 2014 - From 2014, with broadening focus on financial inclusion, the Inclusive Finance India Report 2014 ambit has also widened. This year's Report besides analyzing the growth under the two microfinance channels which are SHG-bank linkage and the MFI lending has focused more on the national financial inclusion campaign, in all its aspects - commenting on the policy initiatives, the enabling environment, true role of various actions, the role of technology and assessing the overall performance of the



campaign- through the Inclusive Finance India Report ACCESS hopes to back the gains of financial inclusion in India.

- Microfinance India: Social Performance Management Report 2014 – the 4<sup>th</sup> edition of the SPM report was authored by Ms. Girija Srinivasan. This report captured progress during the past year that saw a resurgence of MFI model of business, stagnation in outreach of SHGs, but with higher loan disbursements, a large national programme of financial inclusion and interesting policy and regulatory developments
- Policy papers in Financial Inclusion
  - Payments Banks: Support Policy Framework for Enhancing Viability and Inclusion- This policy paper analysed the feasibility of the business model of Payments Banks, their role in financial inclusion and additional policy support measures that may bolster their viability and sustainability while being true to the objective of financial inclusion.
  - The Microfinance Bill: Need for a Fresh Outlook - The Standing Committee on Finance rejected the Draft Microfinance Institutions (Development and Regulation) Bill 2012 in February 2014 and the Bill lapsed following the change in government at the Centre. The RBI had issued a spate of guidelines for regulating NBFC-MFIs. Further, there other recent policy changes including setting up of Self-Regulatory Organization, allowing NBFCs to function as Business Correspondents of banks, the PM Jan-Dhan Yojana for financial inclusion, guidelines for licensing of Small Banks for which MFIs are potential applicants etc. are likely to have an support on future need for regulation of the sector. The policy paper revisits the microfinance regulatory context in India over the last 15 years, evaluates the role of MFIs in the current context and proposes a framework for approaching microfinance regulation in future.





- Financial Inclusion of Excluded Segments - Learning from the experience of delivery of financial services to People with Disabilities- Even as the growth of microfinance has resumed and the government has rolled out the ambitious Jan-Dhan Yojana for comprehensive and universal financial inclusion, there are certain segments of the population that still remain excluded from participation in formal organized economy including from the ambit of formal financial services. They include women of any community, Scheduled Castes, Scheduled Tribes, Minorities and the Disabled, since these segments have specific challenges and needs that have to be factored in the design of products as well as service delivery processes. This paper deep dives into the challenges of delivery of financial services to people with disabilities and presents lessons learnt at operational and policy levels through a case study.

#### Microfinance India Awards 2014

The Awards presentation ceremony took place on Day 1 of the Summit. The Awards were presented by Mr. Stuart Milne, Group General

Manager and CEO, HSBC India and Ms. Anu Gupta, Head- Private Sector, DFID India. The Awards have been institutionalized by ACCESS and supported by HSBC India. Scholarship support to the winning institution is being provided by DFID to attend certification courses in reputed international institutions.

#### Inclusive finance India Awards 2014

In 2014, ACCESS in collaboration with NABARD instituted the Inclusive Finance India Awards. The objective of instituting Inclusive Finance India Awards is to recognize the impressive efforts of the banking sector, particularly those made by RRBs and Cooperative Banks in advancing financial inclusion.

The Inclusive Finance Awards will help in:

- Recognising and felicitating innovation and good practices in financial inclusion
- Create awareness and visibility about the work being done in financial inclusion by the RRBs and Cooperative Banks
- Motivate other rural banking institutions to strive to excel and set benchmarks in the rural banking space through innovation and best practices
- Collect, standardise, analyse, document and disseminate key information



*Microfinance Organisation of the Year (Large Category) Award being conferred to SKS Microfance Limited*

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## Livelihoods Asia Initiative



### 1) Livelihoods Asia Summit

ACCESS has been organizing the Livelihoods India Conference for the last five years, seeking to bring together diverse stakeholders on a single platform to discuss and delve into critical issues that impede and afflict the livelihoods of the poor. Over these last few years, the Livelihoods India Conference has become an important platform for stakeholders to meet, share experiences, discuss issues, assess and analyze the policy environment and build consensus on strategies that will deliver sustainable outcomes.

In recent years, ACCESS had been receiving several requests as well as feedback on the need and significance to develop and establish a similar format for the region. In several countries within the region, there are important experiences, innovative programmes and critical issues, which offer a significant potential for cross learning. Based on this premise, from 2014 onward, ACCESS expanded the scope of the Livelihoods India Conference to make it a regional platform, which would allow for participation as well as cross pollination and sharing of experiences from the region. Appropriately, the Conference was restyled as Livelihoods Asia Summit to reflect the new ambition of the initiative. The new effort aimed to identify key experiences for sharing and learning, expand the participation from other countries within the region and help to build a regional vision for sustainable livelihoods. With the vision for Livelihoods Asia Summit is to become an important pan-Asia forum, last year efforts were focused on South Asian countries of Bangladesh, Nepal, Sri Lanka, Afghanistan, Pakistan, Philippines, Myanmar, etc. The Summit that was held in New Delhi between December 10 and 11, 2014. The Summit was inaugurated by the Hon'ble Minister of Rural Development, Government of India, Shri Birender Singh. Around 70 thought leaders and resource persons spoke at the Summit of which 10 were international speakers. Among them were senior officials from the Government; representatives from Private Sector; Civil Society

and UN Agencies. In all 473 delegates attended the Summit including 62 international delegates from 9 Asian countries, including policy makers, practitioners, academia, researchers, multilateral/ bilateral development agencies and private sector companies participated in the Summit. This year, across the two days, wide ranging discussions were held on themes such as policy innovations for poverty reduction, inclusive agri value chains; CSR and livelihoods; skill development; gender and livelihoods; and poorest of the poor approaches among others. The risk of repositioning the Conference paid off and the Summit in its new format was widely appreciated by the cross section of stakeholders.

As per tradition, the State of India's Livelihoods Report was released during the Inaugural Session of the Summit and Sitaram Rao Livelihoods India Case Study Compendium was released during the Valedictory Session of the Summit

### 2) State of India's Livelihoods (SOIL) Report 2014

The State of India Livelihoods Report (SOIL Report) is an annual publication that documents recent trends and challenges faced in sphere of livelihoods promotion of the poor. It is one of the few annual documents that aggregates the experiences and challenges of the livelihoods sector, analysis case studies, and reports on policy paradigm, new initiatives, and evidence and results of both government and privately run programmes.

The 2014 edition of the SOIL report looked at the changes taking place in the sectors that are generating livelihoods opportunities for the poor. Analysing the major patterns and shifts in the policies and programmes that are impacting livelihoods of the specific communities that suffer from social exclusion, marginalisation and multiple deprivations, it discussed important government policies centering around livelihoods promotion and protection and analysed the depth and width of two flagship poverty reduction programmes - the Mahatma Gandhi National Rural Employment Guarantee Programme and the National Rural Livelihoods Mission (Aajeevika). It attempted to give a glimpse of growth of collective action fuelled by the growth of Farmer Producer Organization and global experience including



theory of change and recommended possible improvements for greater effectiveness. The Report also captured new developments in the realms of Corporate Social Responsibility consequent to the introduction of a new policy and its implications on livelihoods promotion. It looked at the role of livelihoods finance to bridge the difference between Bharat and India. Most importantly, the report captured the gradual shift in policy direction with the government in the power at the centre.

The contributors to SOIL Report 2014 included Mr. Vijay Mahajan, Mr. Suryamani Roul, Mr. Manas Ratha, Dr Sankar Datta, Dr. Ashok Kumar Sircar, and Mr. N Srinivasan.

### 3) Sitaram Rao Livelihoods India Case Study Competition 2014

In 2014, the Sitaram Rao Livelihoods India Case Study Competition showcased cases of initiatives that have helped recognize the role and rights of women in farming and identified efficient ways to support them. The cases received covered new knowledge and experiences from programme relating to women in agriculture in thematic areas such as raising awareness and advocacy for women's land rights; training, extension, input, managerial, entrepreneurial and other support services to women farmers; helping women farmers move up the value chain; agricultural innovations for reducing drudgery of women farmers; initiatives for food and nutrition security by women farmers; institutional innovations which better meet the needs of farm women; and initiatives to link women farmers to markets.

In all, 83 abstracts were received of which 9 made it to the final list of best cases. The following three cases were adjudged as the best cases from all the entries received:

- 1) Land of One's Own: From Dream to Reality
- 2) I am a Woman Farmer and Am Proud of It along with Women Farmer's: The Pillars of Food Security in Kerala
- 3) Ensuring Food Security by Recognizing Roles of and Empowering Women Farmers along with Sanjeev Kheti No Nirdhaar

## Edited Volume on Livelihoods Cases

Access Development Services has since 2009 collected some three hundred livelihoods promotion case studies, in memory of Sitaram

Rao. Many of these show how India's mass poverty can be and is being successfully addressed. The cases selected by the Jury for felicitation are brought together as a compendium, there are quite a few good ones which get left out. There was a general feeling that these cases need to serve a larger purpose through a more determined dissemination effort, after which to bring out a book of the 20 most significant cases, with analysis and commentary to cover themes such as public private partnerships, agricultural and allied collectives, and urban services. The editing for this volume had been entrusted to Prof. Malcolm Harper, Professor Emeritus, Cranfield School of Management.

## Policy Papers

ACCESS in partnership with UNDP came out with 3 important policy papers on the following themes that were disseminated at the Summit.

- Empowering Women in Agriculture: Closing the Gender Gap through MKSP

The paper looks for evidence on whether MKSP has been successful in opening up women's access to resources and services required to enhance agriculture productivity to confer other benefits in the women's empowerment framework. It discussed the positive lessons and points out the current gaps in the programme.

- Strategies for Building Sustainable Livelihoods and Assets for the Poorest of the Poor

The paper focused on the poorest of the poor strategies to build their financial and non financial asset. It also explored how better targeting, when combined with financial inclusion and market facilitation strategies can strengthen the economic potential of the poorest of the poor and proposed scaling up strategies for integration of learning through NRLM.

- Financing for Farmer Producer Organisations

This policy paper comprehensively dwelled on supply issues in financing of FPOs and made recommendations on areas around which policy shifts are required to be made.

# ACCESS Operations

## Programmes and Projects

### Andhra Pradesh and Telangana

1. Uday Agriculture Producer Company Ltd. (UAPC)
2. Restoration of Agriculture based Livelihoods in Flood Affected Villages
3. Handloom Enterprise and Livelihood Promotion

### Bihar

4. Promotion of Vegetable Value Chain in Nalanda District of Bihar

### Madhya Pradesh

5. Leveraging ICT based extension for agriculture productivity (LEAP) project
6. Soya Producer Support Initiative (Soyopsi)
7. UNDP – GEF –Betul and Umari
8. DM
9. MP Special Project (Pulses, Cotton, Soybean fruit and Vegetable and Spices)
10. ATMA
11. NABARD

### New Delhi

12. Livelihoods India Conference 2013
13. Microfinance India Summit 2013
14. Citi Micro Enterprise Awards 2013
15. United Nations High Commissioner for Refugees

### Odisha

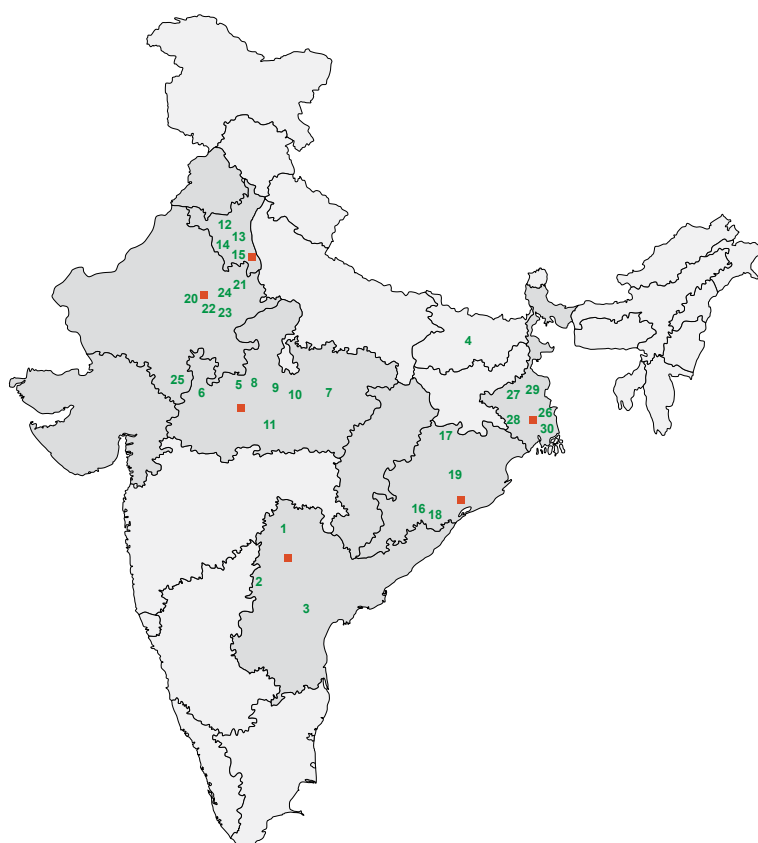
16. NVIUC
17. PACS
18. NFSM
19. OFSDP

### Rajasthan

20. Urban Poverty livelihoods initiative through Finance and Training(UPLIFT)
21. JEEVIKA Project
22. All Rajasthan Small Farmer Agri Producer Company Limited - State level FPC
23. National Vegetable Initiative
24. NFSM Programme
25. South Rajasthan UDAAN Initiative

### West Bengal

26. National Vegetable Initiative
27. Special Programme for Pulses and Oilseeds
28. NAIP Project
29. SAP Project
30. IWMP



#### ACCESS State Offices

- New Delhi (HQ)
- Bhopal, Madhya Pradesh
- Bhubaneswar, Odisha
- Kolkata, West Bengal
- Hyderabad, Andhra Pradesh
- Jaipur, Rajasthan
- Nalanda, Bihar



# ACCESS

## State Programmes

- Andhra Pradesh
- Bihar
- Madhya Pradesh
- New Delhi
- Odisha
- Rajasthan
- West Bengal

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## State Operations

# Andhra Pradesh

During the year 2014-15, ACCESS programme portfolio in Andhra Pradesh witnessed a turmoil due to the bifurcation of the state affecting decision making at all levels. Consequently, at one hand, the old projects were coming to an end and on the other, no new projects could be added to the portfolio. ACCESS thus continued to work with the old projects in two districts of the state namely, Warangal and Medak.





In Warangal, with support from the Society for Elimination of Rural Poverty (SERP), ACCESS continued to work with the 500 weavers and their Producer Company, Wara Handloom Weavers' Producer Company Limited (WHWPCL) for sale of cotton sarees on behalf of the member weavers. In 2014-15, WHWPCL achieved a turnover of INR 5.00 lakhs. A total of 150 weaver members participated in the organized sale of sarees through WHWPCL. As part of capacity building, an exposure visit with 10 progressive weavers to Hindupur, a silk town in Andhra Pradesh was organized to facilitate learning of new designs by the weavers and explore opportunity for tie-up with state sponsored Silk Exchange for raw silk supply. To provide exposure to quality silk production and working with jakard looms instead of traditional looms, 15 weavers were taken to Dharmavaram in AP and Sidlagatta in rural Bangalore. During the year, as part of promotional activities ACCESS organized sale events of saree and silk fabrics in Delhi and Bangalore with help from Dastakar and Fab India. Besides the events a post graduate from the National Institute of Fashion Technology (NIFT) was engaged as full time consultant to train the weavers in new designs and facilitate direct marketing through sale events and exhibitions. To create awareness about the latest demand, both in terms of designs and trends, in sarees a master weaver from Dharmavaram was engaged for

constant help to the weavers. All these activities were carried out to prepare the weavers and WHWPCL to grow their businesses by availing credit from formal financial institutions like commercial banks, SIDBI etc.

In Medak, ACCESS worked to strengthen the livelihoods of the 2,000 farmers associated with Uday Agri Producer Company Limited (UAPCL). During the year, the project continued to receive fund support from the Rabo Bank Foundation. In the project, the focus was largely on business development activities to increase turnover of UAPCL to eventually transfer the benefits to its member producers. As part of collectivized marketing, UAPCL remain engaged in collectivised sale of maize to local cattle feed companies helping the farmers realize higher prices. It organized vegetable marketing, procuring fresh vegetables from the farmers and selling to the retail chains in and around Hyderabad. To enhance revenue of UAPCL and flow of benefits to its member farmers, UAPCL introduced diversified value added services like supply of seeds, bio-fertilizers, plastic mulch etc. However, the business suffered due to severe drought in the area causing drastic reduction in area under maize and cotton. Prices of maize too fell sharply affecting the moral of the farmers to grow maize even in successive years. During the reference year, UAPCL conducted quite a few exposure visits





of the progressive farmers for cross-learning and replication of advanced practices at their own fields, organized workshop for facilities of warehousing and warehouse receipt financing, linkage to commodity exchange and marketing through pledge of commodity etc. for the interested farmers.

The other ongoing project supported by Monsanto on Livelihoods Restoration of came to an end in August 2014. However, ACCESS continued its support to UAPCL Tungabhadra with input related services. In Tungabhadra, a safe drinking water scheme was initiated in 2 villages. UAPCL also promoted small scale poultry units through demonstration of poultry farming in Leza mandal as additional income generating activities.

Now that the bifurcation is complete and there are two new states, Andhra Pradesh and Telangana, it is expected that many new opportunities will emerge in agriculture, livelihoods and other similar areas. Accordingly, the state team was revamped and reenergized to seize the emerging opportunities. ACCESS was awarded a knowledge partnership project by SERP, AP to help them develop value chains for food, handicrafts and textile sub-sectors promoting FPOs of women SHGs for the DWCRA (Development of women and children in Rural Areas) Bazaar project, a government sponsored anti-poverty programme of the Ministry of Rural Development where DWCRA group consists of 15 to 20 women from below poverty line rural families.



## State Operations

# Madhya Pradesh

ACCESS portfolio in Madhya Pradesh in 2014-15 comprised of 7 projects focused primarily on enhancing agricultural productivity, market linkages and promoting sustainable Farmer Producers' Organizations (FPOs). The projects were spread over 13 districts namely, Bhopal, Rajgarh, Guna, Ashoknagar, Datia, Betul, Damoh, Katni, Gwalior, Sheopur, Bhind, Morena and Umaria as shown in the table below.



## 1. Table No. : District wise presence of the project

Sl. No.	Name of the project	Name of the district of project coverage
1	Organizing FPOs of pulses and oilseeds growing farmers	Damoh, Datia, Katni, Betul
2	Organizing FPOs of pulses and vegetables growing farmers	Bhind, Morena, Sheopur, Gwalior
3	Farmers Support Programme	Rajgarh, Guna, Damoh, Datia
4	Development & Implementation of Bio-Resource (Forest & Non-Forest) Based Business Plans for Small and Medium size Enterprise (SME)	Betul, Umariya
5	Agriculture Technology Management Agency (ATMA)	Rajgarh, Guna, Ashok Nagar
6	NABARD's Farmers Club	Betul , Rajgarh, Guna , Ashok Nagar
7	Leveraging ICT based Agricultural Extension to augment Agricultural Productivity	Rajgarh, Guna, Ashok Nagar
8	Development Market Place	Rajgarh, Guna

The major donors for the above mentioned projects were World Bank, UNDP- GEF, Government of Madhya Pradesh (ATMA), Small Farmers' Agri-Business Consortium (SFAC), NABARD, Solidaridad and Digital Green. Together the projects covered about 30,000 farm families for various interventions. In addition, ACCESS also partnered with the State Agricultural Department on several schemes and the State Forest Department towards empowering the Joint Forest Management Committees (JFMCs) and creating Small and Medium Enterprises (SMEs) at ground level. The projects were being managed by a team of 5 professionals and about 110 Local Resource Persons (LRPs) placed at various project locations.

### Organizing FPOs of pulses and oilseeds growing farmers

This special project was awarded in 2013 by SFAC to work with 6,000 pulses and oilseeds growing farmers spread across 7 blocks in 4 districts as per the details given in the table below.

Sl. No.	District	Block	Villages	Farmers mobilised
1	Damoh	Batiyagarh	25	1,000
2	Katni	Murwara	12	500
3		Rithi	30	500
4	Betul	Shahpur	25	1,000
5		Ghodadongari	27	1,000
6	Datia	Bhander	21	1,000
7		Sheodha	18	1,000
Total			158	6,000



## The main activities of the project included;

- Mobilizing farmers in groups, called Farmer Interest Groups (FIGs) at the village level and build their companies (FPOs) to plan and implement product specific cluster/commercial crop cycles;
- Strengthen farmers' capacity through agricultural best practices for enhanced productivity;
- Ensuring access to and usage of quality inputs and services for intensive agriculture enhancing cluster competitiveness; and
- Facilitate access to fair & remunerative markets including linking FIGs to marketing opportunities by market aggregators. To

achieve the objectives various activities were taken up during the year such organizing 12 Training of Trainers (ToT) programmes on group formation and management, FPO promotion, improved agricultural Package of Practices (PoPs), credit and market linkages etc. with the help of experts from Krishi Vigyan Kendras (KVKs), agricultural departments etc. A total of 771 farmers participated in the training programmes. There were 6 exposure visits of 461 lead farmers were conducted to provide them firsthand knowledge about growing improved varieties of crops, benefits of line sowing, various soil and water management practices etc. for enhancing crop productivity. To promote the FPOs' business development, 3 exposure visits with 76 farmer Board Members on functioning of FPOs, role of board members in managing operations of FPOs etc. were organised.





## Organizing FPOs of pulses and vegetables growing farmers

This project aimed to work with 5,000 vegetables growing farmers from 4 districts of Madhya

Pradesh i.e. Bhind, Morena, Sheopur and Gwalior covering 164 villages from 26 clusters as given to finally establish 5 FPOs in 3 years as per the details given below.

Sl. No.	District	Block	Villages	Farmers mobilized
1	Gwalior	Dabra	36	324
2	Morena	Joura	27	324
3	Bhind	Gohad	38	324
4	Bhind	Mehagaon	32	432
	Sheopur	Vijaypur	31	36
Total	4	5	164	1440

Most the FIGs have been formed and their FPOs either got registered or are in the process of being registered. Now, linkages are to be developed for these FPOs for input procurement and supply and output marketing businesses.

Building: Group based activities, importance of collective approach & conflict resolution, and Market Analysis & Development of Business Strategy. Following the trainings, one SME was planned to be formed in each forest division.

## UNDP-GEF - Development & Implementation of Bio-Resource (Forest & Non-Forest) Based Business Plans for Small and Medium size Enterprise (SME)

The project was operational in four forest divisions - North Betul, South Betul, West Betul and Umaria. The broad objective of the project was to develop community based Small and Medium Enterprises (SMEs) by involving Joint Forest Management Committee (JFMC) members especially in tribal blocks of these districts. Major activities under the project included; resource and market survey, business plan development, Enterprise Development Programme (EDP) training of JFMC members and facilitation functioning of the SMEs. Accordingly, 35 bio-resource based SMEs Business Plans were prepared and submitted to UNDP-GEF Project Management Unit for screening and funding, preliminary EDP training was imparted to JFMC members. Additionally, 460 members were provided 4 trainings on Understanding Livelihoods & NTFP Based Livelihoods Options, SME Overview & Entrepreneurship Skill Requirement, Overview of Microenterprises and NTFP based Microenterprise Development, Institution

## Leveraging ICT based Agricultural Extension to augment Agricultural Productivity (LEAP) supported by Digital Green

The project combines technology and social organization to improve cost-effectiveness and enhance community participation in existing best practices. It was implemented in 3 districts namely; Guna, Rajgarh and Ashoknagar. The aim was to provide knowledge based inputs to the community and integrate them with other programmes like NABARD, ATMA, SFAC and FSP etc. which resulted into higher adoption of improved practices by the farmers as upon seeing the video demonstrations the farmers could immediately relate to the practices and that made adoption faster.

Under the program, 46 video films on best agricultural practices were prepared and 17,255 screenings were conducted for 40,688 farmers organised into 1,547 viewer groups (VGs) across 475 villages through PICCO projectors with 13,200 farmers adopting the techniques as advocated. The intervention also helped to achieve maximum outreach and develop Package of Practices (PoPs) for productivity enhancement.

## Development Marketplace

The project's objective was to link farmers' collectives to market to improve their income and strengthen livelihoods. Accordingly it focused on developing market linkages of the FPOs already working in the area to make them models of excellence, where most of the FPOs were agri-based. With funding from the World Bank the project supported 3 FPOs for improved market access. It set up two District Level Farm Centers (DLFCs) in two districts with an outreach of 4,000 farmer producers. The farmers were provided improved soybean seeds like JF 7322, JF 9560, JF 335 through the DLFCs. More than 50% farmers availed seeds, fertilizers and pesticides and the DLFCs achieved a business volume of INR 35.00 lakhs during the two cycles of operations from input businesses. In one cluster, a DLFC sub-centre was also opened. Seed production taken up by producers through technical assistance from the DLFCs. Producers were linked with ICT based extension services - video screenings on good PoPs were made. 3,000 farmers were trained on Good Agricultural Practices (GAPs), 1,300 farmers were trained on cultivation of Soybean according to Round Table for Responsible

Soy (RTRS) principles. The DLFCs facilitated participation of farmers in regional producer meets and producer fairs. The Board members of FPOs were imparted training on business planning for their FPOs, governance issues, value chain interventions etc.

## Farmer Support Program (FSP)

Under the programme, 3,520 farmers were covered to disseminate and extend knowledge of GAPs with recommended POPs. They were provided training on activities including soil test, deep plough, germination test, seed treatment, balance use of fertilizers, Integrated Pest Management (IPM), Integrated Nutrients Management (INM), use of vermicompost and crop spacing. More than 200 video screenings were organized on GAP and RTRS compliances. In 22 villages in Guna and 15 in Rajgarh, wall writing on GAP and RTRS compliances was made to generate awareness among farmers. 2 GAP and 2 gender trainings were conducted at each ICS location. In motioned training, besides senior ACCESS staff local scientists were invited as resource persons. An internal audit of 3,520 farmers was done in both ICS locations and a yield increase of 25% of participating farmers was estimated.





## NABARD Farmers Club & ATMA

Under the programme, 280 Farmers' Clubs were formed, each with 15 farmer members. They were then linked to nearby banks. The programme was operating in 4 districts. Under the ATMA programme, 240 farmers were provided training on various methods scientific methods of cultivation including technology to cope with climatic challenges, pest Management by organic pesticides, use of balanced doses of fertilizers & spray methods of fertilization, crop wise insects & diseases, organic manuring & composting, seed treatment, seed rate & seed replacement, critical stages of irrigation and new farm machinery. The farmers were taken on exposure visits to see these practices being adopted in different parts of the districts at farmers' fields.

## Awards/special achievements

Under the Development Marketplace project, Shri Shivam Krishak Group of Tekri Sirkar Crop Producer Company Limited, one of ACCESS promoted FPOs in Guna district was recognized as the best Farmer's Group of Guna district and received a cash award of INR 20,000 from the Collector. Shri Dinesh Dhakad, member of the Tekri Sirkar Crop Producer Company was

recognized as the best farmer at the district Level and received a cash award of INR 25,000. Shri Tofan Saini, member of Tekri Sirkar Crop Producer Company and employee of ACCESS as Block Coordinator of Raghogarh was recognized as the best farmer at Block Level (Raghogarh) and received a cash award of INR 10,000. Shri Sagar Dhakad, member of Tekri Sirkar Crop Producer Company was recognized as the best farmer at block level and received a Cash Award of INR 25,000.

## Other initiatives

The team organized a workshop in December 2014 for sharing of experiences and cross-learning for the ICT based intervention to enhance agricultural productivity for projects funded by SFAC, NABARD, ATMA etc. and also to facilitate learning with the Govt's line departments, animators, farmers etc. The workshop achieved overwhelming success with participation from the Agriculture Department, NABARD, TEJASWANI, Solidaridad, Digital Green, ITC and many others. More than 85 field staff attended the workshop including 2 female participants. The workshop highlighted the efficacy ICT extension services and appreciated the efforts of ACCESS team members to bring all stakeholders at one platform for such an important learning opportunity.





## State Operations

# Odisha

The activities in Odisha under different projects have been illustrated in the paragraphs below.





## Mainstreaming and Inclusion of the Socially Excluded Groups in Kandhamal under the Poorest Areas Civil Society Programme (PACS)

To mainstream the excluded communities, ACCESS with the support from DFID-PACS undertook the initiative of organising 4,000 excluded households belonging to Scheduled Castes (SC) and Scheduled Tribes (ST) communities through self-help groups, providing them with technical support for productivity enhancement through adoption of POPs for turmeric and vegetable cultivation, facilitating business development services by establishing their FPOs to improve their livelihoods. The project is being implemented in G. Udayagiri and Raikia blocks of Kandhamal district since March 2013 and will continue till August 2015.

Total number of beneficiaries of the project stands at 4,108 (ST-3,064, SC-931, Other Backward Castes, OBC-113) from 80 villages (44 in Raikia and 36 in G. Udayagiri). As per the mandate of the project, two FPOs namely, G. Udayagiri Women Agro and NTFP Producer Company Limited (GUWANPCL) and Raikia Women Agro and NTFP Producer Company Limited (RWANPCL) have been promoted and

are being strengthened as part of institution building to continue with the services to the project beneficiaries. The FPOs are governed by their respective Board of Directors, who are supported by the FPOs' staff for day-to-day activities. The FPOs have developed their HR and Finance policies and use tally for account keeping. GUWANPCL mobilised INR 1.25 lakhs as share capital and INR29,950 as membership fee from 546 women farmers, whereas RWANPCL could mobilise a share capital of INR 1.51 lakhs and administrative fee of INR 36,300 from 660 women farmers. The FPOs currently provide services such as input supply services, procurement and packaging services, financial services, marketing services, technical services and networking Services to strengthen and ensure their sustainability and long term benefits for all their members.

During the year, 1,290 farmers i.e. around 31% of the total beneficiaries adopted improved PoPs for vegetables and 830 farmers for turmeric. This was facilitated by circulating knowledge materials like PoPs leaflets/brochures, field demonstrations, Farm Field Schools and use of ICT for extension at village level. An average increase in productivity of 78% in cauliflower, 63% in tomato, 43% in garden peas and 34.5% in turmeric was recorded by the participating farmers. Total sale by them for vegetables was



INR 4.25 lakhs and of raw turmeric was INR 6.53 lakhs to the local traders.

through interventions in agriculture and allied activities. The 30 months project (March 2013 to August 2015) entitled

## Market Oriented Value Enhancement (MOVE)

Under the PACS programme, ACCESS has taken initiative to create sustainable livelihoods for women farmers from excluded communities of Jharsuguda district under the ambit of Market Oriented Value Enhancement (MOVE) project. The project is being implemented in 3 blocks - Jharsuguda, Kolabira and Kirimira - of Jharsuguda district with objectives being organise excluded SC/ST households to representative institutions like SHGs, FPOs, Cooperatives etc. for financial mainstreaming and their participation in vegetables, chilli, poultry and goatry value chains; empower them to participate in mainstream development process and to negotiate for their rights and entitlements; provide capacity building support and extension for business development services for emerging, alternative value chains both in groups and in individual capacities; facilitate

access to finance and build market linkages and support investment in economic activities and microenterprises.

Under the project, SHGs representatives were integrated into a FPO to support aggregation of surplus produce and collectively market it. Accordingly, the Jharsuguda Producer Company Limited (JPCL) was registered in March 2014 and Kirmira Producer Producer Company Limited (KPCL) in December 2014. Till March 2015, JPCL mobilized INR 3.50 lakhs from 961 women members while KPCL could mobilise INR 1.67 lakhs from 479 members.

During the year, several activities like demonstration plots, productivity enhancement practices, capacity building of the Board of Directors, financial inclusion, establishing micro-ventures etc. were carried out while the project beneficiaries availed loans from the Subhalaxmi Cooperative. In Jharsuguda and Kolabira blocks, 665 project participants were supported with loans totalling to INR 102 lakh with average ticket size of INR 15,366 for promotion of livelihoods. In Kirimira, 217 project beneficiaries were supported with a total loan of INR 18.1 lakh with average ticket size of INR 8,344 to promote livelihoods for various value chain activities.





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## Odisha Forestry Sector Development Project

ACCESS in consortium with the Entrepreneurship Development Institute of India (EDII) got this project as Income Generating Activities Support Agencies (IGASA) under the Odisha Forestry Sector Development Project (OFSDP) for Phulbani Zone in October 2012 and was extended till October 2014. Kandhamal being one of the focused forest zone under the OFSDP, the project is being implemented in the forest-fringes of two of its Forest Divisions i.e Phulbani and Balliguda. The project is being implemented by organizing the communities as Vana Surakshya Samitis (VSSs) or Eco-Development Committees (EDCs) and Self Help Groups (SHGs). Promotion and strengthening of SHGs is thus a special focus of the project and collective marketing is an integral part.

During the reference year, a total of 423 VSSs were organized having membership of 1,007 SHGs. Of them, 93 VSSs having SHGs membership of 218 were covered under 10 Income Generating Activities (IGAs) clusters. To promote IGAs, 1,842 loans were disbursed through VSSs amounting to INR 5.46 crores during the year. To set up/accelerate their businesses in terms of procurement of inputs and linkages with agencies or suppliers, 569 SHGs received such support. Similarly 630 SHGs received support in business development services for identifying right market and players etc.

### Promotion of FPOs in Ganjam District

The National Demonstration Project for Promotion of FPOs and Value Chain Development of Pulses & Millets project is being implemented by ACCESS with support of SFAC in 5 blocks of Ganjam district. These blocks are; Seragada, Purusottampur, Aska, Hinjilicut and Sanakhemundi. The project started in April 2014 for a period of three years and would cover 5,000 pulses and millets growing farmers – 1,000 farmers from each block. Major objectives of the project have been; mobilising farmers into Farmer Interest Groups (FIGs) and establishing their FPOs, strengthening farmers' capacity

through adoption of agricultural best practices for enhanced productivity, ensuring access to and usage of quality inputs and services for intensive agricultural production, enhancing cluster competitiveness and facilitating access to fair and remunerative markets including linking the producer groups to marketing opportunities through market aggregators.

Accordingly, 3,520 pulse farmers were mobilised into 176 FIGs in these blocks. Regular monthly meetings were conducted for all FIGs as part of capacity building activities. Each registered farmer was provided with PoPs for growing pulses and millets, lead farmers were identified and trained under Training of Trainers (ToT) programme for Lead Farmers on Crop Production Technology.

To establish their FPOs, prospective promoters in each block have been identified and relevant documents processing/collection was under process to set up FPOs in the vicinity of Berhampur City, Odisha under SFAC- NVI Project for Hinjilicut and Sanakhemundi Blocks.

Further, under the National Vegetable Initiatives for Urban Clusters (NVIUC) project, ACCESS is promoting FPOs of vegetables growers in Seragada and Purusottampur blocks of Ganjam district. The project organized 2,500 women farmers into 126 FIGs. As part of this project, savings and activities were encouraged to avail loans for various agricultural needs. During the year, INR 2.14 lakhs savings in Seragada Block and INR 2.32 lakhs savings in Purusottampur block were mobilised. Two FPOs; Seragada Woman Agro Producer Company Limited (SWAPCL) and Purusottampur Woman Agro Producer Company Limited (PWAPCL) were formed. Total share collection of SWAPCL was INR 5.60 lakhs and that of PWAPCL was INR 2.77 lakhs. Through these FPOs, the farmers were provided linkage to market, finance and government schemes etc.

### Human Resource Development Training for Women Farmers

With support of Directorate of Horticulture, Government of Odisha ACCESS organized 22, two days training events in 2014-15 for 60 women vegetable growers in Seragada and

Purossottampur blocks of Ganjam District. The objective was to create awareness of the benefits of forming FIGs and their management, many scientific agricultural practices such as crop rotation, soil testing, primary processing for selected vegetables etc. The participants were provided with Training Kits containing information on government horticulture promotion schemes etc. The materials were developed in consultation with experts in

the field of horticulture, human resource development and government agencies. HDFC Bank has opened no frill account for Individual farmers and their groups. During the session representative of HDFC bank discussed in detail the process of opening no frill savings bank account. They also discussed how to use ATM cards. Savings Bank account kits were also distributed to the farmers during the training.





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## State Operations

# RAJASTHAN

Rajasthan has been one of the major states for ACCESS's operation. ACCESS is present in Rajasthan since its inception in 2006 and gradually has established its leadership position so far as farmers' mobilization is concerned and accordingly it has been made the State Convenor to lead State level FPOs' Forum for SFAC. ACCESS has established 13 FPOs in Jaipur, Sawai Madhopur, Alwar, Jodhpur, Jalore and Pali districts till March 2015. One of them, in Sawaimadhapur, consists of only women members. During the year, Rajasthan had 3 ongoing projects. Brief details of each one of them are given below.





## SFAC NFSM project

- The project aimed to promote 2 FPOs in Sawai Madhopur and 2 in Pali districts organizing pulses and coarse grains growing farmers. In line with the mandate, 4,000 pulses and coarse grains growing farmers were mobilized to form 4 FPOs and all these FPOs have been registered. Their bank accounts have been opened and market linkages have been established. During the year, 4 training programmes for the lead farmers and 8 training programmes for the Board of Directors of the FPOs involving 260 farmers on cost reduction in agriculture and FPO formation and its management were organized. Additionally, 4 exposure visits were organized for 240 farmers to Bundi and Bilara/Jodhpur for exposure to a women FPO in soy value chain and understand FPO functions.

## State Level FPO Platform

Under the programme, a FPO for the small farmers of Rajasthan namely, *All Rajasthan Small Farmer Agri Producer Company Ltd* has been registered with 30 FPOs as shareholders, 4 NGO partners and SFAC as support partner with the following objectives.

- Strengthen member FPOs' governance, operating system, human resources and monitoring;
- Facilitate FPOs' access to SFAC's Equity Grant and Credit Guarantee Fund;
- Scope out relevant Government schemes and services with potential of mutual linkages;
- Map and document non- Government (NGO, commercial and private) players where potential linkage can be made for commodity related and service related market linkage

The project organized black gram procurement at Minimum Support Price (MSP). 7 member FPOs participated in the programme and sold black gram at INR3,000 per quintal as against prevailing market price of INR 2,600; thus, accruing with a gain of INR400 per quintal for the member farmers. The programme also

worked with the Government and facilitated waiver of Mandi Taxes to the tune of INR1.9 lakh per FPO. The programme saw a total procurement of 75,305 quintals worth INR 23.34 crores. Together the FPOs earned a commission INR 23.3 lakh i.e. @ 1% of sale value to meet their administrative expenses.

## Jeevika Project

The FPO promoted in Sawai Madhopur is a totally women's FPO having 500 women as members. The project organized 500 women farmers, including the most marginalized, for effective addressing productivity related issues through technology and value addition, establish market linkages, demonstrate FPOs way to address the livelihood issues. During the year, 13 women SHGs were linked with National Rural Livelihood Mission (NRLM) to avail working capital grant of INR15,000 per SHG besides promoting savings and inter loaning within the group. Under the programme, 270 women members from 17 SHGs were linked to Rajasthan Grameen Aajeevika Parishad and were provided working capital grant of INR 15,000 per SHG.

## Urban Poor Initiative through Finance and Training (UPLIFT)

The project is being implemented in Jaipur district. The program aims at providing innovative and sustainable solutions to enable about 10,000 artisans engaged either as wage workers or in small household enterprises in fashion jewelry value chain, improve their income and make the value chain more inclusive and work for them to address the poverty issues. The program is supported and funded by Michael & Susan Dell Foundation. The programme has implementing partners like IIGJ, Pearl Academy, PD Institute, Arch, Academy, Diya Kumari Foundation etc. Till March 2015, the programme imparted skill and product and design development training to 1,423 artisans through 45 skill training in 3 clusters namely Jhotwara, Shastri Nagar and Math ka Kua in Jaipur city. A total of 5,347 artisans received identity cards under transformative finance interventions. Number of artisans linked to credit was 1,192 and total number of saving accounts opened was 3,083. Over all, the total credit disbursement was Rs 1.05 crore from

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Apr 2014 to Mar, 2015 through MFIs, Banks, etc. Under market linkage interventions, the project beneficiaries participated in 9 national marketing events and 1 buyer seller meet. 5 exposure visits were completed to IIGJ, Arch Academy, PD institute for orientation about latest technology and machinery for enhancing their productivity. Demonstration about latest tools, machinery and technology was given to artisans in IIGJ, Arch Academy and PD institute. 1468 artisans were directly linked to market for business with amount of INR 30 lakhs through local market and for INR 27 lakhs through other marketing channels- website, exhibition, retail shops, etc.

The project underwent several challenges, key among them were related to quality control for a variety of processes/units, no provision for wage loss compensation to attend skill training programmes, low interest in adapting new skills, low risk-taking capabilities, difficulty in credit linkage and fund disbursement due to migration, identification of potential buyers, weak supply chain as no single product is made at one unit, etc.

In South Rajasthan, ACCESS's projects are being managed by an office at Udaipur. The projects that are being implemented in South Rajasthan are Ginger Value Chain Development funded by RaboBank Foundation in Udaipur district and FPOs promotion for pulses & millet growing farmers funded by SFAC & World Vision India in Dungarpur district. A team of 6 members, headed by an AVP, manage these two projects.

## Ginger Value Chain Development

The project was being implemented in Jhadol Block of Udaipur District, and as part of the project deliverables, established Udaipur Agro Producer Company Limited (UAPCL) in March 2014. The cumulative membership of UAPCL is 1,635 tribal farmers, with 46% of the total members are female. During 2014-15, UAPCL generated a turnover of INR 50 lakhs through various interventions, including creation of infrastructure like a Dal-Mill and processing of ginger and turmeric etc., in ginger and turmeric value chains. To broaden its activities and increase earning, UAPCL procured and processed 20 MT of pigeon pea. Further,

UAPCL has opened 3 FARM Centres working on franchise basis to provide procurement of output and supply of inputs services and tie-up was made with Udaipur Kray Vikray Sahkari Sangh & Banyan Roots. The Annual General Meeting of UAPCL was held in October 2014 at the Krishi Mandi of Jhadol and was attended by 750 shareholders. 6 new women BoD members were also elected during the year. During the year, UAPCL availed a loan of INR 21 lakh with cash- credit facility from IDBI bank to be the first FPO in South Rajasthan to avail CC limit for working capital from a mainstream bank.

## FPOs promotion for pulses & millet growing farmers

The project of organising the pulses, maize and millets growing farmers into FPO is being implemented as part of the National Food Security Mission (NFSM) of the Government of India and being implemented by SFAC. The project also received support from the World Vision India during the reference year. The objective of the project has been to strengthen the capacity of the pulses, maize and millets growing farmers by organising them into a FPO to take up activities for productivity enhancement, inputs distribution, aggregation and market linkage services.

Till March 2015, 80 FIGs were formed with 1,055 farmers from 20 villages to register the FPO, Mandviya Agribase Producer Company Limited. Besides regular meeting conducted for the FIGs, producer-leaders have been selected to form the Promoter Board of Directors. Over 40 training programmes were held on leadership, book keeping, auditing, fund management, and developing credit and market linkages. An exposure visit was organized on in March 2015 for the BoD members. The farmers were given first-hand experience of turmeric, ginger and pigeon pea processing. The FPO has created a website as <http://mapcl.blogspot.in/> for it. Individual saving account passbooks were distributed to each member of the FIGs to update records and to bring in transparency in transactions. Through this arrangement, FIG members can pinpoint the irregularities and deficiencies in the system. This was a proactive step taken by ACCESS team even this activity was not required by donors.



## State Operations

# West Bengal

During the year, West Bengal was implementing 2 projects of SFAC – one, under the Special Project for Pulses and Oilseeds Growing Farmers and another, under the National Vegetable Initiative for Urban Clusters (NVIUC). The specific details of these projects are given below.





## Promoting FPOs under the Special Project for Pulses and Oilseeds Growing Farmers

This Special Project to organize the Pulses and Oilseeds Growing Farmers was awarded to ACCESS in August 2013. The mandate was to promote 5 FPOs mobilizing 5,000 pulses and oilseeds growing farmers in two districts of West Bengal namely, Bardhaman and Hooghly.

Consequently, 2 blocks i.e. Dhaniakhali and Balagrah from Hooghly District were chosen

while Purbasthali I and II and Katwa I and II were selected from Burdwan District. During the year, ACCESS completed entire mobilization of the farmers, introduced and oriented them to improved PoPs for major pulses and oilseeds crops such as mustard, sesame, moong etc., farmers were given training on various crop and soil and water management practices, they were taken to research institutions to see for themselves improved agricultural practices like water management, composting, food processing, etc. some of the major achievements of the project have been presented in the table below.

Name of the district	Hooghly	Burdwan
No. of FIG formed	117	210
No. of Farmers mobilized	2340	3150
No. of Gram Panchayat covered	12	12
Target Villages covered	53	36
No. of Bank Accounts opened	74	188
Share money collected (INR)	665,000	155,000
No. of training visits organized	86	80
Places of training / exposure visits organized	Patna, Tarakeshwar, Behrampur, Bhangar	Patna, Tarakeshwar, Behrampur, Bhangar

## Promoting FPOs of the Vegetables Growing Farmers

Under the NVIUC, another 6,000 vegetables growing farmers from 4 districts were to be organized. Thus, from Bhangar I, Baruipur and Joynagar II blocks of South 24 Parganas district, Amta I and Amta II blocks of Howrah district and Kolaghat, Tamluk and Panskura blocks of East Midnapore district, Englishbazar, Gazole and Old Malda blocks of Malda District were selected by the district authorities for farmers mobilization. In these areas, 6 FPOs were to be registered as per the mandate of the project. Necessary market linkages like tying up with

nearby whole sale markets of Kolkata and other major towns, Suphal Bangla Bazaars etc. have been made. The farmers also started supplying fresh fruits and vegetables to the Krishak Bazaars, promoted by the State Government. During the year, ACCESS mobilized 3,500 farmers under 220 FIGs in these districts. ACCESS facilitated cluster formations – one each at Bhangar I and Joynagar II. 1,700 farmers were identified to receive government subsidy under various schemes. Exposure visits were organized for the newly formed FIGs. The trainings and exposures have cumulatively enhanced the knowledge and capacity of the farmers in the project area. The achievements under the project have been summed up below.



Name of the district	South 24 Parganas	Howrah	Purba Medinipur	Malda
No. of FIG formed	136	37	42	1
No. of Members / Farmers	2,312	592	672	20
No. of Gram Panchayat covered	13	8	10	12
Target Villages covered	130	86	92	106
No. of Bank Accounts opened	126	31	30	1
Share money collected (Rs)	650,000	150,000	150,000	0
No. of training visits organized	9	2	3	0
Places of training / exposure visits organized	Joynagar, Baruipur, Bhangar	Amta	Panskura & Tamluk	

Though female farmers have been part of these projects, their participation has been traditionally low. However, in Baruipur block, around 300 women farmers were brought under the fold of 20 FIGs. They are being linked up under a special initiative to form vegetable and guava nurseries under the project. The Farmers from South 24 Parganas participated in the State level Mango festival and farmers across all the project districts participated in the Agri Horti Fests organized by the Ministry of Agriculture, Government of West Bengal in collaboration with the Confederation of Indian Industries (CII). Onion stores with 4 MT capacity have been built with 50% government subsidy in two districts.

## Sustainable Agriculture Practices

During the year, ACCESS completed the NABARD funded pilot project, "Augmenting Productivity of Lead Crops/Activities through Adoption of Sustainable Agricultural Practices (SAP)" in Saharjora Gram Panchayat (GP) of Barjora Block in Bankura District of West Bengal in September 2010. The project intended to improve productivity of the key crops raised in the area and the major activities. As Saharjora GP suffers from the same set of problems like subsistent agriculture, acute irrigation water scarcity, poor soil quality, excessive use of fertilizers, pesticides started deteriorating



soil fertility further, migration of agricultural labourers etc., ACCESS introduced a series of interventions to improve agricultural situation in the area. They include introduction of the System of Rice Intensification (SRI) to improve rice productivity, kharif groundnut as second crop in kharif for highlands, supply of hybrid mustard seeds (B9 variety), sesame (Tilottama) for raising during rabi etc. Besides seeds replacement, the farmers were provided training, leaflets on improved PoPs on many crops, 900 soil tests were carried out to suggest soil treatment to improve soil health, to facilitate access to institutional finance over 300 farmers were provided Kisan Credit Cards (KCC), 30 vermi-compost pits were constructed and 90 HDPE pits were provided, the farmers were taken to exposure visits to research stations to see scientific practices such as paira cropping, relay cropping, inter-culture, drip irrigation, green manuring, vermi composting, seed treatment, INM, IPM, integrated farming, roles and responsibilities of FPOs directors, records management and book keeping etc. In 2014, 700 farmers from 12 villages were given earth worms and *Trichoderma viride* for soil and seed treatment. To promote micro irrigation, 16 Honda pumps of 3 HP capacity were given to the farmers groups. 16 dug wells were financed for construction to supply irrigation water during drought period. Under farm mechanization 15 threshers and 8 sprayer cum dusters were given to the farmers. Besides these interventions, a FPO was formed as an exit strategy and to take care of the assets and lead the farmers in business development for them in the years to come. By end of the project, the FPO was registered with an equity capital of Rs.2,10,000/- with 700 farmer members. The company was in the process of taking up steps to get required licenses to do business in farm mechanization, seeds, fertilizers etc.

## Integrated Watershed Management Project

Besides the above ACCESS has been empanelled as one of the designated agencies to take up preparation of Detailed Project Reports for the Integrated Watershed Management Project (IWMP) in West Bengal. During the year, ACCESS completed preparation of 10 DPRs from 4 districts of the state. ACCESS was also awarded one of the IWMP project to implement as Project Implementing Agency (PIA) in Canning II block of South 24 Parganas. While the objectives of the project was harnessing, conserving and developing degraded natural resources such as soil, water and vegetative cover; prevention of soil run-off; rain water harvesting and recharging of ground water table; increasing the productivity of crops; introduction of multi-cropping and diverse agro-based activities; promoting sustainable livelihoods and increasing the household incomes; etc., actual work is yet to start due to fund flow to district and to the PIA level.









# Human Resource Review

## Human Resource Planning and Management

As regards Human Resource planning and management, the year witnessed a flurry of activities with the exit of some senior employees requiring thorough planning and quick reshuffle of staff. Following the departure of Senior Vice President, a new position, Head of Operations was created. The position was then filled by transferring Vice President-West Bengal to Delhi to look after programme operations. The leadership positions in MP and AP state teams were strengthened by hiring from outside while the leadership position in accounts at Head Office was filled with existing staff. To contain attrition, ACCESS is devising various strategies like giving higher responsibilities, allowing them to attend short term courses, seminars/workshops etc. to meet their learning needs, allowing amends in job profiles, feedback and performance appraisal for further improvement, offering a career path within the organisation etc.

## ACCESS Organisation Structure

During the year, ACCESS had a total of 76 employees on its roll as per the following state wise distribution.

State wise number of Employees

S. No	State	No of Employees
1	Delhi (HQ)	22
2.	Rajasthan	22
3.	Madhya Pradesh	10
4.	Odisha	10
5	Andhra Pradesh	4
6	West Bengal	5
7	Uttar Pradesh	3
		76

## Training and Career Development

As part of employees' training and career development, ACCESS encourages its staff members to participate in various national and international training programmes, workshops, seminars etc. to provide them exposure and opportunities to learn new concepts, practices and emerging trends by interacting with experts, practitioners, policy makers

etc. Accordingly, the employees were deputed to attend the following workshops/training programmes during 2014-15;

- Workshop held by USAID/FAIDA - 3rd India-Afghanistan Innovation Partnership Fair at Herat. ACCESS was represented by one of the Associate Vice President to share ACCESS's experiences in promoting inclusive agri-value chains in India.
- Workshop on Google for Non-Profits, exclusively designed for NGOs by experts from Google. Two employees from ACCESS attended the workshop.
- Training workshop held by NID, Ahmedabad on Design Issues and Methods, and it was attended the design team.
- CII Workshop on HR's role in enabling strategy and performance and ACCESS was represented by Senior Manager - HR.

Besides the above, an in-house Organisational Development (OD) session was organised for the SMT members in February 2015 to help them share their common issues, be responsible for designing future strategy and enable them to take up larger role towards further growth and development of the organization by creating a deep sense of ownership and commitment. There were quite a few induction trainings organised for the newly recruited staff both at the Head Office and at the state offices. Internships were offered to students from a range of colleges in 2014 as given below;

- Evaluation study on the socio-economic benefits of the RKVY project in Sawai Madhopur
- Design Development under UPLIFT programme
- Study of livelihoods and markets of South Rajasthan
- Base line survey of UNDP and SERP project
- Documentation for Equity Grant Scheme

## Group Medical Policy

During the year, as a welfare measure ACCESS has taken Group Accident Policy (GMP) for all ACCESS employees and Mediclaim Policy (GMP) for all ACCESS employees and their family dependents. ACCESS has extended the medical coverage per family to keep up with the increasing medical costs.



# Governance Systems

The governance and decision making structure at ACCESS consists of the Board of Directors (Board), the Management and Investment Committee (MIC) and the Senior Management Team (SMT). The Board takes all major policy decisions of the organisation while the MIC, a management committee of the Board, meets more frequently to support the Board in discharging its functioning and SMT facilitates in programme planning and operations management.

## Board of Directors

The Board is the apex decision-making body of the organization, comprising of distinguished individuals representing banking, private sector, government, development sector and legal services. ACCESS draws value from the diverse and aggregate experience of its Board of Directors to design its strategy and direction. The Board of Directors meets once in every quarter. Currently, Mr. Sanjeev Asthana is the Chairman of ACCESS and Vipin Sharma continues to remain the CEO. Mr. Asthana took over the charge from Mrs. Vijayalakshmi Das, who was the interim Chairperson following the departure of Mr. Brij Mohan who vacated office after completing 2 full terms following the norms established by a Good Governance Committee. The CEO reports to the Board for all executive decisions related to operations and administration of ACCESS.

## Management and Investment Committee (MIC)

It's a committee of the Board comprising of Chairman, CEO, one Board Member, Ajay Sud and Senior Vice President and subsequently, Head Operations. It supports the Board by meeting more frequently for speedy disposal of decisions and execution by the CEO in programme implementation and management. The MIC meets at regular interval and reviews operations and financial management and aligns policies, HR and management issues with organizational requirements. In the reference year, 5 meetings of the MIC were held.

## Senior Management Team (SMT)

To facilitate in programme planning and operations management, a Senior Management Team (SMT) has been constituted. The SMT comprises of the CEO, Programme Unit Heads, State Heads and the Senior Vice President and subsequently, Head Operations and the Programme Support and senior staff at Head Office. The SMT is responsible for making the Annual Operating Plan (AOP), tracks progress against set AOP and whenever required aligns plans as per ACCESS's mission and vision. The SMT meets to discuss organizational plans and strategies and discuss new program opportunities for organizational growth. The SMT mechanism also supports coordination and communication between the Head Office and State/programme offices. During the year, the SMT met twice in Delhi to review operational progress, discuss important issues and initiate steps to complete programmes as per AOP.

# Friends of ACCESS

Since its inception ACCESS has been fortunate in receiving funding support from a large pool of diverse stakeholders. While initially, much of the resources were received from international agencies, over the years, several important national funding agencies, and among these, the government and its apex agencies have added to the list. Though long term funding commitments are still very few and many funding partners prefer to commit on a year-on-year basis; however, expansion of the list of funding partners augurs well for ACCESS as it strengthens our belief that ACCESS delivers well on expectations.

## GOVERNMENT

1. Society for Elimination of Rural Poverty, Government of Andhra Pradesh
2. Department of Agriculture, Govt. of Madhya Pradesh: ATMA Project
3. Rashtriya Krishi Vikas Yojana (RKVY): Government of Rajasthan
4. Odisha Forestry Sector Development Project: Government of Odisha
5. West Bengal Watershed Development Agency, Government of West Bengal
6. Department of Horticulture and Fruit Processing Industries, Government of West Bengal
7. Department of Agricultural Marketing, Government of West Bengal

## APEX DEVELOPMENTAL AND FINANCIAL INSTITUTIONS

1. NABARD: Farmer's Club (Madhya Pradesh), Sustainable Agricultural Practices Project (West Bengal), Livelihoods India Conference, Microfinance India Summit
2. Small Farmers' Agri Business Consortium (SFAC): National Vegetable Initiative (Madhya Pradesh, Rajasthan and West Bengal), National Pulses Initiative (Madhya Pradesh), Special Project on Pulses and Oilseeds (Madhya Pradesh and West Bengal), National Food Security Mission (Rajasthan and Odisha),
3. Livelihoods India Conference

## INTERNATIONAL ORGANIZATIONS

1. Rabobank Foundation: Uday Agriculture Producer Company Ltd. (UAPC) for maize value chain,
2. Livelihoods India Conference, Microfinance India Summit
3. Citi Foundation: Citi Micro Enterprise Awards (CMEA 2012), Microfinance India Summit
4. Michael and Susan Dell Foundation: UPLIFT Rajasthan
5. Solidaridad Network Asia Limited, Madhya Pradesh
6. Ford Foundation: Livelihoods India
7. OXFAM India: Livelihoods India Conference
8. GIZ: Microfinance India Summit
9. PACS: Livelihoods India Conference
10. ICCO: Livelihoods India Conference

## MULTILATERAL AND BILATERAL INSTITUTIONS

1. United Nations Development Programme (UNDP): Livelihoods India Conference, Microfinance India Summit
2. World Bank: Livelihoods India Conference, Microfinance India Summit

## FINANCIAL INSTITUTIONS

1. HSBC: JEEVIKA 2 (Rajasthan), Microfinance India Summit
2. Standard Chartered Bank: Microfinance India Summit
3. IDBI Bank: Microfinance India Summit



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Tel: 011 26510915, Fax: 011 26850821  
Email: [livelihoodsasia@accessdev.org](mailto:livelihoodsasia@accessdev.org)  
[www.accessdev.org](http://www.accessdev.org)







**Access Development Services**  
**Balance sheet as at 31st March 2015**

(All amount in Indian Rupees)			
	Note	As at 31st March 2015	As at 31st March 2014
<b>EQUITY AND LIABILITIES</b>			
<b>Shareholders' funds</b>			
Share capital	2	400	400
Reserve and surplus	3	16,54,39,881	15,53,66,566
		<u>16,54,40,281</u>	<u>15,53,66,966</u>
<b>Non current liabilities</b>			
Long term provisions	4	44,92,292	73,84,451
		<u>44,92,292</u>	<u>73,84,451</u>
<b>Current liabilities</b>			
Short term borrowings	5	97,63,072	1,38,42,456
Accounts payable	6	32,15,509	17,96,904
Other current liabilities	7	1,67,63,137	1,98,87,693
Short-term provisions	8	23,48,116	1,91,696
		<u>3,20,89,834</u>	<u>3,57,18,749</u>
		<u><b>20,20,22,408</b></u>	<u><b>19,84,70,166</b></u>
<b>ASSETS</b>			
<b>Non current assets</b>			
Fixed assets	9		
- Tangible assets		28,28,212	37,98,625
- Intangible assets		11,050	1,37,447
Long term loans and advances	10	1,41,55,038	1,15,76,807
		<u>1,69,94,299</u>	<u>1,55,12,879</u>
<b>Current assets</b>			
Cash and cash equivalents	11	16,52,55,511	16,56,22,689
Short term loans and advances	12	19,10,827	13,21,330
Other current assets	13	1,78,61,770	1,60,13,268
		<u>18,50,28,108</u>	<u>18,29,57,287</u>
		<u><b>20,20,22,408</b></u>	<u><b>19,84,70,166</b></u>
<b>Significant Accounting Policies</b>			
<b>Notes forming part of the financial statements</b>			
	1		
	1 to 31		

As per our report of even date attached.

**For SCM Associates**  
Chartered Accountants  
Firm Registration Number : 314173E

  
**Prakhar Banthiya**  
Partner

Membership Number : 088526

Place : New Delhi  
Date : 30/08/2015

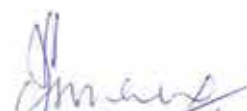


**For and on behalf of the Board of Directors**



**Vipin Sharma**  
CEO  
DIN: 02565320

Place : New Delhi  
Date :



**Sanjeev Kumar Asthana**  
Chairperson  
DIN: 00048958

Place : New Delhi  
Date :



**Access Development Services**  
**Income and expenditure account for the year ending 31st March 2015**

(All amount in Indian Rupees)			
	Note	for the year ending 31st March 2015	for the year ending 31st March 2014
<b>Revenue</b>			
Revenue from operations	14	10,77,75,747	12,19,02,202
Other income	15	38,43,042	62,05,154
		11,16,18,789	12,81,07,356
<b>Expenses</b>			
Programme expenses	16	5,57,04,346	7,22,37,372
Employee benefit expenses	17	3,33,48,402	3,81,22,466
Finance costs	18	15,84,474	12,17,141
Depreciation and amortisation	19	8,91,134	7,30,207
Other expenses	20	1,72,65,223	1,48,76,494
		10,87,93,579	12,71,83,680
Surplus before tax		28,25,210	9,23,676
<b>Tax expenses</b>			
Provision for tax	[See Note 28]	-	-
		-	-
<b>Excess of income over expenditure for the year</b>		28,25,210	9,23,676
Basic/diluted earning per share	[See Note 22]	70,630.25	23,091.91
<b>Significant Accounting Policies</b>	1		
<b>Notes forming part of the financial statements</b>	1 to 31		

As per our report of even date attached.

For SCM Associates  
Chartered Accountants  
Firm Registration Number : 314173E

  
**Prakhar Banthiya**  
Partner  
Membership Number : 088526

Place : New Delhi  
Date : 30/08/2015



For and on behalf of the Board of Directors

  
**Vipin Sharma**  
CEO  
DIN: 02565320

Place : New Delhi  
Date :

  
**Sanjeev Kumar Asthana**  
Chairperson  
DIN: 00048958

Place : New Delhi  
Date :





**Access Development Services**  
**Cash flow statement for the year ending 31st March 2015**

	All amount in Indian Rupees	
	for the year ending 31st March 2015	for the year ending 31st March 2014
<b>Cash flow from operating activities</b>		
Surplus during the year	26,85,944	9,23,676
Surplus from LHF Corpus fund	80,05,246	71,48,610
Amount charged to Capital Asset fund	(6,17,875)	(5,08,345)
<b>Net surplus for the year</b>	<u>1,00,73,315</u>	<u>75,63,941</u>
<i>Adjustments for:</i>		
Depreciation and amortisation during the year (including depreciation charged to capital asset fund)	23,18,170	16,36,052
Finance costs	15,84,474	12,17,141
(Profit)/ Loss on sale of fixed assets		
(After adjusting asset written off from capital asset fund)	29,294	3,667
Provision for compensated absences	(3,49,504)	65,405
Provision for Gratuity/ superannuation	(87,666)	2,95,728
Provision for bad and doubtful receivables	29,53,205	-
Operating profit before working capital changes	<u>1,65,21,288</u>	<u>1,07,81,935</u>
<b>Changes in working capital</b>		
Decrease/ (increase) in long term loans and advances	51,849	3,09,000
Decrease/ (increase) in short term loans and advances	(5,89,497)	(3,17,903)
Decrease/ (increase) in other current assets	(48,01,707)	1,00,714
(Decrease)/ increase in long term provisions	(2,98,569)	(2,12,827)
(Decrease)/ increase trade payables	14,18,605	(29,22,215)
(Decrease)/ increase in other current liabilities	(31,24,556)	27,20,858
<b>Cash generated from operations</b>	<u>91,77,413</u>	<u>1,04,59,562</u>
Income tax paid (net of refund)	(26,30,080)	(11,31,136)
<b>Net cash (used in)/generated from operating activities (A)</b>	<u>65,47,333</u>	<u>93,28,426</u>
<b>Cash flow from investing activities</b>		
Amount paid for acquisition of fixed assets	(12,82,178)	(6,65,028)
Proceeds from sale of fixed assets	31,525	23,602
<b>Net cash used in investing activities (B)</b>	<u>(12,50,653)</u>	<u>(6,41,426)</u>
<b>Cash flow from financing activities</b>		
Receipt/ (payment) of short-term borrowings	(1,00,81,740)	1,00,81,740
Finance cost	(15,84,474)	(12,17,141)
<b>Net cash flow generated from / (used in) financing activities (C)</b>	<u>(1,16,66,214)</u>	<u>88,64,599</u>
Net decrease in Cash and Cash equivalents (A+B+C)	(63,69,534)	1,75,51,599
Cash and cash equivalents at the beginning of the year	16,18,61,973	14,43,10,375
<b>Cash and cash equivalents at the end of the year</b>	<u>15,54,92,439</u>	<u>16,18,61,973</u>



**Access Development Services**  
**Cash flow statement for the year ending 31st March 2015**

	<b>All amount in Indian Rupees</b>	
	<b>for the year ending 31st March 2015</b>	<b>for the year ending 31st March 2014</b>
<b>Cash and cash equivalents comprise of:</b>		
Cash in hand	83,802	55,421
<b>Balances with banks:</b>		
- in current accounts	1,55,11,633	1,53,50,264
- in deposit accounts including accrued interest	14,96,60,076	15,02,17,003
<b>Overdraft Account :</b>		
Bank overdraft	(97,63,072)	(37,60,716)
	<u>15,54,92,439</u>	<u>16,18,61,973</u>

As per our report of even date attached.

**For SCM Associates**

Chartered Accountants

Firm Registration Number : 314173E

  
**Prakhar Banthiya**  
 Partner

Membership Number : 088526

Place : New Delhi

Date : 30/08/2015



**For and on behalf of the Board of Directors**



**Vipin Sharma**

CEO

DIN: 02565320

Place : New Delhi

Date :



**Sanjeev Kumar Asthana**

Chairperson

DIN: 00048958

Place : New Delhi

Date :





## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

#### Note 1: Significant accounting policies

##### Corporate information

Access Development Services is a not for profit organization engaged mainly in promotion of microfinance and livelihood activities. It has been licensed by the Government of India to operate under section 8 of the Indian Companies Act 2013 (erstwhile section 25 of the Companies Act, 1956) on certain conditions, mainly being that the company shall apply its surplus, if any, or other income solely in promoting its objects, and is prohibited from payment of any dividend to its members. Further, the Company is registered under Section 12A of the Income Tax Act, 1961 with effect from April 1, 2006.

#### 1.1 Basis of accounting and preparation of financial statements

The Financial Statements are prepared to comply in all material aspects with all the applicable accounting principles in India, the applicable accounting standards notified under the Companies Act, 2013 and the relevant provisions of the Companies Act, 2013.

The company follows mercantile system of accounting and recognizes significant items of income and expenditure on accrual basis. Wherever it is not possible to determine the quantum of accrual with reasonable certainty, the same is accounted for on cash basis.

#### 1.2 Change in Accounting Policy

##### Depreciation on Fixed Asset

Till the year ended 31st March 2014, Schedule XIV to Companies Act, 1956 prescribed requirements concerning depreciation on fixed asset. From the current year Schedule XIV has been replaced by Schedule II to Companies Act, 2013. Effective from 1st April 2014, the Company has provided depreciation on fixed asset on useful lives as provided in Schedule II of the Companies Act, 2013 or as re-assessed by the Company.

Further, on application of Schedule II to Companies Act, 2013 the Company has changed the manner of providing depreciation for its fixed assets. Now, the Company identifies and determines separate useful life for each major component of fixed asset, if they have useful life that is materially different from that of the remaining asset.

Till the year ended 31st March 2014, assets costing less than Rs. 5,000 each were fully depreciated in the year of acquisition.

Based on transnational provision given in schedule II to Companies Act, 2013, the carrying value of asset whose useful lives are already exhausted amounting to Rs. 2,26,030 and Rs. 1,39,266 has been charged to opening balance of Capital asset fund and Reserve and surplus respectively.

Had there been no change in useful lives of fixed assets, the charge to Profit & loss would have been lower by Rs. 10,36,147 (including the amount charged to opening balance of Capital asset fund and Reserve and surplus).

#### 1.2 Use of estimates

The preparation of financial statement in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets and liabilities on the date of financial statements. Actual results could differ from those estimates. Any revision to accounting estimates is recognized in future periods.



## Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

### Note 1: Significant accounting policies

#### 1.3 Fixed assets

Tangible fixed assets are stated at cost of acquisition including taxes, duties, freight, and other incidental expenses related to acquisition and installation and are recognized at cost less depreciation.

Intangible fixed assets comprising computer software are stated at their cost of acquisition and amortized over the estimated useful life.

#### 1.4 Impairment of assets

Management periodically assesses whether there is an indication that an asset may be impaired. In case of such an indication, the management estimates the recoverable amount of the asset. If the recoverable amount of an asset is less than its carrying amount, the carrying amount of the asset is reduced to its recoverable amount and the difference is recognized as impairment loss.

#### 1.5 Cash and cash equivalents (for purposes of Cash Flow Statement)

Cash comprises cash in hand, savings accounts and demand deposits with banks and also includes the overdraft facility from the bank.

Cash equivalents are short-term balances (with an original maturity of three months or less from the date of acquisition), highly liquid investments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in value.

#### 1.6 Cash flow statement

Cash flows are reported using the indirect method, whereby net surplus during the year is adjusted for the effects of transactions of non-cash nature and any deferrals or accruals of past or future cash receipts or payments. The cash flows from operating, investing and financing activities of the Company are segregated based on the available information.

#### 1.7 Depreciation and amortisation

Depreciation has been provided on the written down value method using the rates arrived at based on useful lives provided in Schedule II to the Companies Act, 2013.

Intangible assets are amortised over their estimated useful life of the asset.

Leasehold improvements are depreciated over the period of lease.

The estimated useful life of the intangible assets and the amortisation period are reviewed at the end of each financial year and the amortisation method is revised to reflect the changed pattern.

Depreciation on the amount capitalized on account of foreign exchange difference is provided over the residual life of assets.

#### 1.8 Revenue recognition

(i) Grants received for a specific purpose, are recognized as income to the extent of expenditure incurred during the year.

(ii) Conference receipts are recognized as income to the extent of actual receipts made during the year.

(iii) Revenue from consultancy contracts is recognized as per the terms of agreement for each contract.

(iv) Grants received in form of fixed assets or kinds other than cash are not valued or accounted for in the books of account. Proceeds from sale of fixed assets received in grant is considered as other income.





## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

#### Note 1: Significant accounting policies

##### 1.9 Capital asset fund

Assets purchased out of grants received for a specific purpose are expensed in the year of purchase. These assets are also capitalized with the creation of a corresponding capital asset fund.  
Depreciation during the year on assets acquired out of grants received for a specific purpose is transferred to the capital asset fund.

##### 1.10 Foreign currency transactions

Transactions in foreign currency are recorded at the exchange rate prevailing at the date of the transaction. Monetary items denominated in foreign currency are restated at the year end exchange rates. Resultant exchange differences arising on settlement of transactions and/or restatements are recognized as Income or Expense in the year.

##### 1.11 Investments

Investments are classified into current investments and Long term investments.  
Current investments are valued at cost or market / fair value, whichever is lower.  
Long term investments are valued at cost. Provision for diminution is made only if, in the opinion of the management, such a decline is permanent in nature.

##### 1.12 Employee benefits

###### Defined contribution plans

**Provident Fund** - All employees of the Company are entitled to receive benefits under the Provident Fund, which is a defined contribution plan. Both the employee and the employer make monthly contributions to the plan at a predetermined rate (presently 12%) of the employees' basic salary. These contributions are made to the fund administered and managed by the Government of India. The Company's contribution to the scheme is expensed off in the Income and Expenditure Account in the year when the amounts are due. The Company has no further obligations under the plan beyond its monthly contributions.

###### Defined benefit plans

**Gratuity** - Gratuity is a post employment defined benefit plan. The liability recognized in the balance sheet in respect of gratuity is the present value of the defined benefit obligation at the balance sheet date less the fair value of plan assets. The defined benefit obligation is calculated annually at the year end by an independent actuary using the projected unit credit method. Actuarial gains and losses are recognized as an income or expense in the Income and Expenditure Account in the year in which they arise.

###### Other long-term employee benefits

**Leave Encashment** - Liability in respect of Leave Encashment is provided both for encashable leave and those expected to be availed based on actuarial valuation and estimate based on actual leave available for availment, which considers undiscounted value of the benefits expected to be paid/availed during the next one year and appropriate discounted value for the benefits expected to be paid/availed after one year. Actuarial gains and losses are recognized as an income or expense in the Income and Expenditure Account in the year in which they arise.

**Sick Leave** - The Company provides sick leave of six days per financial year to each employees on pro-rata basis. Unclaimed sick leave can be carried forward to next financial year and can be availed for a maximum of 45 days with full pay and next 45 days with half pay, subject to maximum accumulation of 90 days. Accumulated sick leave is not encashable, however the Company calculates the liability on CTC of the employees and make provision on full liability basis as at the Balance Sheet date



## Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

### Note 1: Significant accounting policies

#### 1.13 Leases

Lease rent payments pertaining to cancellable operating leases are charged to the income and expenditure account on the basis of the terms of the lease agreement over the period of lease on payment basis.

#### 1.14 Earnings per share

The earnings considered in ascertaining the Company's EPS comprises the excess of income over expenditure. The number of shares used in computing basic EPS is the weighted average number of shares outstanding during the year.

#### 1.15 Provisions and contingencies

Provisions are recognized when the company has a present obligation as a result of past events for which it is probable that an outflow of resources will be required to settle the obligation and a reliable estimate can be made. Provision required settling the obligation are reviewed regularly and are adjusted where necessary to reflect the current best estimate of the obligation.





## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2015	As at 31st March 2014
<b>Note 2: Share capital</b>		
Authorised share capital		
50,000 (previous year 50,000) equity shares of Rs. 10 each	5,00,000	5,00,000
	<b>5,00,000</b>	<b>5,00,000</b>
Issued and subscribed share capital		
40 (previous year 40) equity shares of Rs. 10 each.	400	400
	<b>400</b>	<b>400</b>
Paid up share capital		
40 (previous year 40) equity shares of Rs. 10 each fully paid up	400	400
	<b>400</b>	<b>400</b>

### Details of shareholders holding more than 5% of aggregate shares in the Company

	As at 31st March 2015		As at 31st March 2014	
Name	Number of shares held	Percentage	Number of shares held	Percentage
Ms. Radhika Agashe Mathur	20	50%	20	50%
ACCESS Holding Venture India Pvt.Ltd.	20	50%	-	-
Mr. Sudipto Saha	-	-	20	50%

### Reconciliation of the number of equity shares outstanding at the beginning and at the end of the year

Number of shares outstanding at the beginning of the year	40	40
Shares issued during the year	-	-
Number of shares outstanding at the end of the year	<b>40</b>	<b>40</b>



## Access Development Services

### Notes forming part of the financial statements

		(All amount in Indian Rupees)	
		As at 31st March 2015	As at 31st March 2014
<b>Note 3: Reserve and surplus</b>			
<b>Capital Reserve</b>			
<b>General Corpus fund</b>			
Balance at the beginning of the year		98,00,000	98,00,000
Add: Addition during the year		-	-
Less: Utilised during the year		-	-
	(a)	<u>98,00,000</u>	<u>98,00,000</u>
<b>LIIF Corpus fund</b>			
Balance at the beginning of the year		12,09,54,122	11,66,64,957
Add: Addition during the year		-	-
Add : Interest earned on term deposits made of LIIF		1,16,54,348	92,85,146
Less: Expenses incurred related with LIIF		36,49,102	21,36,536
<b>Surplus before provisioning</b>		<u>80,05,246</u>	<u>71,48,610</u>
Less : Reserve fund for contingent liability @15%		12,00,787	10,72,292
Less : Reserve fund for promotional activities @25%		20,01,312	17,87,153
	(b)	<u>12,57,57,270</u>	<u>12,09,54,122</u>
<b>Contingent liability fund (LIIF)</b>			
Balance at the beginning of the year		21,13,531	10,41,239
Add: Transfer during the year from LIIF Corpus fund		12,00,787	10,72,292
Less: Utilised during the year		-	-
	(c)	<u>33,14,318</u>	<u>21,13,531</u>
<b>Promotional activities fund (LIIF)</b>			
Balance at the beginning of the year		35,22,551	17,35,398
Add: Transfer during the year from LIIF Corpus fund		20,01,312	17,87,153
Less: Utilised during the year		-	-
	(d)	<u>55,23,863</u>	<u>35,22,551</u>
<b>Total Corpus fund</b>	(a+b+c+d)	<u>14,43,95,450</u>	<u>13,63,90,204</u>

The Company has received Rs. 11.25 Crores from CARE (Cooperative for Assistance and Relief Everywhere Inc.) as (RLF) Revolving Loan Fund, pursuant to the RLF exit agreement entered between CARE and United Kingdom's Department for International Development (DFID). The RLF is to be used to provide loan funds to promote livelihoods and microfinance by way of Term loan, Short term working capital loan, Asset finance loan, MFI incubation loan, Loan guarantee and Livelihood innovations. On the basis of the agreement entered with CARE the Company has treated it under Corpus Fund as Livelihoods Innovation and Investment Fund (LIIF).

In terms of the agreement entered between the Company and CARE the LIIF has been increased by the income earned from investment of LIIF net of expenses; and Contingent liability fund and Promotional activities fund has been created @ 15% and 25% respectively, of the net income from investment of LIIF.

#### Capital asset fund

Balance at the beginning of the year	23,03,000	28,11,345
Add: Fixed assets acquired out of grants during the year	7,30,714	4,01,830
Less: Cost of fixed asset written off (net of accumulated depreciation)	60,819	4,330
Less: Depreciation (transferred from income and expenditure account)	10,61,740	9,05,845
Less : Adjustment of Depreciation as per Schedule II of Companies Act,2013	2,26,030	-
	<u>16,85,125</u>	<u>23,03,000</u>

#### Reserve and surplus

Balance at the beginning of the year	1,66,73,362	1,57,49,686
Add: Excess of income over expenditure during the year	28,25,210	9,23,676
Less : Adjustment of Depreciation as per Schedule II of Companies Act,2013	1,39,266	-
	<u>1,93,59,306</u>	<u>1,66,73,362</u>
	<u>16,54,39,881</u>	<u>15,53,66,566</u>





## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

		As at 31st March 2015	As at 31st March 2014
<b>Note 4: Long term provisions</b>			
<b>Employee benefits</b>			
Provision for compensated absences	[See Note 26]	12,58,899	24,39,350
Provision for gratuity	[See Note 26]	18,20,998	32,34,137
Provision for other employee benefits		14,12,395	17,10,964
		<b>44,92,292</b>	<b>73,84,451</b>
<b>Note 5: Short term borrowings</b>			
<b>Secured</b>			
Bank overdraft*		97,63,072	37,60,716
Other loan from bank**		-	1,00,81,740
		<b>97,63,072</b>	<b>1,38,42,456</b>
* The Company has availed overdraft facility of Rs. 1.94 Crores (Previous Year Rs. 1.055 Crores) by way of pledging of fixed deposit of Rs. 2.25 Crores (Previous Year Rs. 1.25 Crores).			
** In the previous financial year, the Company had taken short term loan of Rs. 1.00 Crores by way of pledging of fixed deposit of Rs. 1.36 Crores which has been closed during the reporting financial year.			
<b>Note 6: Accounts payable</b>			
Sundry creditors	[See Note 27]	28,56,670	14,83,521
Other payables		3,58,839	3,13,383
		<b>32,15,509</b>	<b>17,96,904</b>
<b>Note 7: Other current liabilities</b>			
Duties and taxes		7,86,150	10,57,743
Provident fund payable		4,45,453	4,89,816
Festival allowance payable		2,91,607	3,35,781
Income received in advance		1,25,78,345	1,57,41,581
Reimbursable expenses to staff		14,05,666	17,22,072
Other liabilities*		1,40,200	5,40,700
		<b>1,67,63,137</b>	<b>1,98,87,693</b>
*Other current liabilities includes Rs. 140,200 (Previous Year Rs. 540,700) received as contribution towards incorporation of various producer companies.			
<b>Note 8: Short-term provisions</b>			
<b>Employee benefits</b>			
Provision for compensated absences	[See Note 26]	9,41,670	1,10,723
Provision for gratuity	[See Note 26]	14,06,446	80,973
		<b>23,48,116</b>	<b>1,91,696</b>



## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2015	As at 31st March 2014
<b>Note 10: Long term loans and advances</b>		
Security deposits	3,49,000	4,00,849
Income tax deducted at source	1,38,06,038	1,11,75,958
	<u>1,41,55,038</u>	<u>1,15,76,807</u>
<b>Note 11: Cash and cash equivalents</b>		
Cash in hand	83,802	55,421
Cheques, drafts on hand	-	-
<b>Balances with banks</b>		
-Savings bank accounts *	1,55,11,633	1,53,50,264
-Term deposit accounts #	14,87,34,322	14,83,59,322
-Interest accrued on term deposit accounts	9,25,754	18,57,681
	<u>16,52,55,511</u>	<u>16,56,22,689</u>
* Savings account includes Rs. 7,308,994 (Previous year Rs. 4,865,097) lying in designated FCRA bank accounts)		
# Deposits accounts are created out of FCRA funds and includes fixed deposits on account of Corpus Fund - Rs. 10.80 Crores ( Previous Year Rs. 13.21 Crores). Out of total deposits, fixed deposits amounting to Rs. 2.25 Crores (Previous Year Rs. 1.25 Crores) have been pledged as security against the overdraft facility of Rs. 1.94 Crores (Previous Year Rs. 1.055 Crores) with Axis Bank.		
<b>Note 12: Short term loans and advances</b>		
Security deposits	9,42,726	5,08,905
Loans and advances	3,89,921	2,57,629
Prepaid expenses	5,78,180	5,54,796
	<u>19,10,827</u>	<u>13,21,330</u>
<b>Note 13: Other current assets</b>		
Grants receivable	86,39,522	67,70,183
Receivables from other development organisations	57,60,037	78,15,206
Contractually reimbursable expenses	61,79,074	13,42,238
Other receivables	2,36,342	85,641
	<u>2,08,14,975</u>	<u>1,60,13,268</u>
Less: provision for overdue receivables	[See Note 29] 29,53,205	-
	<u>1,78,61,770</u>	<u>1,60,13,268</u>





# Access Development Services

Notes forming part of the financial statements  
Note 9: Fixed assets

Particulars	Gross Block			Depreciation			Net Block	
	As at 1st April 2014	Additions during the year	Deletion during the year	As at 31st March 2015	Charged to Reserve & Surplus	Deletion during the year	As at 31st March 2015	As at 31st March 2014
<b>Tangible assets</b>								
Furniture & Fixtures	37,09,091	93,251	36,281	37,66,061	-	8,109	5,59,126	7,33,041
Vehicles	25,66,593	-	50,488	25,16,105	-	25,494	5,66,150	7,94,648
Office equipment	25,29,973	4,26,939	-	29,56,912	2,65,060	-	6,85,176	12,14,545
Computer Hardware	52,21,989	7,61,988	29,000	59,54,977	1,00,236	21,346	10,17,759	10,56,391
<b>Subtotal (a)</b>	<b>1,40,27,646</b>	<b>12,82,178</b>	<b>1,15,769</b>	<b>1,51,94,055</b>	<b>3,65,296</b>	<b>54,950</b>	<b>28,28,212</b>	<b>37,98,625</b>
<b>Intangible assets</b>								
Computer software	1,96,630	-	-	1,96,630	-	-	11,050	1,37,447
<b>Subtotal (b)</b>	<b>1,96,630</b>	<b>-</b>	<b>-</b>	<b>1,96,630</b>	<b>-</b>	<b>-</b>	<b>11,050</b>	<b>1,37,447</b>
<b>Total</b>	<b>1,42,24,276</b>	<b>12,82,178</b>	<b>1,15,769</b>	<b>1,53,90,685</b>	<b>3,65,296</b>	<b>54,950</b>	<b>28,39,261</b>	<b>39,36,072</b>
<b>Previous year</b>	<b>1,39,15,142</b>	<b>6,65,028</b>	<b>3,55,894</b>	<b>1,42,24,276</b>	<b>-</b>	<b>3,28,625</b>	<b>1,02,88,204</b>	<b>49,34,165</b>



Access Development Services

Notes forming part of the financial statements  
Note 9.1: Fixed assets acquired out of grant funds

Particulars	Gross Block				Depreciation				Net Block		
	As at 1st April 2014	Additions during the year	Deletion during the year	As at 31st March 2015	As at 1st April 2014	Additions during the year	Charged to Reserve & Surplus	Deletion during the year	As at 31st March 2015	As at 31st March 2014	
<b>Tangible assets</b>											
Furniture & Fixtures	11,68,925	88,251	36,281	12,20,895	10,01,340	72,406	-	8,109	10,65,636	1,55,258	1,67,585
Vehicles	22,97,529	-	30,488	22,47,041	15,82,231	1,78,798	-	25,494	17,35,535	5,11,506	7,15,298
Office equipment	14,20,202	92,315	-	15,12,517	7,71,104	3,74,395	1,38,806	-	12,84,305	2,28,212	6,49,098
Computer Hardware	38,11,274	5,50,148	29,000	43,32,422	30,40,255	4,36,140	87,224	21,346	35,42,274	7,90,149	7,71,019
<b>Subtotal (a)</b>	<b>86,97,930</b>	<b>7,30,714</b>	<b>1,15,769</b>	<b>93,12,875</b>	<b>63,94,930</b>	<b>10,61,740</b>	<b>2,26,030</b>	<b>54,950</b>	<b>76,27,750</b>	<b>16,85,125</b>	<b>23,03,000</b>
<b>Intangible assets</b>											
<b>Subtotal (b)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>86,97,930</b>	<b>7,30,714</b>	<b>1,15,769</b>	<b>93,12,875</b>	<b>63,94,930</b>	<b>10,61,740</b>	<b>2,26,030</b>	<b>54,950</b>	<b>76,27,750</b>	<b>16,85,125</b>	<b>23,03,000</b>
<b>Previous year</b>	<b>84,68,278</b>	<b>4,01,830</b>	<b>1,72,178</b>	<b>86,97,930</b>	<b>56,56,933</b>	<b>9,05,845</b>	<b>-</b>	<b>1,67,848</b>	<b>63,94,930</b>	<b>23,03,000</b>	<b>28,11,345</b>

The addition in fixed assets, depreciation and deletion in fixed assets net of depreciation has been charged off the capital asset fund.



## Access Development Services

### Notes forming part of the financial statements

	(All amount in Indian Rupees)	
	for the year ending 31st March 2015	for the year ending 31st March 2014
<b>Note 14: Revenue from operations</b>		
Grant income	7,86,85,721	8,69,47,919
Conference receipts	41,21,757	33,11,264
Consultancy income	2,49,68,270	3,16,43,020
	<u>10,77,75,747</u>	<u>12,19,02,202</u>
<b>Note 15: Other income</b>		
<b>Interest income on:</b>		
Bank deposits	26,62,678	56,95,685
Income tax refund	-	3,22,578
	<u>26,62,678</u>	<u>60,18,263</u>
Profit on sale of fixed assets	31,525	663
Net gain on foreign currency transactions and translation	-	602
Gain on sale of fixed assets received as grant	4,51,314	-
Miscellaneous income	6,97,524	1,85,626
	<u>11,80,363</u>	<u>1,86,891</u>
	<u>38,43,042</u>	<u>62,05,154</u>
<b>Note 16: Programme expenses</b>		
Project expenses	2,86,51,065	3,84,89,139
Consultancy	1,47,76,807	1,67,04,596
Travelling expenses	94,94,341	98,51,428
Grants given	20,51,420	67,90,378
Fixed assets charged to programme	7,30,714	4,01,830
	<u>5,57,04,346</u>	<u>7,22,37,372</u>
<b>Note 17: Employee benefit expenses</b>		
Salary and allowances	2,92,26,490	3,34,64,504
Contribution to employee's provident fund	24,01,015	23,82,842
Gratuity	6,75,747	10,71,259
Compensated absences (including sick leave)	2,50,834	6,28,765
Other employee related costs	7,94,316	5,75,096
	<u>3,33,48,402</u>	<u>3,81,22,466</u>
<b>Note 18: Finance costs</b>		
Interest paid on borrowings	15,84,474	12,17,141
	<u>15,84,474</u>	<u>12,17,141</u>





## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

	for the year ending 31st March 2015	for the year ending 31st March 2014
<b>Note 19: Depreciation and amortisation</b>		
Depreciation on fixed tangible assets	18,26,477	16,09,461
Amortisation of intangible assets	1,26,397	26,591
	<u>19,52,874</u>	<u>16,36,052</u>
Less: Depreciation charged to capital asset fund	<u>10,61,740</u>	<u>9,05,845</u>
	<u>8,91,134</u>	<u>7,30,207</u>
<b>Note 20: Other expenses</b>		
<b>Administrative costs</b>		
Board meeting expenses	44,271	65,653
Directors sitting fees	1,90,000	1,80,000
Other meeting expenses	2,80,458	6,74,783
Electricity expenses	5,98,859	6,08,477
Communication expenses	19,80,671	25,83,872
Legal and professional expenses	3,26,759	5,28,776
Printing and stationary expenses	23,51,299	11,35,635
Insurance expenses	1,32,251	1,33,315
Rent	35,09,376	30,90,600
Office expenses	12,13,781	16,24,446
Repair and maintenance expenses	8,83,521	9,85,100
Vehicle running and maintenance expenses	2,94,746	7,46,384
Conveyance	23,77,218	22,03,857
Bad and doubtful receivables written off	29,53,205	1,34,878
Bank charges	87,653	22,401
Net loss on foreign currency transactions and translation	4,465	-
Other expenses	36,690	1,58,317
	<u>1,72,65,223</u>	<u>1,48,76,494</u>



## Notes forming part of the financial statements

(All amount in Indian Rupees)

**Note 21 : Related party disclosure**

As per Accounting Standard 18, the disclosures of transactions with related parties are given below:

Relationship	Name of related parties
Other organisations where significant influence exists and having transactions during the year	Access Assist Ode to Earth Enterprises Private Limited ACCESS Holding Venture India Pvt.Ltd.
Key Managerial Personnel	Mr. Vipin Sharma- Chief Executive Officer

**Transactions with related parties during the year in the ordinary course of business at commercial terms**
**Remuneration to Key Managerial Personnel**

	for the year ending 31st March 2015	for the year ending 31st March 2014
Salary and allowances	57,92,137	57,92,137
Employer's contribution to benefit funds	3,93,400	3,93,400
	<b>61,85,537</b>	<b>61,85,537</b>

The above amounts are included in salary and contribution to employee benefit funds.

The above disclosure is excluding group insurance benefits, as the same is on basis of premium paid to insurance company as the amount pertaining to individual employees is not available separately.

The provision for gratuity and leave encashment liability is taken on an overall basis based on actuarial valuation and separate figure applicable to an employee is not available and therefore, the same has not been taken into account in the above disclosure.

**Transactions with other organisations where significant influence exists**

	for the year ending 31st March 2015	for the year ending 31st March 2014
<b>Access Assist</b>		
Grants paid		15,00,000
Allocation of administrative expenses	14,01,067	
Allocation of payroll expenses	44,63,822	
Consultancy provided	9,58,367	
	<b>68,23,256</b>	<b>15,00,000</b>
<b>Ode to Earth Enterprises Private Limited</b>		
Event participation fees	1,50,000	-
Purchase of programme related materials	8,19,405	24,77,009
	<b>9,69,405</b>	<b>24,77,009</b>
<b>ACCESS Holding Venture India Private Limited</b>		
Allocation of administrative expenses	4,515	86,598
Allocation of payroll expenses	66,45,349	93,54,150
Consultancy provided		1,00,000
	<b>66,49,864</b>	<b>94,40,748</b>

The company has entered into Memorandum of Understanding with it's group organisations (entities under common management) regarding cost sharing of expenses incurred on various projects of social, economic and other development related work including organising microfinance summit, which the above organisations executes jointly with the Company.

**Balance outstanding at the year end of the related parties**

	As at 31st March 2015	As at 31st March 2014
<b>Receivables</b>		
Access Assist	58,64,889	-
ACCESS Holding Venture India Pvt. Ltd.	2,33,600	13,42,238
Rent security paid on behalf of Mr. Vipin Sharma	1,50,000	1,50,000
Other advances to Key Managerial Personnel		50,000




Notes forming part of the financial statements

(All amount in Indian Rupees)

	62,48,489	15,42,238
<b>Payables</b>		
Expenses reimbursable to Key Management Personnel	43,108	32,816
	<b>43,108</b>	<b>32,816</b>

**Note 22 : Earnings per share**

The following reflects the profit and share data used in the basic and diluted EPS computations

	for the year ending 31st March 2015	for the year ending 31st March 2014
Net profit after tax attributable to equity shareholders (A)	28,25,210	9,23,676
Weighted average number of equity shares outstanding during the year - (B)	40	40
Nominal value of equity share	10	10
<b>Basic /diluted earnings per share (Rs.) - (A)/(B)</b>	<b>70,630.25</b>	<b>23,091.91</b>

**Note 23 : Earnings in foreign currency (on receipt basis)**

	for the year ending 31st March 2015	for the year ending 31st March 2014
Conference receipts	4,51,314	4,08,289
Grant income	5,82,11,607	1,50,08,128
	<b>5,86,62,921</b>	<b>1,54,16,417</b>

**Note 24 : Expenditure in foreign currency (on payment basis)**

	for the year ending 31st March 2015	for the year ending 31st March 2014
Travelling expenses	1,00,657	3,65,125
Consultancy charges	-	80,000
	<b>1,00,657</b>	<b>4,45,125</b>

**Note 25 : Auditor's remuneration**

	for the year ending 31st March 2015	for the year ending 31st March 2014
Statutory audit fees (including service tax)	2,52,810	2,52,810
Other certification fees	5,618	-
Expenses reimbursed	21,000	16,100
	<b>2,79,428</b>	<b>2,68,910</b>





Notes forming part of the financial statements

(All amount in Indian Rupees)

**Note 26 : Employee benefits**

**Defined contribution plan**

During the year, the Company has recognized the following amounts in the Income and Expenditure Account.

	for the year ending 31st March 2015	for the year ending 31st March 2014
Employer's contribution to employee provident fund	24,01,015	23,82,842
	<b>24,01,015</b>	<b>23,82,842</b>

**Defined benefit plans**

In accordance with Accounting Standard 15 (Revised), actuarial valuation was done in respect of the aforesaid defined benefit plans based on the following assumptions:

**Gratuity**

	for the year ending 31st March 2015	for the year ending 31st March 2014
<b>Reconciliation of present value of the defined benefits obligation :</b>		
Obligation at beginning of year	33,15,110	30,19,382
Interest Cost	2,81,784	2,41,551
Service Cost	6,90,385	7,31,437
Benefits paid	(12,50,109)	(11,37,758)
Actuarial (gain)/loss on obligation	1,90,274	4,60,498
Obligation at end of year	<b>32,27,444</b>	<b>33,15,110</b>

**Expense recognized during the year in the income and expenditure account:**

Current service cost	6,90,385	7,31,437
Interest cost	2,81,784	2,41,551
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	1,90,274	4,60,498
Expenses to be recognized in the income and expenditure account	<b>11,62,443</b>	<b>14,33,486</b>

**Reconciliation of gratuity expenses recognised in the income and expenditure account**

Expenses recognised under employee benefit expenses	6,75,747	10,71,259
Amount charged under expenses related to LIIF Corpus fund	1,19,571	61,791
Amount charged under expenses related Access Assist	2,47,423	-
Amount charged under expenses related Access Holding Venture	1,19,702	3,00,436
	<b>11,62,443</b>	<b>14,33,486</b>



**Compensated absences**

	for the year ending 31st March 2015	for the year ending 31st March 2014
<b>Reconciliation of present value of the defined benefits obligation :</b>		
Obligation at beginning of year	25,50,073	24,84,668
Interest Cost	2,16,756	1,98,773
Service Cost	5,47,753	6,36,291
Benefits paid	(10,49,087)	(9,89,843)
Actuarial (gain)/loss on obligation	(64,926)	2,20,184
Obligation at end of year	22,00,569	25,50,073

**Expense recognized during the year in the income and expenditure account:**

Current service cost	5,47,753	6,36,291
Interest cost	2,16,756	1,98,773
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	(64,926)	2,20,184
Expenses to be recognized in the income and expenditure account	6,99,583	10,55,248

**Reconciliation of leave encashment expenses recognised in the income and expenditure account**

Expenses recognised under Employee benefit expenses	2,50,834	6,28,765
Amount charged under expenses related to LIF Corpus fund	32,164	46,153
Amount charged under expenses related Access Assist	95,633	-
Amount charged under expenses related Access Holding Venture	52,711	1,67,503
Less: Sick leave included in leave encashment under Employee benefit	(2,68,241)	(2,12,827)
	6,99,583	10,55,248

**Actuarial assumptions**

Mortality Table	IALM 2006-08	IALM 2006-08
Discount Rate (per annum)	8.00%	8.50%
Expected Rate of increase in compensation levels	6.00%	6.00%
Expected Average remaining working lives of employees (years)	21.80	22.21

The estimates of increase in compensation levels considered in the actuarial valuation takes into account factors like inflation, future salary increases, seniority, promotion, supply and demand in the employment market etc.

**Sick Leave**

The Company has provided Rs. 1,412,395 for liability towards sick leave as at the balance sheet date (previous year Rs. 1,710,964). The current portion of liability is not determinable, hence the company has classified entire provision as non current liability.

**Note 27 : Disclosures required under Section 22 of the MSMED Act, 2006**

Information required to be disclosed under the Micro, Small and Medium Enterprises Development Act, 2006 has been determined to the extent such parties have been identified on the basis of information available with the Company. As represented by the management there are no Micro, Small and Medium enterprises to whom the Company owes dues, which are outstanding for more than 45 days as at March 31, 2015.



## Notes forming part of the financial statements

(All amount in Indian Rupees)

### Note 28 : Taxation

The company is a not for profit organization engaged mainly in promotion of microfinance and livelihood activities and the company is registered under Section 12A of the Income Tax Act, 1961 with effect from April 1, 2006.

The management believes that the activities of the companies are covered within the definition of the charitable purpose as defined in section 2(15) of the Income tax Act, 1961 and accordingly the company has not provided for tax in the current year and previous years.

### Note 29 : Provision for overdue receivables

The balances of loans and advances and other receivables are subject to confirmations. During the year the management has made provision of Rs. 2,953,205 in respect of certain overdue receivables.

In the opinion of the management, other current assets, loans and advances have a value on realization in ordinary course of business, at least equal to the amount at which they are stated.

### Note 30 : Applicability of accounting standards

The company is a small and medium sized company (SMC) as defined in the general instruction in respect of accounting standards notified under the Companies Act. Accordingly, the company has complied with the Accounting Standards as applicable to Small and Medium Sized Company.

As per the exemptions/relaxations as contained in the notification, AS-17 Segment reporting and certain disclosure requirements of AS-19 Leases, AS-29 Provisions, Contingent Liabilities and Contingent Assets are not applicable to the company for the reporting period.

### Note 31 : Applicability of Schedule III of Companies Act, 2013

These financial statements have been prepared in the format prescribed by the Schedule III to the Companies Act 2013. Previous year's figures have been regrouped and rearranged, wherever necessary, to confirm to the current year's classification.

As per our report of even date attached.

For SCM Associates  
Chartered Accountants

Firm Registration Number : 314173E

  
Prakhar Banthiya  
Partner

Membership Number : 088526

Place : New Delhi

Date : 30/08/2015



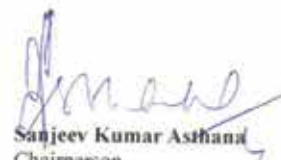
For and on behalf of the Board of Directors

  
Vipin Sharma  
CEO

DIN: 02565320

Place : New Delhi

Date :

  
Sanjeev Kumar Asthana  
Chairperson

DIN: 00048958

Place : New Delhi

Date :







