

ACCESS Development Services

enabling economic empowerment

ANNUAL REPORT 2013-14





access



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Annual Report 2013-14



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Vision

ACCESS is a global partner of choice, providing inclusive and innovative livelihoods solutions and enabling the poor to overcome poverty and live with dignity.

Mission

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





The Board of Directors

ACCESS is fortunate to be guided by a visionary and engaged Board of Directors that bring with them a vast range of knowledge, experience and expertise to the task of overseeing the organisation and steering it in the right direction. During the year, Mr. Satish Pradhan was inducted as a part of the ACCESS Board.



Vijayalakshmi Das

Vijayalakshmi Das is the Chairperson of the Board of ACCESS Development Services and has occupied this position since April 2013. She is also

the Chief Executive Officer at Ananya Finance for Inclusive Growth Pvt Ltd. and Friends of Women World Banking (FWWB). She has been associated with the Indian microfinance sector for over two decades. She has Postgraduate degrees in Economics and Urban & Regional Planning. Ms. Das is also one of the founding trustees of the Indian School of Microfinance for Women, an institution set up to provide capacity building support to microfinance institutions and to build and strengthen women's leadership in the financial sector.



Ajay Sud

Ajay Sud, a senior Chartered Accountant and Legal Practitioner, provides Management Advisory Services to Not-for-Profits, Institutions and Business Enterprise working in and with the voluntary/

social sector. Ajay was formerly the head of KPMG India's Development Sector Practice and has extensive experience of over 30 years in providing professional and governance support and specialised advisory services to national and international organizations. He serves on various Not for Profit Boards and Resource Networks for implementing multi-country programmes.



Damodar Mall

Damodar Mall is an IIT, IIM Alumnus. Damodar has worked with the Hindustan Uniliver Ltd. for ten years and successfully launched a chain of supermarkets, now called

D'Mart. Damodar Mall is also a member of the Coke Asia Retail Research Council. He is keenly interested in the behavior patterns of shoppers and writes a regular column called 'Shoptalk' in the DNA newspaper. During the year, Mr. Mall was associated with the Future Group as Director, Food Strategy. Currently he has moved to Reliance Retail as its Chief Customer Strategy Officer.



Satish Pradhan

Mr. Satish Pradhan is currently an Independent Consultant and Advisor, Tata Sons Limited. He was the Chief of Group Human Resources at Tata Sons from April

2001 to May 2013. Prior to joining the Tata Group in 2001, he was with ICI PLC in London at their Head Office leading the Organisation Design and Development function. Mr Pradhan has a Masters in History from Delhi University and has worked in several Public & Private Sector companies over the last 30 years.



Anil K Khandelwal

Dr. Anil K Khandelwal has been Chairman and Managing Director of Bank of Baroda and Dena Bank. He is on several Boards including GAIL, a Maharatna company. He is a well known HRD expert and

headed a committee to study HR in Public Sector banks, which was appointed by the Govt of India. He has been President of Indian Institute of Banking and Finance and Chairman of Academy of HRD.



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.



Sanjeev Asthana

Sanjeev Asthana is a recognized leader in Food & Agri business with over 22 years of work experience in India & Internationally. Sanjeev led \$200 mn investment in food supply

chain infrastructure during last assignment with Reliance Retail. He was instrumental in developing unique business models viz Rural Business Hubs (RBHs), Ranger Farm stores, Global farm sourcing etc. He has served on 3 key committees of the Planning Commission. He is on the board of 2 leading Agri companies Ruchi Soya and NCDEX Spot Exchange. Sanjeev speaks on important policy & business issues in various forums across the world.



N Raman

Mr. Raman is the Executive Director of Small Industries Development Bank of India (SIDBI). He is a Mechanical Engineer by training and is also a Certified Associate of India Institute

of Bankers, besides having a diploma in Development Banking, awarded by the Indian Institute of Bankers. He has over 34 years of experience in the areas of industry and development banking, of which 30 years have been with two apex financial institutions of India viz. IDBI and SIDBI.



Vipin Sharma

Vipin Sharma, the founding CEO of ACCESS Development Services, has headed the organization since its inception in the year 2006. Starting his carrier with 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 with Rural Non Farm Development Agency and at CARE, Programme Director of Microfinance unit and a part of Regional Leadership Team. Since 2006, Vipin has established three spins-offs of ACCESS, namely ACCESS Assist, Ode to Earth and ACCESS Holding Ventures Pvt Ltd.



A woman wearing a headscarf is shown from the side, working in a field of tall grass. The image is overlaid with a solid blue tint. The text 'ACCESS National Initiative' is positioned in the upper right corner.

ACCESS

National Initiative

Microfinance India Summit



The Microfinance Summit is a global sectoral platform that facilitates discussion on key challenges faced by the microfinance sector. The year 2013 marked the Tenth Year of the Summit. Over these years, the platform has firmly established itself as an important event. Given the Government of India's agenda of financial inclusion, it becomes inevitable to use the platform to delve into how the Financial Inclusion drive should move forward. Appropriately, financial inclusion was one of the core sub themes for the Summit 2013. The platform has received tremendous support from sponsors and other partners. Thirty one partners in various capacities associated with the platform in 2013. The partners association has deepened with every passing year. The Summit continued to receive support from its founding partners Citi Foundation, Care and Ford Foundation. While HSBC, IFC, UNDP, Standard

Chartered, Rabo Bank, SIDBI, NABARD, IDBI Bank, IFAD, Moody's Analytics and VISA also continued with their support to the platform during the year, 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. GIZ and Centre for Microfinance (CMF) commissioned and conducted studies under the Microfinance India Platform. Other technical partners for the year included CGAP, MicroSave, MIX, SMART Campaign, UNDP-Solution Exchange, Microcredit Summit Campaign and Freedom from Hunger.

The 10th Microfinance India Summit held on December 9th-10th, 2013 was inaugurated by Mr. Arvind Kumar, Joint Secretary, Department of Financial Services, GoI. 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 inaugural session emphasized on the paradigm shift in development agenda and the focus being on inclusive and sustainable growth. Mr. Arvind Kumar talked about the



Ms. Vijaylakshmi Das, Chairperson, ACCESS inaugurating the Microfinance India Summit 2013



Microfinance India State of Sector Report 2013 being released at the Summit.

numerous schemes that the Government of India has rolled out to boost rural development. 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. 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 Arvind Mayaram, Secretary, Department of Economic Affairs, Government of India. In his address he reinstated his belief in microfinance but stressed on reinvention of microfinance in terms of products and services.

During the two days of the Summit 20 sessions were conducted in various panels comprising over 100 speakers. The key speakers at the Summit were –Anurag Jain, Joint Secretary, Department of Financial Services; Aruna Sharma, Additional Chief Secretary and Development Commissioner, Panchayati Raj and Rural Development Department, Govt. of Madhya Pradesh; Vijay Bhaskar, Executive Director, Reserve Bank of India;

N S Vishwanathan, Principal CGM, DNBS, RBI; NilanjanMajumdar, Vice President and Head Financial Inclusion, Axis Bank; M K KrishnarajPrabhu, Regional Business Head, HDFC Bank; R M Malla, MD & CEO, PTC India Financial Services Limited; Rajesh Bansal, Assistant Director General, UIDAI; SriramJagannathan, CEO, Airtel Money; Rita Bhattacharya, Assistant General Manager, National Housing Bank.

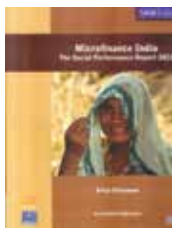
Many associated events took place around the two days of the Summit which was an opportunity for the stakeholders to showcase their products and services, conduct workshops, and carry out their own launches and releases. Some of the associated events were:

- Knowledge Fair in which 22 institutions participated to showcase their products and services
- SMART Campaign and ACCION's State of Practice India and Client Protection Certificate launch
- SIDBI conducted a roundtable on integration of MFI client database with electronic KYC and payment system and discussion on Micro Pension
- SPTF- Truelift conducted a workshop on Responsible Inclusive Finance

Annual Publications and Other Knowledge Products 2013

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

- **Microfinance India: State of the Sector Report - The 8th edition of SOS report** was co-authored by Dr. Tara Nair and Mr. Ajay Tankha. The report strived to capture the recovery process of the last one year and the role of different stakeholders in rebuilding the sector. The report highlights new initiatives taken by the government and RBI in pushing financial inclusion agenda.
- **Microfinance India: Social Performance Management Report**—the 3rd edition of the report was authored by Ms. GirijaSrinivasan. Two crucial themes; human resource management in MFIs and responsible finance practices in SHG bank linkage were identified for



deep dive study to look at the issues with a responsible finance lens.

- **Housing Microfinance in India: Benchmarking the Status**—the report provides useful insights on the emerging product under housing microfinance in India. The document aimed to help develop fresh perspective among policy makers, investors, donors, practitioners in building an inclusive micro-housing solution for the poor and low income households.
- **Crests & Troughs: Microfinance in India**—a commemorative publication which brings together essays and individual perspective of key stakeholders and sector leaders on the evolution of the sector.



Microfinance Institution of the Year (Medium Category) Award being conferred to Sanghamithra Rural Financial Services.

Microfinance India Awards 2013

The Microfinance India Awards have been institutionalized by ACCESS and supported by HSBC India. The Awards presentation ceremony took place on Day 1 of the Summit and were

given out by Ms. Naina Lal Kidwai, Country Head India, Director, HSBC Asia Pacific and Mr. Sam Sharpe, Country Head, DFID India. Scholarship support to the winning institution is being provided by DFID to attend certification courses in reputed international institutions.

Livelihoods India Initiative

Livelihoods India is a flagship national initiative of ACCESS, aimed at supporting, informing and influencing policy, showcasing best practices and addressing key challenges and issues faced by the livelihoods of the poor. ACCESS established the Livelihoods India Initiative in 2008 to build a constituency of stakeholders that were engaged in the livelihoods of the poor, as no national level platform of this nature existed which could bring together stakeholders to discuss, devise and develop consensus on a strategy and vision for strengthening the teetering livelihoods of the poor and integrate them into the mainstay economic milieu. The sub-components of the Livelihoods India Initiative are - the Livelihoods India Conference; the State of India's Livelihoods (SOIL) Report; the Sitaram Rao Livelihoods India Case Study Competition; and Thematic Retreats.



Livelihoods India –Quest for Scale Conference 2013

The Livelihoods India - Quest for Scale Conference was organized between December 11-12, 2013 at Hotel Le Meridien, New Delhi. Over 50 resource persons shared their expertise as panel members to speak through various sessions. Through its various sessions, the Conference explored the determinants of scale in livelihoods promotion by looking at various approaches adopted by different actors. Strategies for creating a vibrant and scaled-up livelihoods sector and the role that each actor can play in supporting the scaling up of rural livelihoods programs was also discussed at the Conference. More than 500 delegates including policy makers, government practitioners, academia, and representatives of multilateral/ bilateral agencies participated in the event.



Pravesh Sharma, Managing Director, SEAC speaking at the Livelihoods India Conference 2013.



Inaugural Address by Onno Rühl, World Bank Country Director for India

The opening session on “Livelihoods Promotion - The Quest for Scale” focused on approaches and actors operating on their own or in partnership –between government agencies, multilaterals/bilaterals, private corporations, civil society organizations and producer/worker organizations for addressing livelihoods problems of the poor. Some of the other themes that were taken up through various sessions at the Conference include: Corporate Social Responsibility –Commerce or Commitment; External Aid and National Programmes-Contours of Convergence; Producer Organizations’ Sustainability - Strengthening the Enabling Environment; Urban Livelihoods; Inclusive Value Chains; ICT for Livelihoods Promotion; and Skilling India amongst others. Associated with the Conference, a Day Zero Roundtable was organised in partnership with ICCo to look at the “Role of Private Sector in Inclusive Value Chains.” The Roundtable brought together representatives of private sector, government, civil society, certifying agencies and others supporting producer groups for looking at successful models of private sector engagement in inclusive agri value chains. It will

also attempted to understand the interest that the private sector has in partnering with civil society and producer groups.

Mr. Onno Rühl, World Bank Country Director for India delivered the Keynote Speech and released the State of India’s Livelihoods Report during the Inaugural Session. Some other eminent speakers representing the government and bilateral/ multilateral who spoke across the two days of the Conference include Sam Sharpe, County Head, DFID India; Brij Kumar Agarwal, Joint Secretary, Urban Poverty Alleviation, Ministry of Housing and Urban Poverty Alleviation, Government of India; Pravesh Sharma, Managing Director, Small Farmers’ Agribusiness Consortium; T. Vijay Kumar, Joint Secretary, Ministry of Rural Development, Government and Mission Director, NRLM; Pierre van Hedel, Managing Director, Rabobank Foundation and Gajendra Haldea, Adviser to Deputy Chairman and Principal Adviser (Infrastructure), Planning Commission, Government of India.



Release of SitaramRao Livelihoods India Case Study Compendium and Presentation of Awards

Publications Released at the Conference

State of India's Livelihoods (SOIL) Report 2013

The State of India's Livelihoods (SOIL) Report is a one of its kind and the only document that aggregates the experiences and challenges of the livelihoods sector, analyses case studies, and reports the progress of both government and privately run programs. It is an annual publication addressing contemporary issues impacting livelihoods of the poor. The SOIL Report 2013 provided and annual policy update in the context of livelihoods promotion of poor. It reviewed the existing primary research to provide an update on the agricultural sector to highlight the key trends, identify the main gaps, and give an overview of key interventions to address these gaps. It covered the current state of skills policy in India and the evidence we have so far of its impact and effectiveness, employment prospects and industry demand in 2013. It also explored the links to livelihood outcomes and behavior from social protection perspective. A statistical atlas of livelihoods which illustrated some of the major indicators of the status of livelihood using disaggregated data at the state level was included for the first time. The contributors for 2013 edition of report were Tara Nair, Adarsh Kumar, Resmi Bhaskaran, Orlanda Ruthven, Gayatri Vasudevan, Suryamani Roul and Ashok Kumar Sircar.



theme for the Sitaram Rao Livelihoods India Case Study Competition was 'Experiences in Enhancing Livelihoods of the Urban Poor'. From 50 abstracts and 23 full case study entries, 8 cases were selected, which were published in the Compendium. The Sitaram Rao Livelihoods India Case Study Compendium was released during the session on Urban Livelihoods Approach –Need for a New Thrust and the authors of 8 best Case Studies were felicitated during the session. The first prize was awarded to the Ujwala Samarth and Aparna Susarla for their Case Study on SWaCH Cooperative –Transforming a Stigmatised Occupation into Decent Work. The second prize went to Pranav Singh and Siddhartha Pandey for their case on Savda Ghevra Resettlement Colony. The third prize went to the case study titled Training to Enable Livelihood and Environment on Schneider Electric.

Sitaram Rao Livelihoods India Case Study Compendium 2013

The Sitaram Rao Livelihoods India Case Study Competition aims at bringing together the collective intellect of the sector and assimilates innovative solutions, breakthroughs, good experiences and best practices that help in learning from diverse sector experience and helps in impacting poverty reduction. The 2013



Citi Micro Enterprise Awards 2013



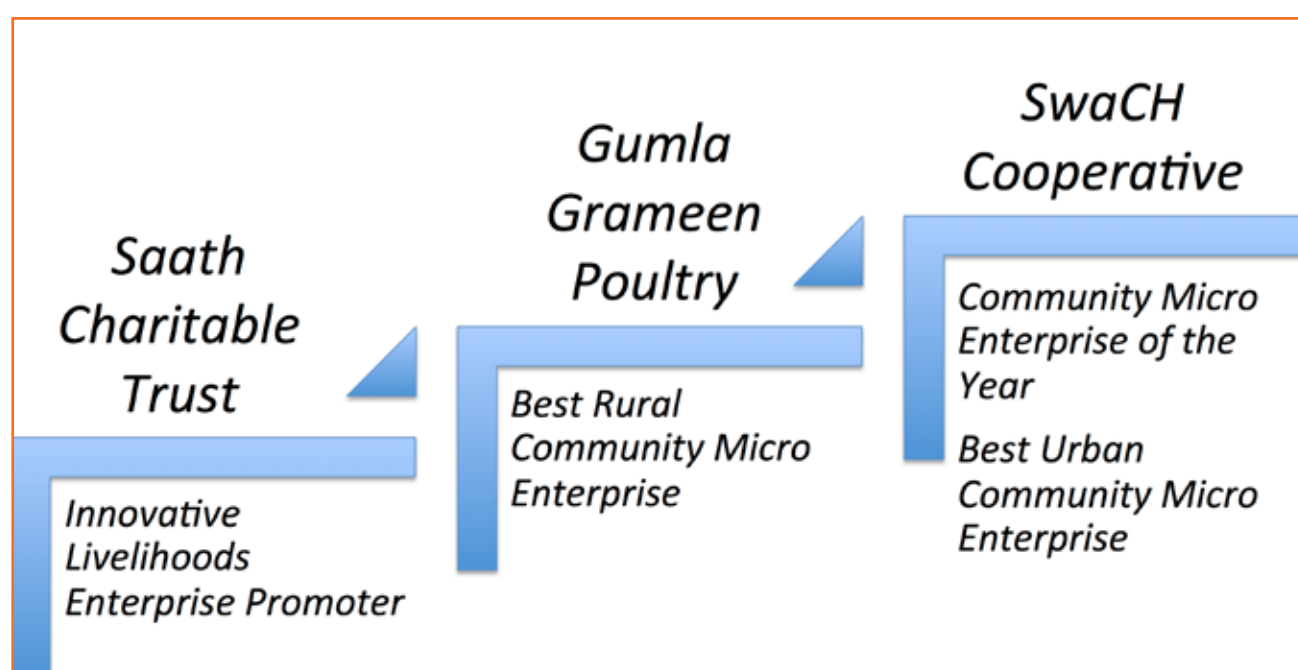
Citi Micro Enterprise Awards 2013 aimed to recognize and honor community based micro enterprises and organizations that have successfully promoted livelihoods and enterprises. Citi Foundation partnered with ACCESS for implementing the programme in 2013.

The awards followed a well-defined process of nomination, selection and recognition and training. The final selection of winners was decided by The Awards Governing Council. The Awards honored three community micro enterprises for their meaningful contribution in creating sustainable livelihoods for marginalized households and individuals in rural and urban India. At an awards ceremony held in Mumbai on December 13, 2013, Citi India CEO Prमित Jhaveri along with the members of the Awards Governing Council –Radhikha Haribhakti, Anami Roy and Haresh Shah –presented the awards to Pune’s SWaCH Seva Sahakari Sansthan Maryadit Cooperative, Jharkhand-based Gumla Grameen Poultry Self-Supporting Cooperative Society and Ahmedabad’s Saath Charitable Trust.

The winners were awarded cash prizes totaling INR 38 Lakhs along with trophies. They also participated in a Management Development Program that was specially designed for them by the Institute of Rural Management (IRMA), Anand, Gujarat. Citi will continue to track the impact of the awards on these businesses and lives.

A commemorative publication - *‘Breaking Barriers, Scaling Success’* marking 10 years of the CMEA awards, with stories of how entrepreneurs have scaled up their business through the grant money received as a part

of the award along with ensuring the long term sustainability of their enterprise was also released on the occasion of the Award Ceremony.



ACCESS Operations

Programmes and Projects

Andhra Pradesh

1. Uday Agriculture Producer Company Ltd. (UAPC)
2. Restoration of Agriculture based Livelihoods in Flood Affected Villages
3. Developing “Handloom Cluster” under NON-FARM Sector Enterprises to Alleviate Rural Poverty - Warangal

Chhattisgarh

4. Baseline Study for improving the livelihoods of the Marginalized Poor

Gujarat

5. Livelihood assessment of youth living in Juhapura area of Ahmedabad

Himachal Pradesh

6. NRLM Project

Madhya Pradesh

7. Leveraging ICT based extension for agriculture productivity (LEAP) project
8. National Vegetable Initiative
9. Soya Producer Support Initiative (Soyopsi)
10. UNDP – GEF –Betul and Umaria
11. DM

New Delhi

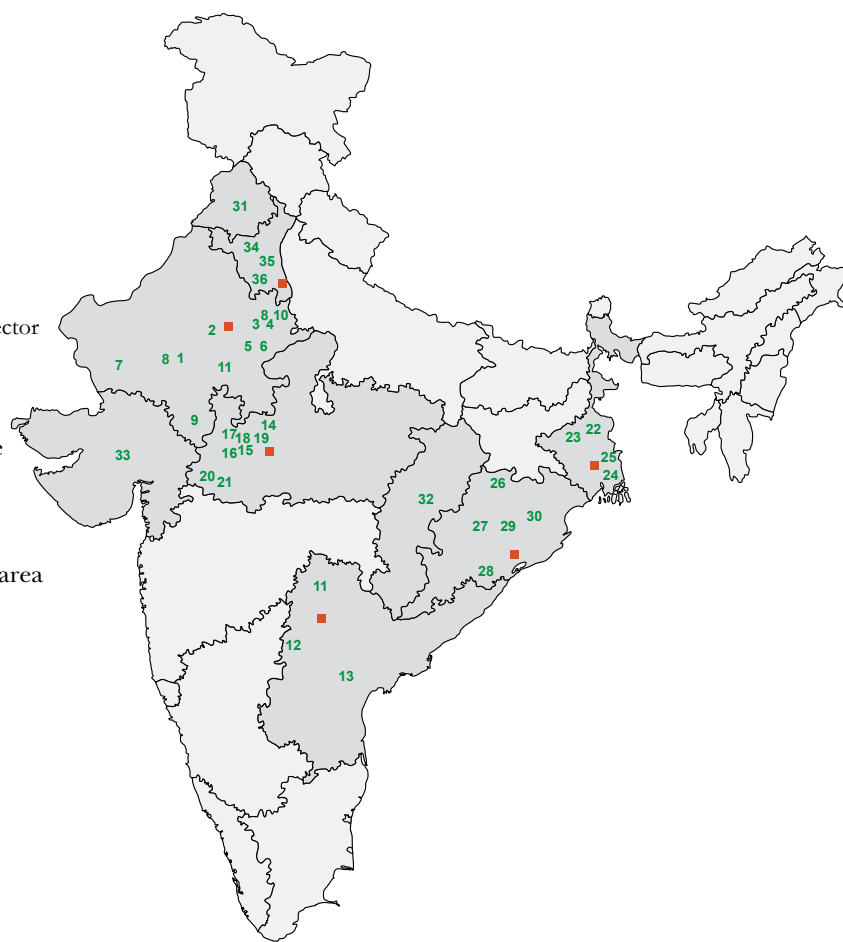
12. Livelihoods India Conference 2013
13. Microfinance India Summit 2013
14. Citi Micro Enterprise Awards 2013

Rajasthan

15. Urban Poverty livelihoods initiative through Finance and Training (UPLIFT)
16. UDAAN- flight out of poverty
17. JEEVIKA Project
18. Leather Artisan's Project
19. FPO Forum
20. All Rajasthan Small Farmer Agri Producer Company Limited - State level FPC
21. National Vegetable Initiative
22. National Pulses Productivity Programme
23. South Rajasthan UDAAN Initiative

West Bengal

24. National Vegetable Initiative
25. NAIP Project



ACCESS State Offices

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

ACCESS

State Programmes

- Andhra Pradesh
- Madhya Pradesh
- Odisha
- Rajasthan
- West Bengal

State Operations

Andhra Pradesh

3 select districts in the state of Andhra Pradesh constitute areas for ACCESS's focused and sustained interventions around collectivizing farmers and enabling market integration. This year ACCESS institutionalized a Producer Company comprising weavers called 'Varna Handloom Private Ltd.' with a membership base of 500 in Warangal and adjoining districts of Andhra Pradesh. In addition, ACCESS facilitated direct marketing linkages for farmers and vegetable growers of Uday Agriculture Producer Company Ltd. by initiating the supply of fresh vegetables right from their fields to the markets in Hyderabad.



1. Improving Livelihoods of Handloom Artisans

ACCESS is working in partnership with Society for Elimination of Rural Poverty (SERP) to impact livelihoods of artisans in the handloom rich district of Warangal in Andhra Pradesh. Initiated in 2013, the long-term goal of the 3-year project is to enhance incomes of existing producers and make the sector viable to attract new entrants

2. Livelihoods Restoration of Flood affected persons

The massive flood in the Krishna-Tungabhadra river basin during the year 2009, with its recession, left vast stretches of arable low-lying land and settlements damaged. Irrigation infrastructures such as tertiary and drainage canals were badly affected along with widespread erosion of fertile topsoil severely impacting the agriculture productivity in Mahabubnagar and Raichur Districts of Andhra Pradesh. This extensive aftermath necessitated financial and technical assistance by external agencies.

ACCESS, through its interventions, provided farmers with necessary training and resources to

remove flood debris, level lands, replenish soil with nutrients and rehabilitate their land for cultivation.

During 2013-14, soil improvement inputs in the form of green manure, seed and gypsum were provided to 337 farmers in Mahabubnagar and Raichur. Other activities taken up in paddy, ground nut, castor, maize, cotton, nursery management and main plot preparation, transplantation techniques, water management in main fields, weed management identification of pest, diseases, deficiencies and remedies and harvesting techniques. Some of the major outcomes includes yield increase in paddy yield from 1.5 tonnes/acres after the flood to as much as 3.0 – 3.5 tonnes/acres as a result of the land treatment and FFS activities. Farmers anticipate yields of 4-4.5 tonnes per acre – a yield that will be higher than the pre-flood yields.

The project was also designed to aggregate farmers' needs and involved them in the formation of a Farmers Producer Organisation (FPO) - The Uday Tungabhadra Producer Company Ltd. to ensure integration of small farmers with mainstream markets. The FPO was registered and the Board of Directors trained and sent for exposure visits to other FPOs formed by ACCESS.



Farmers being trained in Vermi composting by Agriculture experts from IIT Kharagpur



Farmers selling vegetables in the local market under the NVT Initiative.

To strengthen livelihoods and increase income of members, other activities such as poultry and pomegranate cultivation have also been initiated. 20 members have started poultry as a group activity. An RO Water Plant has been set up at Chinnadanwada Village to provide safe drinking water to the community. Sale of RO treated water will also bring income to the Producer Company.

A Stakeholder Workshop was organised during the year. In this important event farmers interacted with government departments, Monsanto Fund representatives, scientists from ICAR and ACCESS. To strengthen institution-building efforts at the grassroots, village level meetings, monthly Group Leader Meetings and quarterly meetings of the Board of Directors of the Tungabhadra Producer Company were organized and corporate compliance requirements were duly completed.

3. Project UDAY- Building a Farmers' Producer Company

In 2006, ACCESS initiated a project in Andhra Pradesh with the support of Pioneer Hi-Bred International (PHI) to make high-yielding hybrid maize seeds accessible to smallholder farmers to increase productivity, improve market access and enhance incomes. Initially free samples were distributed to few selected farmers and crop demonstrations were organized through an Agri-Business Resource

Center (ABRC) established by ACCESS. The sample seeds distributed through the project intervention gave very good results in terms of better yields compared to other varieties grown by farmers.

Based on initial results from 2008 maize-growing smallholder farmers were organised in Medak and Karimnagar districts of Andhra Pradesh. In Phase-2 (2010 onwards), ACCESS promoted a Producer Company named Uday Agriculture Producer Company Ltd, with members who were mobilized in Phase-1 transitioning into promoters and shareholders. The institutional model adopted for the Producer Company is based on Self Help Groups (SHG) structure at the village level. All individual farmers are grouped into Producer Business Groups (PBGs). On an average, 15-20 individual farmers constitute a PBG. PBGs are federated at Mandal-level and have representation from elected leaders - one from each PBG to form the Cluster body. All PBGs are eventually federated into the UAPC and individual farmers are shareholders of the Producer Company.

At present UAPC has a shareholder base of 650. However, the total outreach of the Producer Company extends to 4400 enrolled members. The Board of Directors (BODs) of the Producer Company comprises of representatives of Producer Business Groups (PBGs). This Board appoints the CEO who manages the overall functioning of the Producer Company under the supervision of the Board.

State Operations

Madhya Pradesh

With a total outreach exceeding 10,000 farmers, ACCESS implements focused interventions for integrating smallholders into inclusive value chains. LEAP project contributes to improved agricultural productivity through production and dissemination of participatory localised videos serving as timely innovative extension tools. The SFAC sponsored National Vegetable Initiative spread across 3 districts in the region encourages effective management of finance with the use of collective savings and participatory micro-credit services. All projects in the state have managed to aggregate and augment value of farmers' produce.



1. Market Integration of Vegetable Growers

ACCESS is participating in the National Vegetable Initiative of the Small Farmers' Agribusiness Consortium through structured interventions in Rajgarh, Raisen and Vidisha districts, thereby reaching a total of 3000 farmers. These farmers have actively participated right from the initial stages of project planning to processes of institutional strengthening, followed by capacity building programmes implemented with 158 Farmer Interest Groups. Farmers participating in this programme have been collectivized through the formation of three Producer Companies.

Participatory learning and innovation at the level of Farmer Interest Groups have led to increased productivity, and generated impetus for organizing producers for aggregation as well as value addition of produce. Through an electoral process, cluster representation has been finalized. Certain members with representation functions have assumed further responsibilities in the Board of Directors. The three Producer Companies have equal representation from all clusters.

Highlights this year include adoption of innovations in seed treatment, organic farming, vegetable production, seed management, appropriate storage, vermi composting and pest management. 30 members from different FIGs attended an exposure visit to learn advanced agricultural techniques at the state Horticulture Nursery and Krishi Mahavidyalaya in Indore, Ujjain and Mandsaur. A brief discussion with an agricultural scientist from KVK was organised on tomato cultivation, stacking method and disease management. Discussions around insect management of summer season vegetable crops were also undertaken. Some group members of Raisen district collectively initiated a marketing effort and engaged themselves in aggregation, grading, sorting and arrangement of transport facilities. This independent effort by the group is motivating other farmers to think critically about opportunities in their own context.

Supported by Small Farmers' Agri Business Consortium, a special project aims to mobilise groups of farmers at the village level and build

their associations at an appropriate federating point to plan and implement product specific cluster or commercial crop cycles. In addition, it also aims to strengthen their capacities by promoting the use of best agricultural practices for enhanced productivity and provide farmers with access to technology, inputs and markets. During the year, 8000 farmers in the districts of Betul, Khargone, Damoh, Datia and Katni have been mobilised into 400 FIGs and the projects aims to federate these FIGs into a Producer Company in the coming year.

2. ICT Innovations for Agriculture Extension

The LEAP project, supported by Digital Green, uses Information and Communications Technology enabled knowledge platform to record and screen videos for amplifying experiences with innovation development. This platform engages with and empowers rural communities to produce participatory localized videos, and leverages on pre-existing group structures to disseminate these videos through community animators.

The project is topped upon agriculture based programmes already being implemented by ACCESS in Madhya Pradesh. Initiated in September 2013, the project's first phase ended in March 2014 and covered villages in three districts of Guna, Rajgarh and Ashoknagar with a total number of 27 trained mediators. To help activities on the ground, one mediator is assigned responsibility of screening videos in about 5-6 villages. During the first phase, a total of 52 Videos were developed and then used in a series of dissemination sessions in 282 villages.

3. Supporting Farmers in Responsible Soya Production

Soya is emerging as an important crop in terms of nutritional and income enhancement outcomes. Solidaridad is supporting ACCESS to enable 2000 primary producers, residing in 72 villages in two districts of Rajgarh and Guna to increase their production. The pivotal intervention in this project is developing and adapting farm-level package of practices with groups of farmers. Targeted farmers have been organized into 40 Farmers Interest Groups.

In order to ensure the most effective mode of outreach to farmers, the project team prepared 100 farmers to take partial responsibility of setting up demonstration units on their lands. Mobilised around these demonstration plots, neighboring farmers participated in several learning activities. A case in point is the training programme for improved pest management practices which generated a lot of interest in the farming community and 2000 kits that included masks and gloves for safe spraying of fertilizers and pesticide were distributed to trainees upon graduation. 73 farmers used the Broad Bed Furrow seed drilling machine to minimize risks from climate-induced uncertainties.

4. Promoting SMEs in Forest Ecosystems

In the forest-rich areas of Betul and Umaria districts, the livelihoods systems revolve

around the wealth and health of forest ecosystems. Indeed, concerns of conservation, sustainable production, harvest and processing of non-timber forest products constitute centrality in livelihoods programming and to this end ACCESS in partnership with UNDP-GEF is implementing a project that aims to enhance livelihood opportunities for forest-dependent tribal households. Currently, the project has an outreach of 1600 farmers.

The route to sustainable livelihoods being adopted under this project is through the creation of Small & Medium Sized Enterprises (SMEs) in partnership with the Joint Forest Management Committees (JFMCs). Together, they explore potentialities for sustainable harvest of non-timber forest products, in a manner that the extraction does not outstrip the regenerative capacity of forest. During the year, the project was able to develop a SME blueprint detailing various aspects of business plan. All existing, newly formed and potential



SMEs broadly follow a strategy that is built around only those locally available resources that can be sustainably managed.

5. Promoting District-level Farm Centers

A programme designed to enable optimal and scale appropriate farm service delivery systems, its origin lies in UDAAN - ACCESS's flagship programme piloted in Rajasthan which was recognized by World Bank's Development Marketplace (DM), and chosen for replication in Madhya Pradesh. DM is a competitive grant programme that funds innovative and replicable development projects that has high potential for impact. Beneficiaries include social entrepreneurs with projects that aim to deliver a range of social and public services to the underserved low-income groups.

With the aim of reaching 4000 farmers linked to 3 Producer Collectives over an 18-month project period, all project activities were geared around organizing farm services within the structural and operational scope of District Level Farm Centers (DLFCs). The DLFCs are helping FPOs realize their production, processing and sales targets. DLFCs being centrally located, also serve as retail outlets for inputs for farmers.

During the reporting year, a baseline study covering 10% of target farmers as sample was conducted. The survey covered 422 respondents in Rajgarh and Guna districts and looked at key indicators such as average cost of production per acre, profit earned by farmers, agriculture practices and overall economic status. 2 DLFC premises were made functional, one in each district. Capacity building of DLFC managers and Local Resource Persons (LRPs) on institution building, Management Information Systems and Market Information Systems was also carried out. The project participants received training on Good Agriculture Practices (GAP) and accessing information related to Crop Prices from local markets.

Another 2100 farmers were mobilised into 60 farmer groups to increase farmer outreach from 2800 to 4000. Group level activities like aggregation of produce and marketing have also started. 3000 target farmers were trained and exposure visit to successful demo plots were carried out. Farmers are getting technical assistance and are also able to raise demand for required inputs at the DLFC. Information about prices of different inputs like pesticides, insecticides, seeds, and harvested crops are available at the DLFC.



State Operations

Odisha

ACCESS in Odisha implements initiatives cumulatively impacting over 15,000 farmers. In Ganjam, ACCESS institutionalised two farmer producer companies catering to 2306 vegetable farmers who have been provided various trainings and exposure visits and have now adopted sustainable and appropriate agricultural practices. The year marks the start of a new initiative called the Odisha Forestry Sector Development Project which aims to promote the twin goals of sustainable forest management and enhancing livelihoods of forest-dependent households



1. Promoting Horticulture as Livelihood Option for Urban Households

Odisha's agroclimate provides favorable conditions for cultivation of vegetables. However, this sub-sector is not developed for smallholders in peri-urban clusters to secure a portion of market price commensurate with their labour. Addressing this opportunity as well as its attendant challenges, the Vegetable Initiative for Urban Clusters (VIUC) launched in 2011-12 in Ganjam district, aims at converting the advantage of proximity of farmers in peri-urban clusters to urban markets into a sustainable business model. Clearly such a supply chain would also be of benefit to urban consumers demanding quality produce at affordable prices.

Participating farmers with the support of technical resource persons are adopting improved package of practices, post-harvest management, storage, packaging and transportation related innovations. Till March 2014, 35 training sessions involving 2100 participants from 106 Farmer Interest Groups were carried out. Many amongst them have also received training in market negotiations. Project interventions have led to a cumulative total of INR 7,36,200 worth of share capital from 2306 farmers. 1700 farmers have now opened

Savings Bank Accounts in collaboration with HDFC Bank.

2. Restoring and Upgrading Livelihoods of Project Affected Persons

Vedanta Integrated Jana Jeevika Yojana (VIJJY) Project is a livelihoods initiative supported by Vedanta Aluminium Limited. Initiated in 2008 the programme sought to improve livelihood conditions of affected and displaced households residing in close proximity to a Vedanta Plant in Jharsuguda. Following resettlement and rehabilitation, a relative unfamiliarity to an altered social and economic environment, and limited ideas and options for investment of the compensation money, it became necessary for structured interventions primarily geared around developing, organizing and sustaining financial and business development services.

Initial efforts gave rise to a women's cooperative by the name of Subhalaxmi Mahila Samabaya Limited (SMSL). This cooperative as of March 2014 was providing financial and business development services to 2657 households. The Cooperative enjoys continuous support from its members and is recognized by various government and private agencies due to its commitment to quality in service provision.



Scientist -Farmer Interaction under the ATMA project.

Owned and managed by the Board of Directors comprising of women leaders from different villages, women functionaries of SMSL share a common working space and are mindful of issues and challenges pertaining to institutional, operational and financial sustainability. A direct corollary of their efforts can be tracked in the emergence of new microenterprises. In order to initiate or strengthen these microenterprises, access to credit support systems such as short-term loans and Kisan Credit Cards is also being facilitated.

Till the end of March 2014, the cooperative has mobilized funds worth INR 41.34 lakh under various savings schemes for its members and aims to offer customized financial services. In addition, INR 52.27 lakh has been disbursed as loan to members of the cooperative so that they can further invest in their microenterprises. As a result, 2012 households are now able to engage themselves in sustainable livelihoods options.

3. Promoting Livelihoods for Forest Dependent Households

The Odisha Forestry Sector Development Project (OFSDP) aims to promote sustainable forest management in the state with a larger goal of supporting rural livelihoods. The Project

is being executed by an autonomous society under Forest and Environment Department, Government of Odisha, with assistance from Japan International Cooperation Agency (JICA). Main components of the project include restoration of degraded forests and community/tribal development through community empowerment and institutional strengthening and income generation activities in forestry and allied sectors.

The Project is being implemented in 2400 forest-fringe villages in 14 Forest/Wildlife Divisions, in Kandhamal Forest Zone. This area includes the two forest-rich divisions of Phulbani and Balliguda. The project weaves in institutional cooperation of Vana Surakshya Samitis, Eco-Development Committees and various self help groups that enjoy widespread village-level presence and membership.

Promotion and strengthening of SHGs assumes special focus in the project, as does developing collective marketing avenues for groups of entrepreneurs. To promote income generation opportunities of forest dwellers, a consortium that includes technical experts was constituted and input and training service delivery to all potential, new and existing entrepreneurs streamlined.



State Operations

RAJASTHAN

Rajasthan constitutes the largest share of ACCESS's portfolio, with programmes in both farm and non-farm sectors. While UPLIFT (Urban Poverty livelihoods Initiative through Finance and Training) being implemented in Jaipur remains the largest single programme of ACCESS, supporting livelihoods of 10,000 fashion jewellery artisans, UDAAN - flight out of poverty - ACCESS's signatures programmes in Udaipur and Sawai Madhopur are now well established. Several new programmes were added to the State programme portfolio during the year.



1. Building Inclusive Value Chains in Chili with Special Focus on Women Producers

The JEEVIKA project funded by HSBC aims to improve livelihoods of women farmers through the Farmer Producer Organization approach in Ranthambore, Rajasthan. The project is focused on capacity building of women, creating opportunities for their participation in household and community level decision making and strengthening their capacities to successfully run an enterprise. Additionally, the project has developed a successful 'Inclusive Value Chain' initiative to help women groups reap greater benefits from a co-managed local processing unit.

In order to fulfill its objectives, ACCESS has established a Producer Company 'Ranthambhore Mahila Aajivika Producer Company Limited' with a membership base of 538 women chilli growers belonging to 38 Self Help Groups in the region.

The company is governed by Boards of Directors comprising of 10 women and has an authorized share capital of INR 5 lakh.

During the year, 38 SHGs were established and were fully trained to manage the affairs of the Producer Company. Women farmers were trained on the importance of using sustainable agricultural practices to reduce the cost of cultivation. 14 SHGs have been linked to ICICI Bank and availed loans worth INR 11 Lakh. 300 women members have been provided with Aadhaar Cards. The chili value chain mapping was undertaken and the centralised chili processing and packaging unit was upgraded.

"We never went out earlier without our family members. ACCESS representatives have given us confidence that we can do something. We have formed the Producer Company and will start working on value addition of spices."- Sudha Devi, woman chili grower.

With support from Rashtriya Krishi Vikas Yojana supported by the Agriculture Department of Govt. of Rajasthan, and running in partnership with Jeevika, the project team has been able to scale its interventions for chili production.

Addressing problems and issues faced by chili growers around Sawai Madhopur in Southern Rajasthan, this particular project envisages an ultimate outcome of incomes enhanced by over 50 percent for at least 1000 chili growers.

Following start-up efforts and an intensive period of community engagement, the Ranthambhore Agro Producer Company Ltd. (RAPCL) constituting farmers drawn from 72 Farmer Interest Groups residing in four different clusters was formed. Through RAPCL, ACCESS is addressing concerns of productivity enhancement by equipping farmers with advanced technological options referred to as Package of Practices. Post-harvest, the usage of the newly installed solar dryers and practices of drying chili on tarpaulin sheets promoted under the project have enhanced product value. Additionally, project staff and RAPCL functionaries are seeing to it that their chili commodities find more distributors and consumers. The Producer Company has achieved a turnover of INR 36 Lakh within two years of its operation and the farmers in office are wasting no time in setting up their own processing plant. The Company also benefits from direct dealership with input supply companies such as the Indian Potash Ltd. and Raj Seeds Ltd. Through participation in training and learning programmes, small chilli farmers have experienced a 10% reduction in the cost of cultivation due to increased use of sustainable agriculture practices. Quality inputs at affordable prices are now available on time at their doorstep. Farmers are also demonstrating an increased awareness about government schemes and subsidies.

2. Transforming livelihoods of Jewellery Artisans in Jaipur

The UPLIFT (Urban Poor Livelihood Initiative through Finance and Training) programme is amongst the largest artisan support programme in the world, supporting the livelihoods of 10,000 fashion jewellery artisans. Funded by Michael & Susan Dell Foundation, it is being implemented in three clusters of Jaipur. The key strategy of the programme is to improve the incomes and livelihoods of 10,000 jewellery artisans through market and financial linkages, improve skills and organise them into a social

enterprise. As of March 2014, the project has a total outreach of 10,662 artisans, of which more than 3000 are women.

During the year, collaborations were carried out with technical training institutions such as Indian Institute of Gems and Jewellery, PD Gemstone Training Institute, Jaipur and Arch Academy for skill training, especially in stone and metal jewellery. An MoU was signed with Diya Kumari Foundation for opening a Resource cum Training Centre in Badal Mahal, City Palace, Jaipur. Three resource centres are already operational catering to 1500 artisans. Two technology meets were conducted for metal jewellery artisans exposing them to latest production techniques such as wax carving, diamond setting and bead making. Several independent designers were also invited to develop new and contemporary jewellery designs.

To link products with high value markets, a brand styled as JJADE has been developed. The jewellery is being sold through exclusive marketing tie-ups with Snapdeal.com, Ode to Earth and Dufry India Pvt. Ltd.

3. UDAAN: Flight out of poverty through the mechanism of producer companies

The UDAAN Initiative funded by National Agriculture Innovation Project (NAIP) and supported by the Indian Council of Agriculture Research (ICAR) is being implemented in partnership with Maharana Pratap University of Agriculture and Technology, Udaipur in Dungarpur and Banswara Districts of Rajasthan. Responding to the problem of low income and lack of aggregation among farmers, ACCESS organized 2236 farmers into 151 Farmers Business Groups (FBGs) in the two districts. All FBGs were provided financial training and assisted with opening bank accounts with a cumulative figure of INR 22.49 lakhs deposited for collective procurement. ACCESS federated the groups into three producer companies viz., Jhambukhand Agro Producer Company Ltd., Dungaria Agro Producer Company Ltd. and Vijwa Agro Producer Company Ltd. (VAPCL). The major businesses of these Producer Companies include collective input supply, seed

production, output marketing and farm services. Among factors driving their success, clearly it's the members' capacity to source solutions appropriate to their needs in a timely and cost effective manner through door step deliveries,

SHIFA SHG, celebrating success through skill training

SHIFA SHG is one of the 78 SHGs and consists of 10 women artisans with an average earning of INR 2500-3000 a month. Although these women specialized in Hot Lac Jewellery making technique, their products didn't find many buyers due to deficient finishing. After associating with the project, these women were trained in Cold Lac making technique, a method that provided better-finished products that also last much longer and are therefore in greater demand in the market. The new samples were shown to local buyers and traders for market assessment.

Following the training session, the women were able to attract a local buyer who placed an order for 350 bundles of LAC bangles from SHIFA SHG. SHG members were also introduced to whole-sellers and retailers of semi-precious jewellery who have in turn provided positive feedback on the quality of the products and are willing to engage in business with the women.

Average earning of SHIFA SHG member has increased from INR 2500-3000 a month to INR 4000-4500 a month, enabling them to secure their collective presence in the Jewellery value chain

systematic planning of inputs and advanced purchases, cash realization, output marketing, and building a brand for input sales to institutional buyers. Through production and sale of cotton through Producer Company, each farmer was able to realise net annual income of upto INR 18,000 from 0.1 hectare of land.

A retail outlet was started for supply of quality input material leading to better production; a warehouse has been established for the need

of the Producer Company at Dungarpur and a milk chilling center with testing facilities and computerized payment system has been started by VAPCL. The operationalization of the milk chilling plant has helped in the accrual of additional income to the farming households providing livelihood security to them.

4. Revitalizing Livelihoods of Leather Craftspersons

Located in Udaipuria block in Jaipur, Rajasthan, and supported by CARE International, this project seeks to improve livelihoods of vulnerable leather artisan groups in Rajasthan through promoting market-oriented livelihoods strategies.

The project targeted 200 leather artisans whose lives needed a turnaround from conditions of falling market demand for vegetable tanned leather products. As part of project interventions, a whole new range of contemporary products were jointly developed with local artisans leading to the creation of marketing brand aimed at entering hitherto unexplored niche markets.

The project is currently in its exit phase, wherein a CEO has been appointed to steer UUMPCL's relations with external stakeholders and to provide ongoing support to the producer company. ACCESS's marketing affiliate Ode to Earth Enterprises Pvt Ltd will treat UUMPCL as a priority vendor. An exclusive brand "TAANS" has also been created under Ode to Earth to promote UUMPCL's products. Strategic tie-ups developed during the exit phase will be sustained. Apart from this, Ode to Earth will continue to provide technical inputs to UUMPCL members in order to keep them up-to-date with latest market trends. These arrangements will help UUMPCL and the artisans' community to maintain pace following project achievements and ensure conditions that favorably impact their lives and livelihoods are recognized and promoted.

5. Incubating FPOs in Partnership with Small Farmers' Agri Business Consortium (SFAC)

As one of SFAC's project implementation partners, ACCESS is implementing two programmes in Rajasthan – (1) National Vegetable Initiative in select urban clusters in Alwar and Jaipur districts, and (2) National Pulses Productivity Programme in Jodhpur, Pali and Jhalore districts. Both programmes aim at integrating primary producers in the value chain and enhancing their incomes through increased access to investments, technology and markets. Both programmes attempt to demonstrate efficiency of the Producer Company model to address livelihood issues of poor, and critically address challenges in making the value chains inclusive by using technology, promoting value addition and fostering sustainable market linkages. 2 FPOs initiated in the vegetables value chain and 3 in the pulses initiative have now been institutionalized.

Both programmes ensure maximum outreach in chosen areas with up to 2000 vegetable growers and 118 FIGs in the first initiative and around 5625 farmers collectivized into 345 FIGs in the second. All farmers taking part in the vegetables initiative have opened savings bank accounts. These farmers have also received trainings on advanced vegetable production techniques such as low tunnel technology, drip irrigation, use of shade nets and post-harvest management. Farmers in both programmes have demonstrated an increased awareness on various government schemes. Particularly in the case of pulses growers' access to improved package



Villagers being trained under the UPLIFT Project

of practices and infrastructure such as drips, sprinklers, solar dryers and storage facilities has been facilitated. These pulses growers have also secured market linkage worth INR 1.92 crores with arrangements from SFAC-NCDEX under MSP procurement system.

6. State Level FPO Forum

In Rajasthan, more than 30 FPOs are being promoted under various programmes of GoI through SFAC, RKVY and other schemes of the Govt. of Rajasthan. These FPOs are, however, facing a number of challenges in their path to sustainability. Common problems include lack of access to finance, governance, achieving quality of produce, limited infrastructure, lack of awareness about pro FPO schemes and most importantly market linkage. In order to address these issues and leverage the collective bargaining power of the producer organizations, SFAC felt the need for a resource agency that could work directly with the FPOs, their member farmers and promoting organizations.

ACCESS was entrusted with this responsibility as the Lead Resource Agency for Rajasthan by SFAC. ACCESS coordinates and facilitates all FPO promotion activities in the state along with promoting State Level Forums for the FPOs. Around 30 FPOs and six promoting organizations are members of the State Level Forum, representing around 32,000 farmers of the State. The forum helps in the creation of an enabling environment for smooth functioning of the producer organizations and helps them in overcoming impediments that they face on a day-to-day basis.

As the Lead Resource Agency, ACCESS has conducted 5 State Level Forum meetings in 2013-2014 that have focused attention on the prospects of linking FPOs to financial services, technology and markets by bringing all key stakeholders together with representation from the Government, Private Sector, Banks, Media and Member FPOs to build a consensus on a vision and strategy for FPOs in the state. In addition, ACCESS has been instrumental in acquiring Mandi licenses for many FPOs, facilitated in commodity procurement, aided in proposal development and in facilitating crucial linkages for FPOs with private and government agencies.

7. Promoting Ginger Cultivation, Processing and Marketing

UAPCL (Udaipur Agro Producer Company Ltd.) is a collective supported by Rabobank Foundation that aims to build the capacity of its farmers by providing institutional and marketing support to the UAPCL Producer Company.

Located in the Jhadol block of Udaipur District, the project has a total outreach of 1635 farmers involved in the production and processing of ginger. Since the Producer Company offers end-to-end specialised solutions to farmer members covering the entire agri value chain, the farmers were able to increase their savings and income substantially and able to find new markets for their produce.

Highlights this year included creation of infrastructure for ginger processing, along with capacity building and processing services for members of the company. Efforts were also made to provide strategic direction to the Producer Company, through institutional strengthening and market building/marketing advice.

Starting up of pulses processing plant and Infrastructural support was the major initiative during the year. The company now has its own infrastructure for processing and marketing. Towards this, the producer company has partnered with the Tribal Area Development Department (TADD), Government of Rajasthan to obtain processing and warehouse space of more than 1400 square feet in Jhadol.

The infrastructure has been leased out to the producer company for five years till 2018 free of cost. Currently, the company has three pulse crops processing machines that include a Cleaning and Grading Machine, De Husking & Splitting Machine and Polisher Machine.

There is rise in share capital from INR 1 lakh to INR 8.96 lakh in 2013-14 generating a turnover of INR 42 lakhs. Additionally, all share allocation and ROC formalities have been completed with the help of a Chartered Accountant to ensure proper book keeping and due diligence.

State Operations

West Bengal

ACCESS's four development initiatives in West Bengal focus on delivering composite and durable livelihoods solutions for the small and marginalised segment of the poor along with achieving sustainable bottom line impact. To encourage professional management of our FPOs within the state, ACCESS has established resource centres and implementing agencies that facilitate numerous training exercises, frontline demonstrations and awareness camps for our farmer members with the over-arching objective of holistic capacity building. One of the FPOs in the state, Bhangar Vegetable Producer Company Ltd, is promoting the use of ICT-based agri extension services through mobile technology along with linking the farmers to mainstream commercial brands such as Mother Dairy and Metro Cash and Carry Supermarket Ltd.



1. SFAC Special Project for Pulses and Oil Seeds

ACCESS is the implementing agency for Small Farmers' Agri Business Consortium (SFAC) Project on increasing the production of pulses and oilseeds in districts of Bardhaman and Hooghly, West Bengal. Through project implementation the aim is to collectivise 5,000 farmers into a Producer Company to enhance their bargaining power. Main activities are geared around enabling farmers' access to technology and improved agricultural practices, and to see to it that systems ensuring regular supply of inputs and extension services such as farmer trainings and expert visits are put in place. The envisaged outcome is to realize an increase in crop productivity by at least 50 per cent by the end of project implementation period. In conjunction with allied outcomes such as collective bargaining, loss prevention and savings, the project envisages the ultimate outcome of increased income for farmers and overall livelihoods stability and sustainability.

This project is still in progress and ACCESS has managed to form FIGs, taken them through several demonstrations on best agri-practices for pulses and oilseeds cultivation along with linking them to a formal credit system for obtaining loans and short term credit.

2. Promoting Sustainable Agricultural Practices in Drought-prone Areas

ACCESS is implementing the NABARD supported Sustainable Agricultural Practices (SAP) project to augment the productivity of lead crops/activities through adoption of sustainable agricultural practices in Saharjora Gram Panchayat of Barjora Block of Bankura district. The project covers eight out of thirteen villages (five villages were not included as they were being covered under the National Agricultural Innovation Project) in Saharjora Gram Panchayat, having 2,000 farm families, for intensive intervention in agriculture.

As consultations with multiple stakeholders before the commencement of the programme, planned activities and results are targeted at

augmenting the productivity of lead crops/major activities in a sustainable manner. Therefore, it has chosen a few lead crops/activities for intervention such as seed replacement and making improved variety of seeds available to farmers, promoting micro-irrigation, improvement in soil health, promoting crop insurance, organic cultivation, linking farmers to credit delivery institutions. Major crops for which improved varieties of seeds were made available included paddy, groundnut, mustard, and sesame. Farmer Field School techniques were adopted to ensure participatory development of technologies and innovations.

Some of major innovations included introduction of new crops such as groundnut in kharif as a second major kharif crop, in uplands where paddy could not be cultivated, fertility improvement through innovations in composting, promoting cultivation of mustard and sesame in Rabi season that require minimum irrigation and introducing drip irrigation sets and appropriate pumps in water-uncertain regions. Soil tests were carried out to suggest soil improvement measures and lime was made available to the farmers for soil treatment. Furthermore, farmers were encouraged and helped to apply for Kisan Credit Cards forming Joint Liability Groups to avail production credit.

This project is nearing completion and a Producer Company has been set up to provide farmers with hand-holding support along with ensuring that development initiatives can continue, market linkages strengthened and farmers' collectives continue to receive to support.

3. Collaboration with the National Agriculture Innovation Project

The Indian Council of Agricultural Research, in partnership with the Bidhan Chandra Krishi Viswavidyalaya, facilitated a project on 'Sustainable Farming System to Enhance and Ensure Livelihood Security of Poor in Purulia, Bankura and West Midnapore Districts of West Bengal' in 2008 under the aegis of the National Agricultural Innovation Project (NAIP) with financial support from the World Bank. The project is being implemented by a consortium of



organizations led by the Bidhan Chandra Krishi Viswavidyalaya as the lead agency, and ACCESS as one of its implementing partners alongside Indian Gramin Services (IGS), West Bengal University of Fisheries and Animal Science (WBUFAS) and the Kalyani Krishi Vigyan Kendra (KVK).

The specific objectives envisaged were to promote 'production to consumption systems research' in priority areas/ themes to enhance productivity, nutrition, profitability and income and employment to improve livelihood security of the rural people living in the selected disadvantaged regions through technology-led innovation systems. Till the end, the project covered 4,124 farm families though the initial target was of 3,600 farm families.

Some of the major achievements of this sub-project during the year could be seen in areas of productivity enhancement and institutional development.

In the case of rice, the project introduced innovations of varietal and seed replacement, and critical irrigation and need based pest management in both kharif and rabi seasons. For improvements in groundnut cultivation, efforts were made at promoting kharif groundnut in uplands along with generic techniques for both kharif and rabi crops. Project participants also include cashewnut growers who through innovations in intercropping are making efforts at rejuvenating soil fertility. Livestock owners in mixed farming systems have taken part in structured training programmes aimed at improved care of goats, pigs and poultry birds. Given the importance

of on-farm water management, farmers and technical experts have collaborated on developing appropriate rainwater harvesting systems through rehabilitation and excavation of ponds, dug wells, and locally designed hapa. These irrigation structures have been particularly effective during seasonal dry spells in kharif season. Other interventions include capacity building of women community for producing dry flower products and selling them to market, and market linkages for lac producers and crafts persons.

Farmers have been encouraged to come together to form their own Producer Company, and thereby benefit from advantages of aggregation. Some groundnut farmers are also now producing seeds in a buy-back arrangement. Some primary producers have been actively involved in the development and maintenance of cluster sustainability fund to be used by Producer Company for sustaining the initiatives created under the project.

4. Integrated Watershed Management Programme

ACCESS has been assigned the task of preparing Detailed Project Reports (DPRs) under the Integrated Watershed Management Programme (IWMP) for over 44,000 hectares in 4 districts.

ACCESS is preparing DPRs for 10 watersheds spread across 4 districts entailing baseline survey and for certain types of information that requires group deliberation the project staff are also using PRA techniques.

PACS Project

The Poorest Areas Civil Society (PACS) Programme is an initiative of the UK Government's Department for International Development (DFID) aimed at reducing the gap in wellbeing status between socially excluded groups in India and the rest of the population. With support from PACS, ACCESS is engaged in the Market Oriented Value Enhancement (MOVE) project for organising excluded families (ST and SC) in the districts of Kandhamal and Jharsuguda through institutionalising Producer Companies, providing them with technical support for productivity enhancement, facilitating business development services and enhancing their livelihoods. The specific objective of the project is to improve income security of the marginalised and socially excluded households in selected villages of the project through cluster development and collective enterprise promotion. The project organises farmers into Producer Company and strengthens its institutional capacity to handle marketing operations. Also envisaged is an enhancement in the productivity of member households through use of ICT based extension services. Finally, project design enables engagement with private sector companies for business and expanding market base.

The project is operational in total 80 villages in Kandhamal District covering 4108 households organised into 351 Self Help Groups (SHGs) and in Jharsuguda District covering 208 SHGs. The project aims to achieve its objectives by introducing agri- value chain interventions in vegetables, spices and poultry within these districts.



In Kandhamal District a producer collective by the name 'Ghumusar Udayagiri Women Agro and NTFP Producer Company Ltd' has been institutionalised with a share capital of INR 1,68,750 collected from 675 women farmers. 48 Farm Field Schools have been established to ensure better variety of seeds, fertilisers and other agri inputs. Information about crop planning and its advantages have been disseminated to all the SHG members. 22 Buyer Seller events have been organised leading to a sale of INR 3.15 Lakh for vegetables and INR 3.72 Lakh of Turmeric. Institutional linkage with Krishi Vigyan Kendra has been facilitated for developing Package of Practices for turmeric and vegetable production (Cabbage, Cauliflower, Brinjal, Tomato and Green Peas). Marketing linkage has been established with two local organisations, KASAM and Samanwita for marketing of turmeric.

In Jharsuguda District Market Oriented Value Enhancement (MOVE) Programme has been initiated with an aim to create and promote sustainable livelihoods for excluded women farmers. The programme works in vegetable and livestock development. A Producer Company 'Jharsuduga Women Agro Producer Company Ltd' has been institutionalised and incorporated to facilitate capacity building and providing marketing support to the women farmers. 5 GP level sensitisation meetings, 3 training programmes for coordinators and animators along with soil testing were organised during the year. 30 field demonstration plots for vegetables and 20 demo plots for poultry have been established.



Cauli Flower Cultivation by Jeevan jyoti SHG at Malerimaba in G.Udayagiri



Human Resources

ACCESS as an organisation is evolving and growing in its size, opening offices at new project locations and hiring employees with a diverse set of skills. The HR report is a reflection upon some of our key activities for the year 2013-14 and provides an opportunity for us to share our achievements, provide insight as to where we are heading as a department along with introducing the overall HR Structure and policies followed by the organisation.

The year was an exciting and innovative one for the leadership team as it began its work to re-invent the existing HR Policy by developing and endorsing MY SMART Work Plan for all our employees, facilitating workshops and training exercises to maximise the employee potential and designing the job description of every employee to ensure the right person does the right job.

The organisational structure at ACCESS is transparent and encourages equal participation by all team members in contributing to the overall operational and long term goals of the organisation. However, functional divisions within every department is clear, consistent and explicit to maximise accountability and foster a sense of individual commitment and leadership.

ACCESS has a unique 3-Tier HR structure with a strong team stationed at the Head Office in New Delhi lead by the CEO who takes all the key management decisions for the organisation with a strong support from the Senior Management

Team. In addition, state head are positioned at 5 states who are responsible for implementing our state level programmes and initiatives.

As on March, 2014, the total professional staff strength of ACCESS stood at 70 shown in the following table:

S. No	State	No of Employees
1	Delhi (HQ)	19
2.	Rajasthan	20
3.	Madhya Pradesh	10
4.	Odisha	8
5	Andhra Pradesh	3
6	Maharastra	5
7	West Bengal	5
		70

ACCESS Organisation Structure



ACCESS is fortunate to be guided by a visionary and engaged Board of Directors that bring with them a vast range of knowledge, experience and expertise to the task of overseeing the organisation and steering it in the right direction. The Board provides inputs on various strategies and systems being followed in the organisation, giving emphasis on transparency, accountability, ethical operation and professional management. The Board meets once every quarter to discuss and deliberate over governance, policy, impediments and the way ahead for the organisation.

In addition to our Board, we also have the Management and Investment Committee, a second layer of governance within ACCESS acting as a sub-committee of the Board with an aim to supplement activities decided by the Board along with ensuring that their decisions are implemented in the best possible manner. The MIC meets every month in order to help the CEO take important decisions relating to governance, management and programme support. It is headed by the Chairman who is a member on our Board and represents the interests of the Board at the MIC.

ACCESS believes in the holistic development of its staff members. Towards this, the employees are encouraged to participate in various forums- both national and international that provide them with an opportunity to interact with experts and enhance their learning along with networking within the sector.

ACCESS employees at various levels attended the following workshops and trainings during the year 2013-14:

- Inception Workshop cum learning exchange as a part of the “Building Global Learning Alliance and Network Initiative”. A study

on the implementation of agriculture value chain and financial services initiatives in Kenya. Two senior management staff participated in the workshop.

- Training programme on value chain development and actors empowerment organised by Institute of Rural

Reconstruction (IIRR) held in Kenya. Two senior management staff attended the eight day training programme.

- Training programme on governance and management of producer organisation organised by IRMA. One of our senior management staff from HQ attended the programme.

- Workshop on Goggle for Non Profits. The workshop was exclusively designed for

NGO's by Experts from Google. Two staff members attended the workshop.

- Work shop on Innovations in Emerging Markets for Masses held by MART. One of the senior management staff attended the workshop.
- In each quarter an induction training was organised for the newly recruited staff member at HQ.

The HR Mission:

The office of Human Resources provides services and support to the ACCESS family in ways that embrace the organisation's vision and mission by cultivating a superior service oriented culture. Through employee engagement and development, we foster the values of inclusiveness, camaraderie and long term employee engagement that must lead to a life-long learning.



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Tel: 91 11 26510915; Fax: 91 11 26850821

GOVERNMENT

- Department of Rural Development,
Government of Andhra Pradesh

APEX DEVELOPMENTAL AND FINANCIAL INSTITUTIONS

- NABARD
- Small Farmers Agri Business
Consortium(SFAC)
- SIDBI

INTERNATIONAL ORGANIZATIONS

- Rabobank Foundation
- Citi Foundation
- Micheal and Susan Dell Foundation
- Monosanto Foundation
- Ford Foundation
- CARE
- Digital Green
- Solidaridad
- PACS: DFID
- International Finance Cooperation

MULTILATERAL AND BILATERAL INSTITUTIONS

- United Nations Development
Programme(UNDP)
- World Bank

FINANCIAL INSTITUTIONS

- HSBC
- Standard Chartered
- ICICI
- IDBI
- OKIO Credit
- VISA

PRIVATE SECTOR

Pioneer Hi- Bred
Vedanta Aluminum Limited

**STATUTORY AUDIT REPORT
of
ACCESS DEVELOPMENT SERVICES
For the year 2013-14**



SCM ASSOCIATES

CHARTERED ACCOUNTANTS

Independent Auditor's Report

To,
The Members of ACCESS DEVELOPMENT SERVICES

Report on the Financial Statements

We have audited the accompanying financial statements of Access Development Services ("the company"), which comprise the Balance Sheet as at March 31, 2014, and the Income and Expenditure Account for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards notified under the Companies Act, 1956 ("the Act") (which continue to be applicable in respect of Section 133 of the Companies Act, 2013 in terms of General Circular 15/2013 dated September 13, 2013 of the Ministry of Corporate Affairs) and in accordance with the accounting principles generally accepted in India. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- a) In the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2014.



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- b) In the case of the Income and Expenditure Account, of the excess of income over expenditure for the year ended on that date.

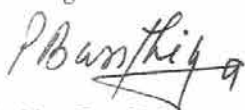
Report on Other Legal and Regulatory Requirements

1. As required by the Companies (Auditor's Report) Order, 2003, as amended by the Companies (Auditor's Report)(Amendment) Order, 2004 (together the "Order") issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Act, the said order is not applicable.
2. As required by section 227(3) of the Act, we report that:
 - a) we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
 - b) in our opinion proper books of account as required by law have been kept by the Company so far as appears from our examination of those books.
 - c) the Balance Sheet and Income and Expenditure Account, dealt with by this Report are in agreement with the books of account .
 - d) in our opinion, the Balance Sheet and Statement of profit and loss comply with the Accounting Standards notified under the Companies Act, 1956 ("the Act") (which continue to be applicable in respect of Section 133 of the Companies Act, 2013 in terms of General Circular 15/2013 dated September 13,2013 of the Ministry of Corporate Affairs);
 - e) on the basis of written representations received from the directors as on March 31, 2014, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2014, from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956.
 - f) Since the Central Government has not issued any notification as to the rate at which the cess is to be paid under section 441A of the Companies Act, 1956 nor has it issued any Rules under the said section, prescribing the manner in which such cess is to be paid, no cess is due and payable by the Company.

For SCM Associates

Chartered Accountants

Firm Registration Number :314173E



Prakhar Banthiya

Partner

Membership Number : 088526

Place : New Delhi

Date : 29/8/2014



Access Development Services
Balance sheet as at 31st March 2014

(All amount in Indian Rupees)

	Note	As at 31st March 2014	As at 31st March 2013
EQUITY AND LIABILITIES			
Shareholders' funds			
Share capital	2	400	400
Reserve and surplus	3	15,53,66,567	14,78,02,625
		<u>15,53,66,967</u>	<u>14,78,03,025</u>
Share application money pending allotment			
		-	-
Non current liabilities			
Long term provisions	4	73,84,451	68,38,542
		<u>73,84,451</u>	<u>68,38,542</u>
Current liabilities			
Short term borrowings	5	1,38,42,456	1,04,50,315
Accounts payable	6	17,96,904	47,19,119
Other current liabilities	7	1,98,87,693	1,71,66,835
Short-term provisions	8	1,91,696	5,89,299
		<u>3,57,18,749</u>	<u>3,29,25,568</u>
		<u>19,84,70,167</u>	<u>18,75,67,135</u>
ASSETS			
Non current assets			
Fixed assets	9		
- Tangible assets		37,98,626	47,70,327
- Intangible assets		1,37,447	1,64,038
Long term loans and advances	10	1,15,76,807	1,07,54,671
		<u>1,55,12,880</u>	<u>1,56,89,036</u>
Current assets			
Accounts receivable	11	49,805	39,223
Cash and cash equivalents	12	16,37,65,007	14,79,59,689
Short term loans and advances	13	12,71,525	9,64,204
Other current assets	14	1,78,70,949	2,29,14,983
		<u>18,29,57,287</u>	<u>17,18,78,099</u>
		<u>19,84,70,167</u>	<u>18,75,67,135</u>
Significant Accounting Policies			
Notes forming part of the financial statements	1 to 30		

As per our report of even date attached.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E

Prakhar Banthiya

Prakhar Banthiya

Partner

Membership Number : 088526

Place : New Delhi

Date : 29/8/2014



For and on behalf of the Board of Directors

Vijayalakshmi Das *Vipin Sharma*

Vijayalakshmi Das

Chairperson

DIN: 00624128

Place : New Delhi

Date :

Vipin Sharma

CEO

DIN: 02565320

Place : New Delhi

Date :



Access Development Services
Income and expenditure account for the year ending 31st March 2014

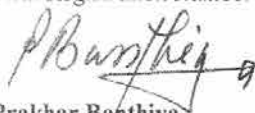
		(All amount in Indian Rupees)	
	Note	for the year ending 31st March 2014	for the year ending 31st March 2013
Revenue			
Revenue from operations	15	12,19,02,202	14,43,19,630
Other income	16	62,05,154	47,97,003
		12,81,07,357	14,91,16,633
Expenses			
Employee benefit expenses	17	3,81,22,466	4,70,40,593
Finance costs	18	12,39,542	9,17,955
Depreciation and amortisation	19	7,30,207	8,36,641
Other expenses	20	8,70,91,464	9,83,48,430
		12,71,83,680	14,71,43,619
Surplus before exceptional and extraordinary items and tax		9,23,677	19,73,014
Exceptional items		-	-
Surplus before extraordinary items and tax		9,23,677	19,73,014
Extraordinary items		-	-
Surplus before tax		9,23,677	19,73,014
Tax expenses			
Provision for tax	[See Note 28]	-	-
		-	-
Excess of income over expenditure for the year		9,23,677	19,73,014
Basic/diluted earning per share	[See Note 22]	23,091.92	49,325.34
Significant Accounting Policies	1		
Notes forming part of the financial statements	1 to 30		

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 : 29/8/2014



For and on behalf of the Board of Directors

Vijayalakshmi Das

Chairperson

DIN: 00624128

Place : New Delhi

Date :

Vipin Sharma

CEO

DIN: 02565320

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 25 of the Indian Companies Act 1956 on certain conditions, mainly being that the company shall apply its profits, 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 u/s 211(3C) of the Companies Act, 1956 and the relevant provisions of the Companies Act, 1956.

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 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.

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.



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 1: Significant accounting policies

1.5 Depreciation and amortisation

Depreciation on Fixed Assets is provided on written down value method on a pro-rata basis from the date the asset is purchased/ put to use, at the rates prescribed in Schedule XIV to the Indian Companies Act, 1956.

Assets costing upto Rs. 5,000 individually are fully depreciated in the year of purchase.

Depreciation on leasehold improvements is recognized over the period of unexpired lease.

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

1.6 Revenue recognition

- (i) Revenue from consultancy contracts is recognized as per the terms of agreement for each contract.
- (ii) Grants received for a specific purpose, are recognized as income to the extent of expenditure incurred during the year. In case of Utilization certificate is not required in such case income recognised on receipt basis
- (iii) Conference receipts are recognized as income to the extent of actual receipts made during the year.
- (iv) Donations received in kind are not valued or accounted for in the books of account.

1.7 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.

1.8 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.

1.9 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.



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Note 1: Significant accounting policies

1.10 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.

1.11 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.

1.12 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.

1.13 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.



Vijay Maheshwari *Director*



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2014	As at 31st March 2013
Note 2: Share capital		
Authorised share capital		
50,000 (previous year 50,000) equity shares of Rs. 10 each	5,00,000	5,00,000
	5,00,000	5,00,000
Issued, subscribed and paid up share capital		
40 (previous year 40) equity shares of Rs. 10 each.	400	400
	400	400

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

	As at 31st March 2014		As at 31st March 2013	
Name	Number of shares held	Percentage	Number of shares held	Percentage
Ms. Radhika Agashe Mathur	20	50%	20	50%
Mr. Sudipto Saha	20	50%	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	40	40



Vijin Madhwa *higayalsh*



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2014	As at 31st March 2013
Note 3: Reserve and surplus		
Capital Reserve		
General Corpus fund		
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>
LIIF Corpus fund		
Balance at the beginning of the year	11,66,64,957	-
Add: Addition during the year	-	11,25,00,002
Interest earned on term deposits made of LIIF	92,85,146	87,78,357
Less: Expenses incurred related with LIIF	21,36,536	18,36,765
Surplus before provisioning	<u>71,48,610</u>	<u>11,94,41,594</u>
Reserve fund for contingent liability @15%	10,72,292	10,41,239
Reserve fund for promotional activities @25%	17,87,153	17,35,398
Net surplus transferred to LIIF	42,89,165	-
(b)	<u>12,09,54,122</u>	<u>11,66,64,957</u>
Contingent liability fund (LIIF)		
Balance at the beginning of the year	10,41,239	-
Add: Transfer during the year from LIIF Corpus fund	10,72,292	10,41,239
Less: Utilised during the year	-	-
(c)	<u>21,13,531</u>	<u>10,41,239</u>
Promotional activities fund (LIIF)		
Balance at the beginning of the year	17,35,398	-
Add: Transfer during the year from LIIF Corpus fund	17,87,153	17,35,398
Less: Utilised during the year	-	-
(d)	<u>35,22,551</u>	<u>17,35,398</u>
Total Corpus fund	(a+b+c+d) <u>13,63,90,204</u>	<u>12,92,41,594</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	28,11,345	32,47,100
Add: Fixed assets acquired out of grants during the year	4,01,830	6,37,414
Less: Asset written off (net of depreciation reserve)	4,330	-
Less: Depreciation (transferred from income and expenditure account)	9,05,845	10,73,169
	<u>23,03,001</u>	<u>28,11,345</u>



Signature

Signature



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2014	As at 31st March 2013
Revenue Reserve		
Reserve and surplus		
Balance at the beginning of the year	1,57,49,686	1,37,76,672
Add: Excess of income over expenditure during the year	9,23,677	19,73,014
	1,66,73,363	1,57,49,686
	15,53,66,567	14,78,02,625

Note 4: Long term provisions

Employee benefits

Provision for compensated absences	[See Note 26]	24,39,350	22,15,262
Provision for gratuity	[See Note 26]	32,34,137	26,99,489
Provision for other employee benefits		17,10,964	19,23,791
		73,84,451	68,38,542

Note 5: Short term borrowings

Secured

Bank overdraft*		37,60,716	1,04,50,315
Other loan from bank**		1,00,81,740	-
		1,38,42,456	1,04,50,315

* The Company has availed overdraft facility of Rs. 1.055 Crores by way of pledging of fixed deposit of Rs. 1.25 Crores.

** The Company has taken loan of Rs. 1.00 Crores by way of pledging of fixed deposit of Rs. 1.36 Crores.

Note 6: Accounts payable

Sundry creditors	[See Note 27]	14,83,521	44,03,541
Other payables		3,13,383	3,15,578
		17,96,904	47,19,119

Note 7: Other current liabilities

Duties and taxes		10,57,743	11,46,508
Provident fund payable		4,89,816	5,13,035
Festival allowance payable		3,35,781	3,93,066
Income received in advance		1,57,41,581	1,46,91,760
Other liabilities*		22,62,772	4,22,466
		1,98,87,693	1,71,66,835

*Other current liabilities includes Rs 540,700 received as contribution towards incorporation of various producer companies.

Note 8: Short-term provisions

Employee benefits

Provision for compensated absences	[See Note 26]	1,10,723	2,69,406
Provision for gratuity	[See Note 26]	80,973	3,19,893
		1,91,696	5,89,299



Signature of Vijin Mathema



Notes forming part of the financial statements

Note 9: Fixed assets

Particulars	Gross Block			Depreciation			Net Block		
	As at 1st April 2013	Additions during the year	Deletion during the year	As at 31st March 2014	As at 1st April 2013	Additions during the year	Deletion during the year	As at 31st March 2014	As at 31st March 2013
Tangible assets									
Computer Hardware	50,57,558	3,44,950	1,80,520	52,21,988	36,85,786	6,60,331	1,80,519	41,65,598	13,71,771
Vehicle	25,70,342	4,137	7,886	25,66,593	14,98,085	2,81,746	7,886	17,71,944	10,72,258
Office equipments	23,68,311	2,80,508	1,18,846	25,29,973	11,97,557	2,13,780	95,909	13,15,428	11,70,754
Furniture & Fixtures	37,22,301	35,433	48,642	37,09,091	25,66,757	4,53,604	44,311	29,76,050	11,55,544
Subtotal (a)	1,37,18,512	6,65,028	3,55,894	1,40,27,646	89,48,185	16,09,461	3,28,625	1,02,29,020	47,70,327
Intangible assets									
Computer software	1,96,630	-	-	1,96,630	32,592	26,591	-	59,183	1,64,038
Subtotal (b)	1,96,630	-	-	1,96,630	32,592	26,591	-	59,183	1,64,038
Total	1,39,15,142	6,65,028	3,55,894	1,42,24,276	89,80,777	16,36,052	3,28,625	1,02,88,203	49,34,365
Previous year	1,26,21,808	13,25,700	32,366	1,39,15,142	70,99,938	19,09,810	28,970	89,80,777	55,21,871

Vijai Sharma *Vijay Sharma*



Access Development Services

Notes forming part of the financial statements

Note 9.1: Fixed assets acquired out of grant funds

(All amount in Indian Rupees)

Particulars	Gross Block			Depreciation			Net Block	
	As at 1st April 2013	Additions during the year	As at 31st March 2014	As at 1st April 2013	Additions during the year	Deletion during the year	As at 31st March 2014	As at 31st March 2013
Tangible assets								
Computer Hardware	36,26,713	2,70,802	38,11,275	26,40,915	4,85,581	86,241	30,40,255	9,85,798
Vehicle	22,97,529	-	22,97,529	13,32,340	2,49,891	-	15,82,231	9,65,189
Office equipments	13,44,660	1,19,318	14,20,202	6,87,307	1,27,574	43,776	7,71,104	6,57,353
Furniture & Fixtures	11,99,377	11,710	11,68,925	9,96,372	42,799	37,831	10,01,340	2,03,005
Subtotal (a)	84,68,278	4,01,830	86,97,930	56,56,933	9,05,845	1,67,848	63,94,930	28,11,345
Total	84,68,278	4,01,830	86,97,930	56,56,933	9,05,845	1,67,848	63,94,930	28,11,345
Previous year	78,30,864	6,37,414	84,68,278	45,83,764	10,73,169	-	56,56,933	32,47,100

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

Vijay Sharma



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2014	As at 31st March 2013
Note 10: Long term loans and advances		
Security deposits	4,00,849	7,09,849
Advance income tax (net of provisions)	1,11,75,958	1,00,44,822
	1,15,76,807	1,07,54,671
Note 11: Accounts receivable		
<i>(Unsecured, considered good by management)</i>		
Outstanding for a period exceeding six months from the date they were due for payment	22,831	-
Others	26,974	39,223
Less: provision for bad and doubtful debts	-	-
	49,805	39,223
Note 12: Cash and cash equivalents		
Cash in hand	55,421	2,15,803
Balances with banks		
-Savings account *	1,53,50,264	1,56,75,823
-Deposit account #	14,83,59,322	13,20,68,063
	16,37,65,007	14,79,59,689
* Savings account includes Rs. 4,865,097.22 (Previous year Rs. 9,268,793) lying in designated FCRA bank accounts)		
# Deposits accounts are created out of FCRA funds and includes fixed deposits on account of Corpus Fund - Rs. 13.21 Crores (Previous Year Rs. 12.10 Crores). Out of total deposits, fixed deposits amounting to Rs. 1.25 Crores (Previous Year Rs. 1.25 Crores) have been pledged as security against the overdraft facility of Rs. 1.055 Crores (Previous Year Rs. 1.055 Crores) with Axis Bank. The Company has also taken a loan of Rs. 1.00 Crores from HDFC Bank on security of fixed deposit amounting Rs. 1.36 Crores.		
Note 13: Short term loans and advances		
Security deposits	5,08,905	88,338
Loans and advances	2,07,824	3,64,708
Prepaid expenses	5,54,796	5,11,158
	12,71,525	9,64,204
Note 14: Other current assets		
Grants receivable	67,70,183	77,80,157
Receivables from other development organisations	78,15,206	80,77,850
Contractually reimbursable expenses	13,42,238	64,215
Other receivables	85,641	1,91,760
	1,60,13,268	1,61,13,982
Accruals		
Interest accrued on deposits	18,57,681	68,01,001
	18,57,681	68,01,001
	1,78,70,949	2,29,14,983



Signature



Signature

Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupces)

	for the year ending 31st March 2014	for the year ending 31st March 2013
Note 15: Revenue from operations		
Grant income	8,69,47,919	8,60,51,706
Conference receipts	33,11,264	29,52,980
Consultancy income	3,16,43,020	5,53,14,944
	12,19,02,202	14,43,19,630
Note 16: Other income		
Interest income on:		
Bank deposits	56,95,685	33,31,686
Income tax refund	3,22,578	3,71,351
	60,18,263	37,03,037
Profit on sale of fixed assets	663	11,604
Net gain on foreign currency transactions and translation	602	13,933
Miscellaneous income	1,85,626	10,68,428
	1,86,891	10,93,966
	62,05,154	47,97,003
Note 17: Employee benefit expenses		
Salary and allowances	3,34,64,504	4,10,23,023
Contribution to Employee benefit funds	23,82,842	28,76,980
Gratuity	[See Note 26] 10,71,259	10,76,183
Leave encashment	[See Note 26] 6,28,765	12,62,119
Other employee cost	5,75,096	8,02,288
	3,81,22,466	4,70,40,593
Note 18: Finance costs		
Interest on borrowings	12,17,141	9,07,149
Other borrowing costs	22,401	10,806
	12,39,542	9,17,955
Note 19: Depreciation and amortisation		
Depreciation on fixed tangible assets	16,09,461	18,77,218
Amortisation of fixed intangible assets	26,591	32,592
	16,36,052	19,09,810
Less: Depreciation charged off to capital asset fund	9,05,845	10,73,169
	7,30,207	8,36,641

Signature



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

	for the year ending 31st March 2014	for the year ending 31st March 2013
Note 20: Other expenses		
Administrative costs		
Board meeting expenses	65,653	3,17,721
Directors sitting fees	1,80,000	1,75,000
Other meeting expenses	6,74,783	10,59,316
Electricity expenses	6,08,477	6,25,939
Communication expenses	25,83,872	27,01,659
Legal and professional expenses	5,28,776	9,27,226
Printing and stationary expenses	11,35,635	13,51,897
Insurance expenses	1,33,315	1,43,384
Rent	30,90,600	32,51,916
Office expenses	16,24,446	18,86,726
Repair and maintenance expenses	9,85,100	11,76,115
Vehicle running and maintenance expenses	7,46,384	8,82,750
Conveyance	22,03,857	26,86,679
Bad debts written off	1,34,878	3,48,853
Other expenses	1,58,317	2,93,448
	1,48,54,093	1,78,28,629
Programme expenses		
Consultancy	1,67,04,596	2,41,51,999
Grants given	67,90,378	40,47,546
Other programme expenses	3,84,89,139	4,18,10,220
Fixed assets charged to programme	4,01,830	6,37,414
Travelling expenses	98,51,428	98,72,622
	7,22,37,371	8,05,19,801
	8,70,91,464	9,83,48,430

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Access Development Services

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 2014	for the year ending 31st March 2013
Salary and allowances	57,92,137	51,40,522
Employer's contribution to benefit funds	3,93,400	3,49,143
	61,85,537	54,89,665

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 2014	for the year ending 31st March 2013
Access Assist		
Grants paid	15,00,000	8,00,000
Consultancy paid	-	2,24,720
	15,00,000	10,24,720

During the year the company has given a grant to a related party, Access Assist Trust amounting to Rs. 15,00,000 (Previous year 8,00,000) mainly for organizing a summit on microfinance on behalf of the company. The trust is engaged in social, economic and other development related work.

Ode to Earth Enterprises Private Limited

Event participation fees	-	45,000
Purchase of programme related materials	24,77,009	10,431
	24,77,009	55,431

ACCESS Holding Venture India Private Limited

Allocation of travelling and conveyance expenses	86,598	-
Claim of salary paid to employees on secondment	93,54,150	-
Consultancy charges	1,00,000	-
	95,40,748	-



Signature of Vipin Sharma



Signature of Vipin Sharma

Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Balance outstanding at the year end of the related parties

	As at 31st March 2014	As at 31st March 2013
Receivables		
ACCESS Holding Venture India Pvt. Ltd.	13,42,238	-
Loan and advance to Key Managerial Personnel	2,00,000	-
	<u>15,42,238</u>	<u>-</u>
Payables		
Reimbursement expenses payable to Key Management Personnel	32,816	-
	<u>32,816</u>	<u>-</u>

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 2014	for the year ending 31st March 2013
Net profit after tax attributable to equity shareholders (A)	9,23,677	19,73,014
Weighted average number of equity shares outstanding during the year - (B)	40	40
Nominal value of equity share	10	10
Basic /diluted earnings per share (Rs.) - (A)/(B)	23,091.92	49,325.34

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

	for the year ending 31st March 2014	for the year ending 31st March 2013
Conference receipts	4,08,289	7,06,139
Grant income	1,50,08,128	2,97,42,242
	<u>1,54,16,417</u>	<u>3,04,48,381</u>

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

	for the year ending 31st March 2014	for the year ending 31st March 2013
Travelling expenses	3,65,125	4,07,185
Staff training	-	1,61,928
Consultancy charges	80,000	-
	<u>4,45,125</u>	<u>5,69,113</u>

Note 25 : Legal and professional fees includes

	for the year ending 31st March 2014	for the year ending 31st March 2013
Audit fees for statutory audit	2,52,810	2,24,720
In other capacity	-	9,738
Out of pocket expenses	16,100	10,184
	<u>2,68,910</u>	<u>2,44,642</u>

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 2014	for the year ending 31st March 2013
Employer's contribution to employee provident fund	23,82,842	28,76,980
	<u>23,82,842</u>	<u>28,76,980</u>

The above amount is included in Contribution to employee benefit funds.



Signature



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

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 2014	for the year ending 31st March 2013
Reconciliation of present value of the defined benefits obligation :		
Obligation at beginning of year	30,19,382	23,76,468
Interest Cost	2,41,551	1,90,117
Service Cost	731,437	709,636
Benefits paid	(11,37,758)	(4,73,977)
Actuarial (gain)/loss on obligation	4,60,498	2,17,138
Obligation at end of year	33,15,110	30,19,382
Expense recognized during the year in the income and expenditure account:		
Current service cost	7,31,437	7,09,636
Interest cost	2,41,551	1,90,117
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	4,60,498	2,17,138
Expenses to be recognized in the income and expenditure account	14,33,486	11,16,891

Reconciliation of gratuity expenses recognised in the income and expenditure account

Expenses recognised under employee benefit expenses	10,71,259
Expenses charged under expenses related to LIIF *	61,791
Expenses charged under expenses related Access Holding Venture**	3,00,436
	14,33,486

* The gratuity of Rs. 61,791 has been charged to LIIF corpus fund on estimation basis.

** The gratuity of Rs. 300,436 has been charged to Access Holding Venture India Pvt. Ltd. on prorata basis.

Compensated absences

	for the year ending 31st March 2014	for the year ending 31st March 2013
Reconciliation of present value of the defined benefits obligation :		
Obligation at beginning of year	24,84,668	20,76,268
Interest Cost	1,98,773	1,66,101
Service Cost	6,36,291	6,22,653
Benefits paid	(9,89,843)	(6,70,367)
Actuarial (gain)/loss on obligation	2,20,184	2,90,013
Obligation at end of year	25,50,073	24,84,668
Expense recognized during the year in the income and expenditure account:		
Current service cost	6,36,291	6,22,653
Interest cost	1,98,773	1,66,101
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	2,20,184	2,90,013
Expenses to be recognized in the income and expenditure account	10,55,248	10,78,767

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

Expenses recognised under Employee benefit expenses	6,28,765
Expenses charged under expenses related to LIIF fund *	46,153
Expenses charged under expenses related Access Holding Venture**	1,67,503
Less: Sick leave included in leave encashment under Employee benefit expenses	(2,12,827)
	10,55,248

* The leave encashment of Rs. 46,153 has been charged to LIIF corpus fund on estimation basis.

** The leave encashment of Rs. 1,67,503 has been charged to Access Holding Venture India Pvt. Ltd. on estimation basis.



Signature



Access Development Services

Notes forming part of the financial statements

(All amount in Indian Rupees)

Actuarial assumptions

Mortality Table	IALM 2006-08	IALM 1994-96
Discount Rate (per annum)	8.50%	8.00%
Expected Rate of increase in compensation levels	6.00%	5.50%
Expected Average remaining working lives of employees (years)	22.21	22.97

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.

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, 2014.

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 : 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, 1956. 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-3 Cash Flow Statements, 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 30 : Application of revised Schedule VI format of the Companies Act, 1956

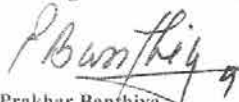
These financial statements have been prepared in the format prescribed by the Revised Schedule VI to the Companies Act, 1956. Previous year's figures have been regrouped/ recasted, wherever necessary, to conform to the current year's classification.

As per our report of even date attached.

For SCM Associates

Chartered Accountants

Firm Registration Number : 314173E


Prakhar Banthiya
Partner

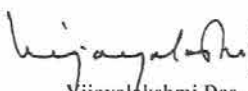

Membership Number : 088526

Place : New Delhi

Date : 29/8/2014



For and on behalf of the Board of Directors

 
Vijaya Lakshmi Das
Chairperson

DIN: 00624128

Vipin Sharma
CEO

DIN: 02565320

Place : New Delhi

Date :

Place : New Delhi

Date :





