

# ACCESS Development Services

*enabling economic empowerment*

ANNUAL REPORT 2012-13





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*enabling economic empowerment*

## Annual Report 2012-13



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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

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



### Brij Mohan

Brij Mohan is the founding Chairman of ACCESS. After completing two terms as the Chairman, he relinquished his responsibilities as the Chairman

of ACCESS on March 31<sup>st</sup>, 2013. He is also the former Executive Director of SIDBI and the co-founder of SIDBI Foundation for Micro Credit. Currently, he is also the chair of Ananya Finance for Inclusive Growth as well as of Micro Save. He is also a director on the Boards of Micro Credit Rating International Ltd and Foundation for MSME Clusters. Besides this, he is also the Chairman of RGVN (North East) Microfinance Ltd. Brij Mohan plays a lead role in promoting the responsible finance agenda within the sector.



### Vijayalakshmi Das

Vijayalakshmi Das is 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. She has assumed the Chairperson's Position of the Board of Directors at ACCESS from April 2013.





### Ajay Sud

Ajay Sud, a senior Chartered Accountant and Legal Practitioner, provides Management Advisory Services to Not-for-Profits and institutions working with the

voluntary sector. Ajay was formerly the head of KPMG India's Development Sector Practice and has extensive experience of over 30 years in providing professional support and advisory services to national and international organizations. He serves on various Not for Profit Boards and has been a member of the United Nations Resource Network for implementing multi-country programmes funded by the Global Fund Grants for Aids, Tuberculosis and Malaria.



### 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 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.



### 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.



### R N Mohanty

R N Mohanty is a Project and Program Management expert with more than 25 years of international and national level experience in the social and development sector. Over

the years, Mr. Mohanty has managed and implemented large-scale multi sectoral programmes on Reproductive and Child Health Management along with Nutrition and Livelihood Management. He has worked extensively in the poorest regions of India and Africa, including Rwanda, Uganda and Kenya. During the year, he was holding the position of Chief Operating Officer (COO) at CARE India. Currently he is working as the CEO of Sightsavers in India.



### Anand Mohan Tiwari

Anand Mohan Tiwari is a senior Indian Administrative Services Officer and is the Managing Director of Gujarat Narmada Valley Fertilizers Corporation Ltd.

Prior to this; he was the Secretary, Tribal Development Department, Govt of Gujrat. Mr. Tiwari has extensive experience in managing various poverty reduction programmes in India and has contributed to several policies. He has also conducted various studies on SHGs and poverty. Currently he holds the position of Principal Secretary, Education Department, Government of Gujarat.



### Deep Joshi

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

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



### 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 28 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 career with the Reserve Bank

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



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## From the Chairman



It seems long since my association with ACCESS but a short time span for ACCESS to firmly establish itself as a pro-poor livelihood promoting & strengthening institution. Seven years to be precise and the ACCESS portfolio have been rapidly growing over the years both in terms of number & complexity of projects. Scale & sustainability remain the key components of Access strategy. During the year, while portfolios were strengthened in its focused states of Orissa, West Bengal, Rajasthan and Madhya Pradesh, a fresh start was made in Chhattisgarh with a small project for the Government of Chhattisgarh, which promises to develop into a long term commitment.

As a part of its Second Perspective Strategic Planning exercise for 2011-16, ACCESS began to reflect on its programme strategy & through a long interactive process committed itself to raise the livelihood profile of half a million poor mainly in the farm & allied sector. Among others, a key idea was to consider focusing on a few regions, deeper and longer-term engagement with the community through the entire value chain. In line with this strategy and in accordance with programme direction, ACCESS is working to incubate 5 large signature programmes named UDAAN across the select states between 2012 -2016. The roll out strategy for this along with its various aspects were further refined during the year.

During the year, ACCESS further expanded its activity focus in agriculture. A strategic partnership with Small Farmers Agribusiness Consortium (SFAC) helped in starting new farm initiatives in three states viz. Rajasthan, Madhya Pradesh and West Bengal. This collaboration, besides others, has also helped ACCESS to consolidate its programme strategy to build strong community institutions. ACCESS currently supports 25 Producer Companies that it has promoted under different programmes. A few of these are on the verge of accomplishing operational sustainability. The year 2012-13 also saw new beginnings in the non-farm sector with partners like Michael and Susan Dell Foundation (MSDF) in Rajasthan in urban value chain project – UPLIFT, which seeks to enhance incomes of 10,000 artisans engaged in fashion jewelry. Another significant new engagement was in the Handloom Enterprises and Livelihoods Promotion Project (HELP) in the state of Andhra Pradesh with support from SERP (Society for Elimination of Rural Poverty, GOAP) which aims to leverage the successful SHG movement for promoting entrepreneurship among the handloom weaver households.

Two new and noteworthy programmes initiated in the year were 'Poorest Areas Civil Society Programme (PACS)' supported Livelihoods Scale Up projects in Odisha targeted at excluded communities and Orissa State Forestry Sector Project.

It is heartening to see that our efforts on the ground, be it for promotion of sustainable agriculture practices, or linking of smallholders to market, have been contributing significantly in improving the livelihoods of the poor. Also worth mentioning is the importance of building community capability to manage their own affairs and continue to collectively benefit themselves even after Access withdraws. The firm belief in ACCESS is that unless there is a scale and the community can manage their own livelihoods, development programmes cannot become sustainable.

Under our national level policy initiatives, Microfinance India Summit and Livelihoods India Conference were held in November 2012. While the Microfinance India Summit completed nine years and has firmly established



itself as the pre-eminent platform in the Microfinance sector, the Livelihoods India Conference is also emerging as an important sector initiative, attracting large participation, key industry leaders and several important stakeholders. The Livelihoods India Conference during the year focused on the shift in the role of Civil Society in livelihoods promotion. The deliberations at the Microfinance India Summit focused on the sectoral context where a need has emerged to reflect on past experiences and current models. The need is to redesign the architecture for a client focused responsible microfinance eco system.

ACCESS has been lucky to be supported by a large number of dedicated funding agencies. While Citi Foundation emerged during the year as the largest supporter, Ford Foundation, UNDP, HSBC and Rabo Bank Foundation among others continued their funding support to ACCESS. Importantly, the portfolio share of funding from the Government and apex agencies like SFAC, NABARD and SIDBI has significantly increased during the year. As I step down from the position of Chair of ACCESS Board, I look back with immense pride and satisfaction at the tremendous growth of ACCESS in a field less travelled by development institutions. My journey with ACCESS has been most fulfilling, in line with my vision of a pan India livelihoods promoting institution that has the aptitude and competence to work at scale and network with Government, research institutions, agri-universities, local bodies and above all markets to maximize livelihood enhancement impact. I affirm my continued association with the organization and commit to stay associated with all its future endeavors.

On behalf of the Board of Directors, I would like to thank all our donors, support institutions, friends of ACCESS and community that we work with for their continued support. A special thanks to all ACCESS employees under the dynamic leadership and direction of CEO Vipin Sharma for their absolute commitment. They are the real strength of ACCESS and I wish them a great future in the company.

**Brij Mohan**





# Celebrating Leadership: A tribute to our founder



“ Dear Vipin,

It is 6 am in the morning and at this early hour of the day, I guess one is entitled to day dream.

In my assessment, ACCESS has the necessary strength and courage to take up the major challenge of poverty reduction. Given your exemplary leadership and the cooperation of a committed staff, the ACCESS of 2015 should be able to handle this challenge of livelihoods enhancement not only for a few hundred or a few thousands poor, but a couple of millions. It is indeed a labour intensive work, requiring different skill sets for a very large sized

company. Fortunately, there are thousands of competent professionals/institutions available in this great country that we should attract to attain this lofty goal.

On a conservative scale, my dream is that ACCESS should have more than 50 field units and an in-house team of 500 professionals by the year 2015 impacting poverty sustainably. At this advanced stage in life, I do not believe in small, disjointed, well-meaning efforts but true service to millions of the poor. You have the right skills to combine great vision with excellent execution.”

**- Brij Mohan  
Chairman**





# ding Chairman Brij Mohan



“ His deep knowledge of the Microfinance and Livelihoods space makes him a sector leader but more than that, Brij has been an outstanding friend, guide and a mentor to ACCESS as it has evolved and grown over the years. His wise and devoted leadership has been exemplary and will be a sterling benchmark.”

- Ajay Sud  
Member, Board of Directors

“ As ACCESS started to demonstrate its ability to service and move towards some stability, Brij started to conjure lofty ideas about what it could accomplish in the short run as well as in the long haul. He dreams of ACCESS as a path breaking organization, impacting at scale, incubating innovations, building sustainable community institutions, building synergies with other organizations and working towards an aggregate impact of the civil society in poverty reduction. While smacking of an overwhelming ambition for the fledgling entity, he has been hugely inspiring for all professionals in ACCESS at all levels. ”

- Vipin Sharma, CEO







“When I first met Brij Mohan in September 1988 when he came to Cranfield University in the UK as a student on one of my short courses about microfinance. As soon as I met him I realized that our roles should be reversed, he should have been the guru and I the student.”

- Malcolm Harper



“ For the last six years I have had the most privileged association with Mr. Brij Mohan as the Chairman of our Board. In my additional capacity as the secretary of the Board and while conducting twenty eight board meetings, I have received his direct guidance and inspirational ‘jhalak ’ ”

- Suryamani Roul





“ His punctuality for all meetings and his keen interest in patiently listening to the concerns raised by employees makes him an incredible source of inspiration.

— Lalitha Sridharan





## The CEO Speaks



A bold vision and brand new ideas are perhaps of quintessence for organizations to grow and survive. Over the last seven years, in order for ACCESS to establish itself, several bold and aggressive initiatives have been taken, nimble strategic departures were made, risks taken and innovations and ideas were incubated. The ACCESS of 2013 has a very different profile from the ACCESS of 2006. To transition from an entity mandated to support the organized growth of the microfinance sector to one that is primarily engaged in strengthening the livelihoods of small and marginal farmers was indeed a tedious process. After seven years, ACCESS now fully seemed aligned to its vision 2016.

The two important programme focus areas within ACCESS that have got well established are the focus on agriculture and to support and strengthen community institutions.

ON the ground, ACCESS now has operations in nine states and large programmes in five states. In all the major programme states, ACCESS now implements large farm productivity enhancement projects - 20 to be precise. Given its focus on improving the livelihoods opportunities of small landholders, the important partner supporting our agri-programmes is the Government and its promotional agencies like SFAC. While in a few states, ACCESS has been provided support under the Rashtriya Krishi Vikas Yojana, ATMA, and

National Agriculture Innovation Project (NAIP) the important partner for ACCESS is the Small Farmers Agri-business Consortium (SFAC). SFAC supports 14 programmes in four ACCESS programme states under the National Vegetable Initiative and National Pulses Initiative. Besides the need to improve agriculture productivity and strengthen the backward and forward linkages, partnership with SFAC has also provided us with the opportunity of organizing the farmers into Farmer Producer Organizations (FPOs). Under this partnership, ACCESS has promoted 11 FPOs across 4 states. Overall, ACCESS has incubated and is hand holding 25 community institutions. This has been a very useful experience for the cadres within ACCESS. The vision is that ACCESS should, in a few years, emerge as the leader with domain knowledge and experience in successfully promoting sustainable community institutions.

However, the one big challenge in this effort is the inadequate volume of funding support and the short time span to accomplish the goals. Working with community institutions to make them viable businesses takes more resources and longer-term engagement, which most donors are unwilling to invest. This will perhaps be the biggest challenge for ACCESS to overcome, going forward.

In addition to improving and enhancing productivity, towards developing “inclusive value chains” to enable greater benefits of the value chains to accrue to primary producers, ACCESS, in some programmes, has also initiated post-harvest interventions. In Sawai Madhopur and Udaipur, primary processing of a few spices has been initiated, largely engaging the womenfolk from the community. Women are organized into self-help groups and then federated to run the processing units. While some marketing of the spices happens locally, ACCESS specialized affiliate -Ode to Earth supports the efforts with branding and packaging and marketing these in the mainstream high value markets. For spices, a sub brand styled as “Tamara” has been created, which has started to attract good markets.

Besides the farm sector, ACCESS also implements a few large non-farm sector programmes. The largest one, UPLIFT, with 10,000 fashion jewelry artisans in Jaipur is a complex and challenging programme. Products

of each programme are branded. While the jewelry products are marketed under the brand name of “JJade”, the applique products from Barmer are branded as “Desert Pastoral” and the vegetable tanned leather products are marketed under “TANN”. Breakthrough in marketing, with support from Ode to Earth, has been a major accomplishment during this year.

The focus during the year was to continue in consolidation of our programmes. While consolidation strategies continued to evolve in Udaipur and Sawai Madhopur under the UDAAN initiative.

At the national level, the two flagship initiatives continue to demonstrate the ACCESS professional prowess. While the Microfinance India Summit 2012 drew record participation and support from stakeholders, the highpoint was the addresses by both the Union Finance Minister (Mr P Chidambaram) and the Rural Development Minister (Mr. Jairam Ramesh) at the Summit. The State of the Sector Report as well as the Social Performance Management (SPM) Report, as traditionally, were released by the Union Finance Minister, while Mr. Jairam Ramesh released the “Banking on Self Help Groups – Twenty Years On”. Increasingly, this has established ACCESS as the reservoir of important knowledge publications in the sector. The Microfinance India Awards too attracted a large number of nominations, and it was good to see a mainstream banker, Mr. R N Malla, Chairman, IDBI Bank receiving the “Microfinance India Contribution to the Sector Award”.

The Livelihoods India Conference too was organized most successfully this year with carefully selected themes, good panelists and large participation. Mr. Jairam Ramesh released the “State of India’s Livelihoods” Report in the

UDAAN (flight out of poverty) is Signature Initiative of ACCESS under which the organization intends to impact 25,000 households in an unreached vulnerable region through a clutch of complementing interventions, largely in agriculture, over a period of ten years.

Inaugural Session. The “Sitaram Rao Case Study Competition” also saw a good response around the theme. Additionally, a new publication on the potential for the poor in the agro-processing sector by Prof. Sukhpal Singh, IIMAw was also released during the Conference. Just as within the microfinance sector, ACCESS is increasingly also establishing itself as a repository of knowledge for the livelihoods sector.

Over these years, ACCESS is now perhaps settled with its programme focus. While much churn in strategies is not expected, current strategies will continue to be refined to enable and ensure the organizational relevance. Among others, perhaps an important factor for ACCESS getting firmly established within the sector has been its ability to attract strong professionals. Not only has ACCESS been successful in hiring good professionals; it has been fortunate in retaining them as well. At all levels, in diverse ways, this professional cadre has contributed to the growth of ACCESS. While the commitment levels within the organization have been very high; the potential of these professionals can be further harnessed. ACCESS now has a HR Unit, which is constantly engaged in refining job descriptions, identifying personnel strengths and assessing avenues where they can be best deployed. At the end of the day, good organizations are all about good human resources.

After two terms as the Chairman, as per norms established by the Board’s Good Governance Committee, stepping down of Mr. Brij Mohan was a major setback. Brij has been associated with ACCESS right from the time it was conceived, and was a part of all key decisions relating to its establishment, its value proposition, its business plan, its strategies, et al. He did not miss a single Board Meeting and would often stroll into the office to see how things were moving. He had a big vision for ACCESS. He was chairing several organizations, but always took great pride in proffering his ACCESS association. Personally to me, he was a friend, philosopher and guide; someone who I could count on for everything. This Annual Report is dedicated to the supreme leadership he provided in the inception phase of ACCESS. I know that there will be many ways in which this association will continue.



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ACCESS owes so much to several stakeholders who have trusted the organization's abilities, provided their resources, partnered on initiatives and encouraged its initiatives. A few supporters (we call them friends of ACCESS) who have supported ACCESS over a long term include the Ford Foundation, Citi Foundation, HSBC Bank, Standard Chartered Bank, SIDBI, NABARD, UNDP and Rabo Foundation. Unless this continued support was not available, ACCESS would have found it hard to continue its plans and programmes.

Now that the organization looks settled, as always, the effort will be to ensure impact of our efforts and investments.

**Vipin Sharma**



# Strengthening the Enabling Environment

## National Initiatives

Over the years, ACCESS has established a few important national initiatives to inform and influence policy and to strengthen the enabling environment. The two major events organized at the national level towards this objective are the Microfinance India Summit and the Livelihoods India Platform. These events are supplemented by several knowledge products published annually and released at these national events.



## Microfinance India Initiative



The Microfinance India Initiative is a platform with specific sub – initiatives that allow for a holistic discussion of key challenges faced by the microfinance sector. Sub-initiatives of the Microfinance India Initiative include the Microfinance India Summit, sectoral publications and the Micro-finance India Awards.

Over the years Microfinance India Platform has evolved significantly as a global event and has received tremendous support from sponsors and other partners. The association with various partners has grown manifold with every passing year. Thirty partners were associated with Summit 2012 under various categories. The founding Partners; Care, Ford Foundation and Citi Foundation continued their support. While core sponsors were HSBC, UNDP and World Gold Council, other sponsors of the Summit included Cordaid, IFC, IFAD, NABARD, Standard Chartered, SIDBI, World Bank and ISMW.

Summit 2012 also saw an increase in Technical Partners who contributed to the structuring of the Sessions and the content of the annual publications. Technical partners included ACCION, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), Centre for Micro Finance, IFMR Trust (CMF-IFMR), MicroSave, Microfinance Information Exchange (MIX), Micro Credit Rating International Ltd. (MCRIL), SMART Campaign, Centre for Insurance and Risk Management (CIRM) and APMAS.

### Microfinance India Summit – Reconstructing the Sector: Brick by Brick

The 9<sup>th</sup> Microfinance India Summit held on November 27-28 was inaugurated by the Hon'ble Union Finance Minister Shri P. Chidambaram. In his inaugural address, the finance minister emphasized on the major role of microfinance in ensuring Financial Inclusion. Financial inclusion architecture, according to him, would remain

incomplete unless we take microfinance into the financial services delivery system. In the inaugural session, the minister also released two annual publications viz. the Microfinance India State of the Sector Report and the Microfinance India Social Performance Management Report. The Summit was well attended by more than 700 delegates across the globe.



*Hon'ble Union Finance Minister, Shri P. Chidambaram inaugurating the Microfinance India Summit 2012*



*Hon'ble Union Finance Minister, Shri P. Chidambaram delivering his inaugural address at the Microfinance India Summit 2012*

The theme of the Summit - “Reconstructing the Sector: Brick by Brick” - was identified in the context of the Andhra Pradesh impasse that occurred two years back in the Microfinance Sector and the need to rebuild the sector. In the backdrop of this thought leaders and eminent speakers at the Summit deliberated and examined the ‘how’ of reconstruction in the 9<sup>th</sup> Microfinance India Summit. One of the key issues deliberated was the state of the sector after the Andhra Pradesh crisis. The panel discussed at length the repercussions of the crisis that had resulted in loss of faith in MFIs and the slowdown of financial flows in to the sector as a result of banks stopping their lending. The panel discussing the crisis highlighted some of the steps that the sector stakeholders had taken to ensure a steady recovery and future growth.



*Dr. Arvind Mayaram, Secretary, Department of Economic Affairs, Ministry of Finance*



*Hon'ble Member of Parliament Shri Mani Shankar Aiyar at the Microfinance India Summit 2012*

These steps included debt restructuring for MFIs, microfinance equity fund for small and medium MFIs and thrust on corporate governance and transparency. The topics addressed in other plenary sessions included –

Importance of being client centric in terms of understanding their needs; Aligning products and services as per client needs; Effective channels of delivery and sustainable models; Banking on Self Help Groups; Maximizing Human Capital; Social Performance Practices; and Alternative Banking Models. During the Summit 18 sessions, spread across two days of the Summit, were held by various panels comprising over 100 speakers.

Some of the key speakers at the Summit were - Dr. Arvind Mayaram, Secretary, Department of Economic Affairs, Ministry of Finance, GOI, Anurag Jain, Joint Secretary, Department of Financial Services (DFS), GOI, Dr. Alok Pande, Director, DFS, GOI, Ashis Kumar Roy, CGM Rural Business, SBI, Sampath Kumar, CEO, Rajiv Gandhi Mahila Vikas Pariyojana (RGMVP), Arvind Kumar Chaudhary, CEO, Bihar Rural Livelihoods Promotion Society (BRLPS) and Alexia Latortue, Senior Spokesperson from the World Bank.

## Microfinance India Awards 2012



Microfinance India Awards presentation, ceremony took place on Day 1 of the Summit.

The awards were presented by the Hon'ble Member of Parliament Shri Mani Shankar Aiyar. The Microfinance India Awards, while institutionalized by ACCESS, are supported by HSBC India. They seek to recognize and honor individuals and institutions that have



*Hon'ble Member of Parliament (Rajya Sabha) Shri. Mani Shankar Aiyar felicitating winners of the Microfinance India Awards 2012*





*Hon'ble Union Minister for Rural Development Shri. Jairam Ramesh at the Microfinance India Summit 2012*

indefatigably worked towards promoting the sector goals and have made significant contribution in the financial inclusion space.

The valedictory session of the conference was addressed by Mr. Jairam Ramesh, Union Minister of Rural Development, who acknowledged the role of microfinance in delivering services to the un-served sections of the society. Mr. Jairam Ramesh also mentioned that though negatives have defamed the sector, the focus now needed to be on “rebuilding” the sector.



*Hon'ble Union Finance Minister, Shri P. Chidambaram releasing the Microfinance India State of Sector Report 2012*

The two annual sectoral publications of ACCESS released during the inaugural of the Summit were:

- The 7<sup>th</sup> edition of the Microfinance India State of the Sector Report, authored by Dr. Venugopalan Puhazhendhi
  - The 3<sup>rd</sup> edition of the Microfinance India Social Performance Management Report
- Many associated events took place around

the two days which was an opportunity for the stakeholders to conduct workshops, launch, release, showcase products. Some of the associated events were

- SIDBI, DFID and ACCESS-ASSIST PSIG launch
- IFC-GIZ Financial Awareness Initiatives in India
- SMART Campaign Tool Release
- MIX – Launch of Map of Financial Inclusion

CGAP mounted a photo exhibition during the Summit which portrayed the vision of microfinance and diversity of rural low income households and their approach towards challenges and opportunities and their strategies to sustain.



*Client Protection Principle Tool for microfinance released at the Microfinance India Summit with support from the SMART Campaign.*



## Livelihoods India Initiative

Livelihoods India is an annual event of ACCESS at the national level.

Now in its fourth year, the Livelihoods India Initiative has truly evolved and emerged as an important sectoral event that seeks to understand and assess key issues and challenges faced by the livelihoods sector and to craft a vision and a strategy for its growth. The fundamental idea behind this initiative is to bring together major stakeholders and discuss experiences and issues faced by agencies engaged in the livelihoods domain.

The Livelihoods India Initiative is a full-fledged platform with 4 sub – initiatives - the Livelihoods India Conference, the State of India's Livelihoods (SOIL) Report, the Sitaram Rao Livelihoods India Case Study Competition and Thematic Livelihoods Retreats.

## Livelihoods India Conference 2012

The Livelihoods India Conference successfully concluded on November 29th -30th 2012 in New Delhi, with the theme 'Role of Civil Society in Livelihoods Promotion: A Paradigm Shift'. Over 50 resource persons shared their expertise as panel members to speak on topics pertaining to the central theme. More than 450 delegates including policy makers, government practitioners, academia and representatives of multilateral/ bilateral agencies participated in the event.

The conference included sessions on issues such as – Opportunities and challenges facing Civil Society; Role of CSOs in flagship poverty reduction programmes; Skill development for excluded communities; Scaling up rural livelihoods – role of social enterprises and making Value chains work for the poor. The Conference also looked at other sub-themes such as impact investment, adaptation to climate change in agriculture and collective action to benefit small holder producers among others.

Associated with the Conference, a Day Zero Roundtable was also organized in collaboration with ICCO to share practitioner experiences in pro-poor value chain development with a special focus on agriculture and allied sectors to identify the challenges, constraints and look at strategies for making agri value chains more inclusive.



Livelihoods India

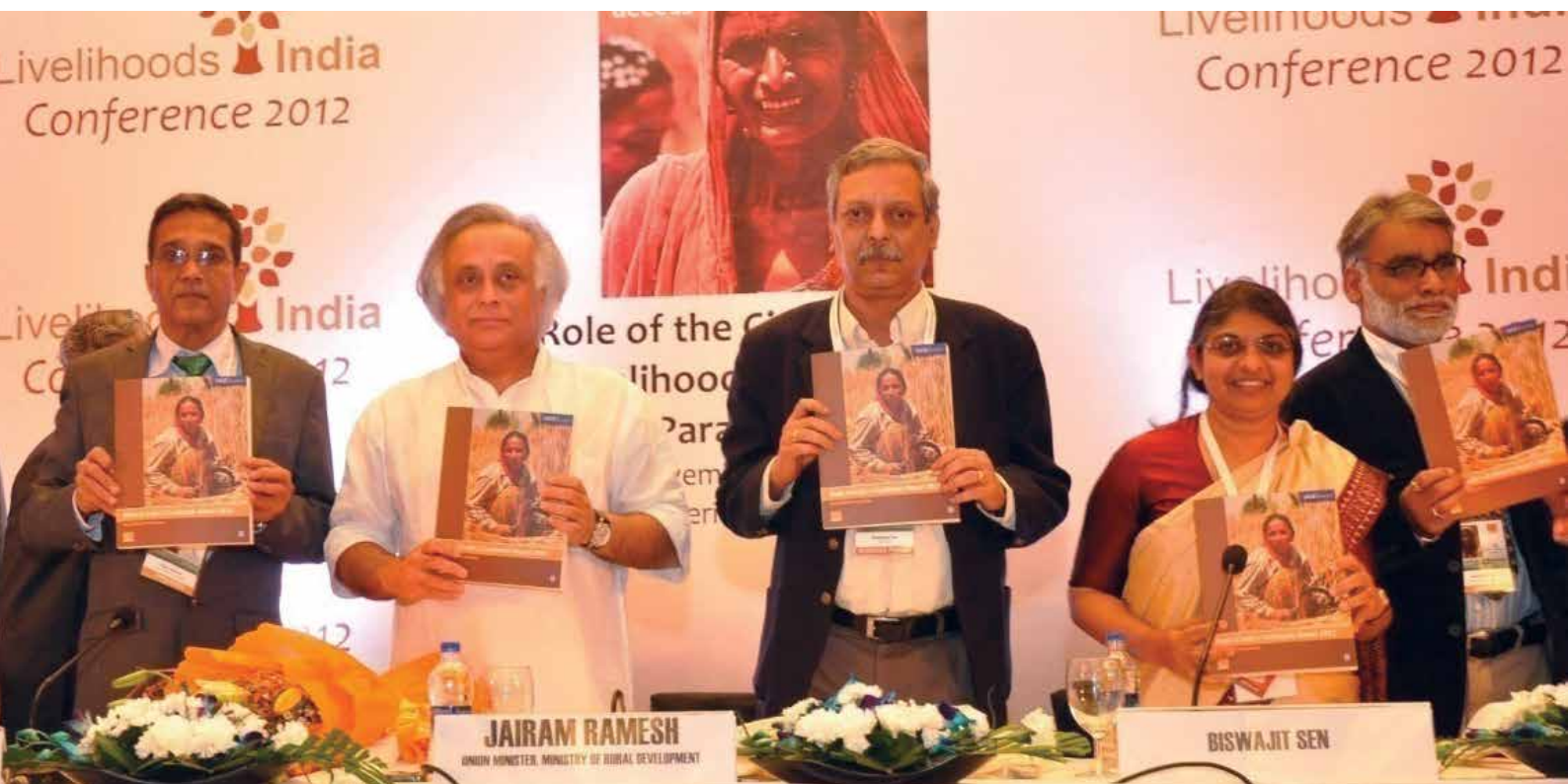
In a special session on Day 1 of the Livelihoods India Conference, the Hon'ble Union Minister for Rural Development, Sri Jairam Ramesh, delivered a special address in which informed of the eight broad components of NRLM and spoke on the role of CSOs in partnering the flagship poverty reduction programmes. The Hon'ble Minister also released the State of India's Livelihoods (SOIL) Report 2012 during the special session.



*Jairam Ramesh, Hon'ble Union Minister, MORD delivering a special address on the role of CSOs in NRLM*

Some of the pre-eminent speakers during the Livelihoods India Conference were, Chandan Mitra, Member of Parliament, Rajya Sabha, P.D.Rai, Member of Parliament, Lok Sabha, Arvind Kumar Chaudhary, CEO, Bihar Rural Livelihoods Promotion Society (BRLPS), Pravesh Sharma, Managing Director, Small Farmers' Agribusiness Consortium (SFAC) and PVS Suryakumar, CGM, NABARD. On Day two of the Conference, two knowledge products were released.





*The SOIL report being released at the Livelihoods India Conference 2012*

## Publications Released at the Conference

### SOIL Report 2012

The State of India's Livelihoods (SOIL) Report, released at the conference is an annual publication brought out by ACCESS. The SOIL report 2012 was aligned to the theme of



*Catlin Weisen, Resident Representative and Country Director, UNDP India at the Livelihoods India Conference*

the Livelihoods Conference and accordingly relates to the “Role of Civil Society in Livelihoods Promotion: A Paradigm Shift”. In line with this theme, the volume included a chapter dealing with the changing role of Civil Society Organizations (CSOs) in livelihoods promotion. Another chapter related to the role of the private sector, and the emerging role of Corporate Social Responsibility (CSR) in livelihoods promotion. The edition also provides evidence-based reporting, references, examples and case studies, which both policymakers and practitioners engaged in livelihoods promotion of the poor will find useful. Some well-known experts from the sector have authored the Report.



*The Sitaram Rao Case Study Compendium featuring the select case studies of the competition winners.*

## Sitaram Rao Livelihoods India Case Study Competition 2012 and release of the Case Study Compendium:

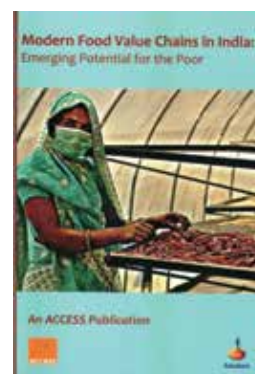
The theme for the Sitaram Rao Case Study competition 2012 was *'Experiences in Enhancing Livelihoods of Poorest of the Poor'*. Under this theme the Competition brought together the experiences, innovative solutions, breakthroughs, good experiences and best practice

that can help change the poverty status in India. The competition was supported by Oxfam India and Ford Foundation with Fr. Arrupe Center for Ecology and Sustainability (FACES) and XLRI Jamshedpur as technical partners. Of the 118 entries received for the competition, 11 cases were shortlisted after a rigorous evaluation process and presented before an expert jury to select three winning cases. The award for the best case study was presented to Charu Chandra, Yogesh Chandra Bhatt for their case study, "Sustainable Livelihood intervention with Kotwalia (PTG) Tribe" based on ***Aga Khan Rural Support Programme*** (AKRSP) experience in south Gujarat. The second award went to Alaknanda Ghaati Shilpi Federation (AAGAAS) for the case, "Growing Organically for a Sustainable Future (Uttarakhand)", written by Shailendra Singh Bisht and Surajit Ghosh Dastidar. The third prize was awarded to the Kegg Farms case study written by Anisha Singh and Vinod S Kapur on "Leveraging Traditional Rural Practices and Existing Capabilities to Enhance Livelihoods".



## Publication on 'Modern Food Value Chains in India: Emerging Potential for the Poor'

The book "Modern Food Value Chains in India: Emerging Potential for the Poor" was released on Day 2 of the Conference by Pierre Hedel, Managing Director, Rabobank Foundation. Authored by Prof. Sukhpal Singh, Professor, Centre for Management in Agriculture, Indian Institute of Management Ahmedabad, the book presents experiences of various value chains in processed as well as fresh produce and their inclusiveness and impact on small farmers. The book also indicates policy and institutional steps for leveraging modern value chains for smallholder development including farmer collectives and examines the organisation of these value chains and their impact on farmer incomes. QUOTE FROM THE BOOK



## Thematic Retreats

Three thematic retreats were organized during the year. The themes covered were Corporate Social Responsibility, Developing indicators for tracking livelihoods and Making Value chains work better for the poor. All these thematic retreats were supported by the UNDP.

## Corporate Social Responsibility Retreat

A day long consultation with businesses and civil society stakeholders was held in Delhi on October 12 2012, to deliberate on the contribution of CSR funds for strengthening the livelihoods of the poor. The purpose of this retreat was to deliberate on how the corporate sector in India is strategizing to move from philanthropic spending to embedding social responsibility in its core corporate strategy; to discuss how CSR can contribute to inclusive growth by creating livelihood opportunities for the poor and vulnerable communities and to discuss the Indian corporate sector's role in addressing issues arising out of recent changes in the policy on CSR and



Winners of the Sitaram Rao Case Study Competition being felicitated at the Livelihoods India Conference.



global and national commitments to sustainable development and poverty reduction. Some of the significant recommendations from the consultation related to the creation of a common language of protection and respect for human rights – to enable corporations, governments and civil society organisations to work together.

## Developing Indicators For Tracking Livelihoods Of The Poor

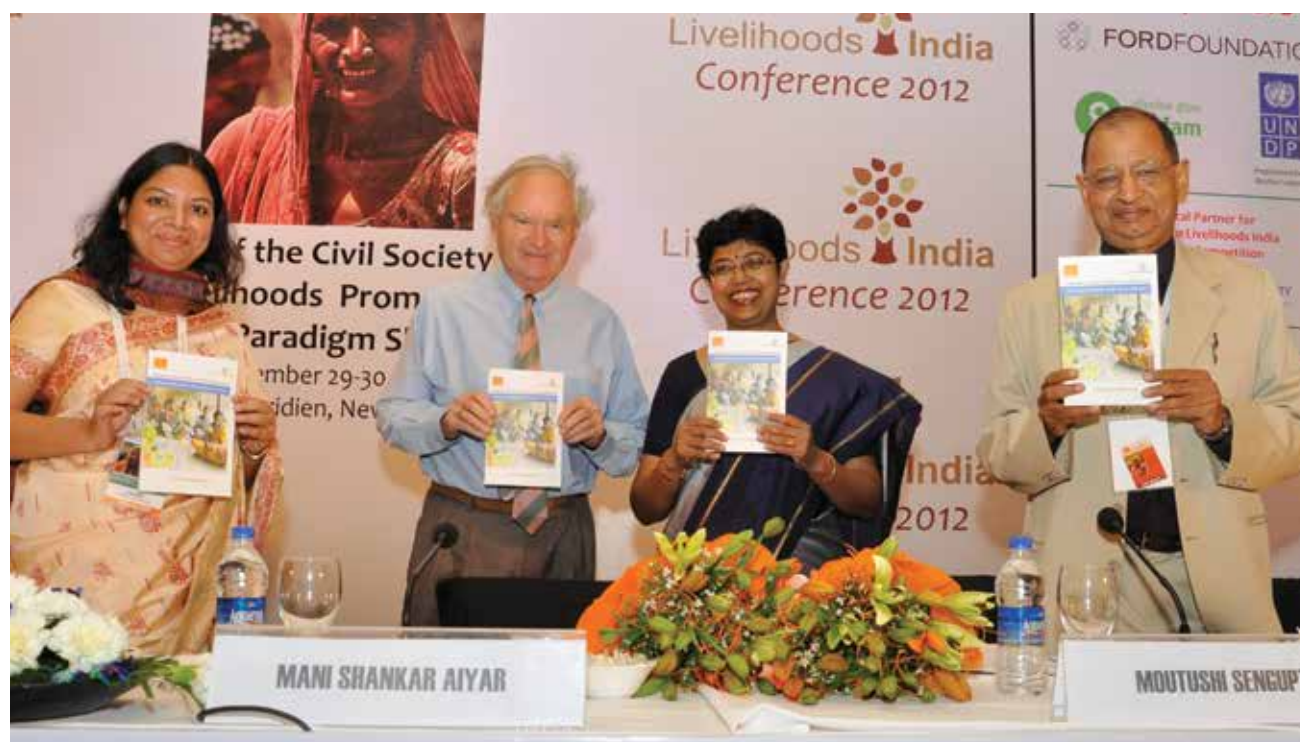
ACCESS conducted a day-long Thematic Retreat on Developing Indicators for Tracking Livelihoods of the Poor on October 4, 2012. The retreat brought together around 30 sector experts including academicians, practitioners and the donor community who discussed experiences of different organizations in using livelihood indicators.

The objective behind the roundtable meeting was to make a small beginning towards identifying a small group of people with experience of developing and using indicators to initiate a process by which a list of livelihood indicators could be established for tracking progress in addressing livelihood constraints and strengthening the livelihoods of vulnerable groups. Through the roundtable, a process was

therefore initiated whereby a regular feature on livelihoods related data could be included in the SOIL report every year.

## Making Value Chains Work Better for Poor

On Day Zero of the Livelihoods India Conference 2012, ACCESS, with the support from ICCO organized a roundtable on the theme, “Making Value Chains Work Better for Poor”. The roundtable brought together development practitioners working towards a value chain approach to economic development and encouraged them to share experiences and perspectives around the theme. Representatives shared perspectives on a cross section of value chains- Farm, Non-farm and Forestry based- and talked about challenges, strategies and role of civil society if value chains are to impact the very poor and if it is possible to be inclusive on purely commercial terms. Overall the roundtable generated a better understanding of pro-poor value chains and how they can be made more beneficial for the small holder producers and how value chain programs can be developed for better distributive justice, transparency and greater accrual of benefits towards primary producers.



*Release of the Sitaram Rao Livelihoods India Case Study Compendium*



## Citi Micro Enterprise Awards 2012

The Citi Micro Enterprise Awards, supported by the Citi Foundation, recognizes and awards exemplary micro enterprises that created self-sustaining businesses and employment in the face of poverty and other major challenges.

As the Award Partner for this initiative, ACCESS was responsible for initiating the nomination process, and organising and implementing the awards for the year 2012.

The Awards followed a well laid down process of nomination and selection. A total of 130 applications were received last year by the Awards Team, which were then carefully analyzed keeping in mind the strict award guidelines. The Awards team consolidated the

data in the form of individual case studies which was presented for shortlisting before the Awards Jury which included luminaries like Dr Isher Judge Ahluwalia, Prof Rakesh Basant, Radhika Haribhakti, Anami Roy and Haresh Shah. The five best winners were felicitated at the 2012 Citi Micro Enterprise Awards ceremony in New Delhi by the Awards Jury.

### Community Micro Enterprise of the Year

- Small And Marginal Tribal Farmers Mutually Aided Cooperative Society

### Best Rural Community Micro Enterprise

- DevBhumi Natural Product Producer Company Ltd.

### Best Urban Community Micro Enterprise

- Swathi Jyoti Mahila Vividoddesha Souharda Shakari Niyamita

### Innovative Community Enterprise of The Year

- Kumaon Earth Craft Self Reliant Cooperative

### Innovative Livelihoods Enterprise Promoter of The Year

- Be!Fund, Be Trust



Winners of the Citi Micro Enterprise Awards 2012 along with the Jury Members at the Award Ceremony in New Delhi



# ACCESS Operations

## Programmes and Projects

### Rajasthan

1. Leather Artisan's Project
2. UPLIFT Project, Jaipur
3. RKVY Chili Initiative, Sawai Madhopur
4. JEEVIKA Project, Sawai Madhopur
5. FPO Forum
6. Desert Pastoral, Barmer District
7. Tribal Rural Livelihoods Project, Banswara, Dungarpur, Pratapgarh and Udaipur
8. Rural Productivity Hub, Sawai Madhopur
9. South Rajasthan UDAAN Initiative, Banswara, Dungarpur and Udaipur
10. SFAC Programmes

### Andhra Pradesh

11. Project UDAY : Medak, Nalgonda and Karimnagar Districts
12. Livelihoods Restoration Programme : Raichur District and Mahabubnagar Districts
13. Handloom Enterprise and Livelihoods Promotion (HELP), Nalgonda and Mahabubnagar Districts

### Madhya Pradesh

14. ATMA, Bhopal
15. National Vegetable Initiative
16. National Pulses Initiative
17. Farmer Support Programme- Guna and Rajgarh Districts
18. NABARD Farmer's Club
19. DEEP Project
20. UNDP-GEF: Training Need Assessment for JFMC
21. UNDP-GEF-Development & Implementation of Bio-Resource (Forest & Non-Forest) Based Business Plans for Small and Medium size Enterprise (SME)

### West Bengal

22. National Vegetable Initiative
23. NAIP Project
24. Sustainable Agriculture Project
25. KUSP Initiative

### Odisha

26. VIJY Project
27. Cashew Value Chain Project
28. Gramya Shakti
29. Orissa Forestry Sector Development Project- Kandhamal District
30. National Vegetable Initiative

### Himachal Pradesh

31. NRLM Project

### Chhattisgarh

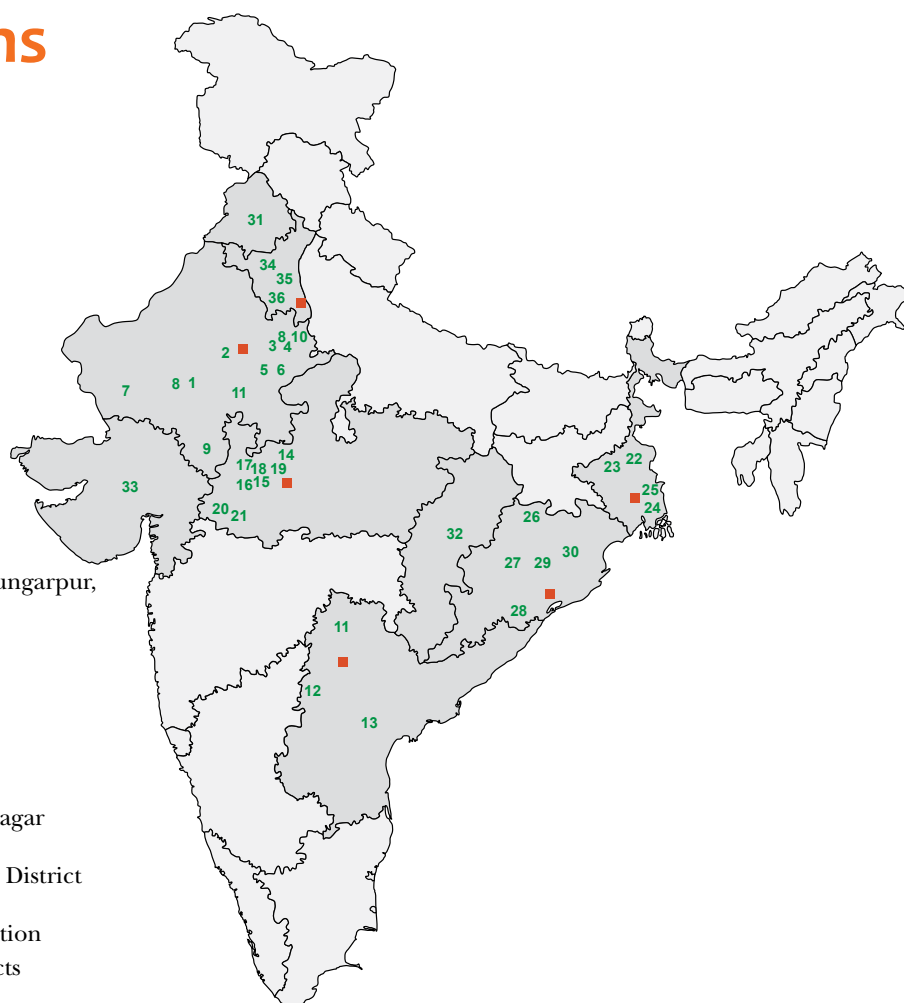
32. Baseline Study for improving the livelihoods of the Marginalized Poor

### Gujarat

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

### New Delhi

34. MFI Summit and Associated Publications
35. Livelihoods India Conference and Publications
36. Citi Micro Enterprise Awards



#### 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
- Short assignments



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## State Operations

# ANDHRA PRADESH

ACCESS is implementing three important projects in Andhra Pradesh. While two programmes are in the farm sector supported by CSR grants, the third focuses on the handloom sector supported by the Government of Andhra Pradesh through the Society for Elimination of Rural Poverty (SERP).



## Project UDAY- Building Farmers' Producer Company

Uday Agriculture Producer Company (Uday Agri), one of the first ACCESS initiatives, is funded by Pioneer Hi-Bred International (PHI). While initially it was supported under the Pioneer CSR funding, given its potential to support the company's business, subsequent support came from the company's commercial budget. The project has evolved as a sustainable bottom of the pyramid model that is not only effective in comprehensively addressing the input and output needs of farmers but also advances the corporate goals of business expansion.

The project aims to improve agricultural productivity and incomes of 7500 small and marginal farmers, brought together under the producer company Uday Agriculture Producer Company Ltd. (Uday Agri), engaged in paddy and maize cultivation in Medak and Karimnagar districts of Andhra Pradesh. With support from ACCESS, farmers are currently managing UdayAgri.

Decisions for the Producer Company are taken by representatives of farmer groups who comprise the Board of the Company. Groups meet periodically to aggregate demand for inputs and to plan sale of their farm outputs. This significantly reduces the distribution costs for the company while facilitating farmers in meeting their input requirements efficiently and cost-effectively.

During the year 2012-13, Uday Agri supplied 10 metric tons of hybrid maize and paddy seeds worth INR 15 lakhs to 631 farmers in 52 villages. It also continued its partnership with MARS India International Pvt. Ltd, the producers of 'Pedigree', a reputed dog food brand, for supply of premium quality (aflatoxin-free) maize and initiated a new partnership with Suguna Foods Ltd. (formerly Suguna Poultry Farm Ltd).

UdayAgri has sold 63 metric tons of high-quality maize to MARS at premium price and 200 metric tons of standard quality maize to Suguna. The total turnover of the producer company for the financial year 2012-13 stood at INR 51 lakhs.

## Flood-affected Livelihoods Restoration Project



*Under the Livelihoods Restoration Project, 368 acres of flood-inundated land has been restored w.r.t fertility through modern technological inputs.*

The Flood-affected Livelihoods Restoration Project was launched by ACCESS in response to the significant inundation of agriculture land caused by the floods in Andhra Pradesh in 2010. With support from Monsanto Fund, the project is working towards restoration of farmlands and livelihoods of small and marginal farmers affected by floods in seven contiguous villages of Mahbubnagar district, Andhra Pradesh and 8 villages in Raichur district of Karnataka.



*Demonstration on pesticide application*

Of the targeted 600 acres, the project has so far restored 521 acres of land and farmers have sown crops in 368 acres of restored land during the year. The main crops being cultivated in the restored farms are rice and maize. Soil testing and application of soil ameliorants was undertaken to increase the overall fertility of the land and the project is addressing soil fertility problems along with drainage & irrigation



problems in 153 acres of restored land, which was still not cultivable.

A Producer Company – ‘Uday Tungabhadra Agriculture Producer Company Limited’ with 2600 farmers as members has been incorporated on 8th Jan 2013 to increase farmers’ access to technology, markets, and finance on a sustained basis.



*Seeds being distributed to farmers*

## Handloom Livelihoods and Enterprise Promotion (HELP) Project:

Society for Elimination of Rural Poverty (SERP), a body under Rural Development department of Government of Andhra Pradesh is funding the Handloom Enterprises and Livelihoods and Promotions Project (HELP) under its SHG Non Farm Livelihoods Program. ACCESS started the programme partnership in November 2012 in two clusters, one each in Nalgonda and Mahabubnagar districts of Andhra Pradesh – but finally has moved on to work with weavers in Warangal.

The project aims to create a sustainable institutional model for revitalization of the handloom sector in Warangal by building entrepreneurial abilities among members of SHGs who are also weavers and helping them in marketing their produce. The project will work with about 500 weavers in 3 years.





## State Operations

# MADHYA PRADESH

During the year the ACCESS MP team was engaged in implementation of 8 projects focused on agriculture and Non-timber forest produce (NTFP). The agri-based programmes implemented in the state include Agricultural Technology Management Agency Project (ATMA), Farmers Clubs supported by NABARD, Digital Green supported ICT based extension programme, Solidaridad supported Farmer Support Programme for Responsible Soya and the Small Farmers Agribusiness Consortium (SFAC). Two technical support programmes for the UNDP-Global Environment Facility were also under implementation in the state.





## Agriculture Technology Management Agency Project

The ATMA project is being implemented in 16 blocks across four districts of Madhya Pradesh- Guna, Rajgarh, Ashoknagar and Hoshangabad - with support from the State Agriculture Department. The core objective of ATMA is to disseminate agriculture technology to farming communities and to facilitate linkages with line departments, research organizations, non-governmental organizations and other agencies associated with agricultural development at the district level.

The core interventions of the project include: Disseminating modern agriculture technology to primary producers.

- Creating of a pool of grassroots agri-experts and services providers.
- Facilitating linkages with resource agencies and agri-based companies.
- Leveraging funds from other on-farm livelihoods programmes.
- Initiating field-based teams.
- Nurturing farmer's groups and farm producer companies.

The programme has a total outreach of 1159 farmers. Under the project, 44 training programmes were organized during the year, 38 Farmer Field Schools (FFS) were established and 209 demonstration plots taken up.



*Demonstration of the IMP - KIT developed under the ATMA initiative*

## Tapping-in on technology

Hari Singh is a small farmer having 3 acres of land in Meerpur village of Raghogarh Block in district Guna. This year Guna district encountered heavy rainfall especially in Raghogarh Block. Due to heavy rainfall farmers faced problems at all the three phases i.e. at the time of sowing, at the time of standing crop and at the time of harvesting. Soyabean which is very vulnerable to heavy rainfall encountered a drastic fall in the level of production in this region of Guna District. The average production fell to 1.5 quintals per acre.



*Hari Singh showing his Vermi-Composting Kit*

Hari Singh being a FFS member under ATMA program applied Technical Tools with the support of project like BBF (Broad Bed Furrow) Machine, under technological interventions of this program and harvested upto 5 quintals of Soyabean per acre, a yield higher than the country average for Soybean Production. Application of BBF machine reduced water logging and demonstrated the effectiveness of a good drainage system.



*Farmers being trained by agri-scientists under the ATMA initiative*

Inspite of the adverse climate Hari Singh and his family were able to harvest a good crop because they adopted improved practices of production advocated under the ATMA project. Not only was production higher Hari Singh also accepted that the quality of Soybean was better and the size of the bean relatively large. Hari Singh has also adopted modern techniques to meet day to day fuel requirements through Bio-gas which is being generated at the backyard of his house. He has also constructed a Vermi-Compost Pit for high quality manure.

Hari Singh's success has prompted other farmers in the area to adopt modern farming practices and enhance their productivity and income.



*Hari Singh's Broad Bed Furrow (BBF) Machine*



*Scientist -Farmer Interaction under the ATMA project.*

## National Vegetable Initiative

This project sponsored by SFAC is being undertaken in Raisen, Vidisha and Rajgarh districts of Madhya Pradesh. The purpose of this initiative is to organize vegetable cultivators into farmers' groups and integrate them into the value chain and enhance their incomes by increasing their productivity and facilitate increased access to finance, technology and markets.

In Madhya Pradesh 3000 vegetable farmers have so far been mobilized and organized into Farmer Interest Groups (FIGs) and these FIGs have been further federated into three producer companies. Rajgarh Crop Producer Company Limited with a membership base of 1200 members focusing on vegetables has been formed in the state.

Under the project productivity of farmers has increased by more than 25% and consistency in quality of vegetables produced has improved. This has helped farmers in obtaining better prices for their produce in the market. Farmers are also being trained to sort and grade vegetables so as to make the produce more market-friendly.





## National Pulses Initiative

The National Pulses Initiative (NPI) also supported by SFAC, aims to integrate primary producers involved in the production of pulses in the districts of Ashoknagar, Guna, Rajgarh, Shivpuri and Datia in Madhya Pradesh and enhance their incomes by integrating them with the mainstream pulses value chain. A network of FPOs based on pulses value chains has now been created in the state with the objective of leveraging farmers' collective bargaining power for backward and forward linkages. In addition to organizing farmers into groups and creating and registering FPOs, ACCESS has also introduced ICT based extension as a tool to educate farmers about improved cultivation practices.

More than 4200 farmers have been mobilized under the NPI and organized into Farmer Interest Groups (FIG). Farmer Interest Groups

**Under NPI an overall increase in production of pulses by more than 20% during the year 2012-13 has been achieved and farmers are now able to obtain better market prices for their produce.**

### FPOS Created under NPI

- I. Baghwan Seed Utpadan Producer Company Limited, Shivpuri District. Members -1200
- II. Tekri Sarkar Crop Producer Company Limited, Guna District. Members -1800
- III. Rajgarh Crop Producer Company Limited, Rajgarh District. Members -1200

### FPOS Created under NPI

- I. Maa Jalpa Crop Producer Company Limited, Rajgarh District. Members - 1000
- II. Raisen Farmer Crop Producer Company Limited, Raisen District of MP. Members - 1000
- III. Udaygiri Crop Producer Company Limited, Vidisha District. Members - 1000

institutionalized under this project are holding regular meetings and promoting savings collectively to ensure availability of financial support.



## Benefits of Collectivization

Shri Ram Janaki Maa FIG was formed in December 2011 with 20 members at Bheel Khedi village of Obedullaganj block in Raisen district. Initially farmers were unorganized. Collectively farmers owned about 70 acres of land for agricultural practices and cultivated rice and wheat during the cropping season. They were also growing vegetables in about 14 acres as a supplementary crop.

With the initiation of SFAC project FIGs were motivated to take up vegetable cultivation in about 40 acres. Farmers were trained on improved vegetable cultivation practices, such as seed treatment, germination test, soil testing, varietal changes etc. with the help of the Horticulture Department. These practices resulted in a rise in agriculture productivity per acre.

The President of the group has been linked to the NVI scheme to form his own pack house for vegetables, and other members were provided with drip irrigation under the same scheme.

Adoption of improved practices has led to increase in productivity of vegetables as shown in the table below:

SN	Name of Crop	Production before intervention (Qtl/Acre)	Production after intervention (Qtl/Acre)
1	Sponge guard seeds	200	300
2	Tomato	50	80
4	Brinjal	60	100
5	Lady finger	200	300 to 350

Overall the income per hectare per farmer has increased by more than 50% as a result of the intervention.



*Aggregation of Produce by 20 farmers*

FIG members started saving from December 2011. Now their collective saving is 44000 INR. Inter loaning within the group has started and 3 members have availed a loan of Rs. 10000/- each. The farmers are now regularly aggregating their produce and selling it in Bhopal mandi. All farmers now transport produce collectively of all farmers of FIG. Collectively all 20 Farmers are now able to procure seeds at lower rates. 1 kg of Sponge guard seeds, for instance, was purchased by the FIG at the rate of Rs 27000/- as against a price of Rs. 35000/- per kg when purchased individually.

## Farmer Support Programme

The Farmer Support Programme (FSP) programme implemented in Guna and Rajgarh districts of Madhya Pradesh is supported by the Sir Dorabji Tata Trust (SDTT). The key objective of this programme is to increase productivity of Soya Bean by:

- Creating awareness about scientific Package of Practices (PoP) for soya cultivation among 1200 small farmers in the project area
- Increasing awareness of improved methods of handling pesticides without facing adverse health exposure

- Organizing demonstration plots in Soya Bean cultivation
- Bringing about behavioral change among the farmers.

**Impact studies show that soya yields in Guna district have increased over the previous year by 8% per hectare and in Rajgarh by 22% per hectare.**



## Farmers Club Project



*Farmer Members of the NABARD Farmers Club*

More than 1400 farmers from 103 villages have been organized into 100 plus clubs that facilitate an exchange of knowledge and also conduct training camps for all club members.

Farmer's Club is an initiative promoted by NABARD to disseminate agricultural knowledge by holding regular meetings and group sessions. Farmers of each Farmer Club are organised into convenient small-sized groups and provided with bank accounts. Their groups meet once a month to deliberate and share their experiences with subject matter specialists in various fields of agriculture and allied activities.

## DEEP Project

Deepening Extension and Enhancing Productivity (DEEP), is an ICT based agriculture extension project that reaches a large number of farmers and encourages adoption of improved practices of production, using a pioneering communication approach focusing on low cost and effective peer-to-peer learning processes that empower poor households by improving their production practices and increasing their productivity and income in a sustainable manner. The programme is being implemented in partnership with Digital Green.

The project, started in April 2011 and concluded in December 2012. A total of 8400 small and marginal farmers were reached through ICT based extension under this project. The project provided them with knowledge-based inputs

using innovative ICT based agriculture extension methodology for peer-to-peer dissemination of improved practices. The project has had a direct impact on agriculture practices of farmers - many of whom have adopted improved agriculture practices.

Under this program films/videos on prevalent agriculture practices capturing entire crop cycle have been developed under the guidance of domain experts and disseminated through portable PICCO projectors to capture the maximum outreach. Fellow farmers were organised into Viewer groups which were then motivated to see the film and adopt the suggested practices in the film. By viewing films the knowledge base of farmers has been enhanced through this method. This has yielded in developing peer to peer Practices of Production (PoPs) for productivity enhancement on various crops have been developed. Farmers who adopted improved practices were also rewarded.

## UNDP-GEF project

ACCESS was entrusted with two separate engagements under the UNDP Global Environment Facility (GEF) Project through the Department of Forests and Environment, Government of Madhya Pradesh. The two projects were –

- UNDP-GEF: Training Need Assessment for Joint Forest Management Committees (JFMC)
- UNDP-GEF-Development & Implementation of Bio-Resource (Forest & Non-Forest) Based Business Plans for Small and Medium size Enterprise (SME)

## Training Need Assessment for JFMC

The training needs assessment study for the UNDP-GEF project was a detailed study conducted by ACCESS to understand the training needs of the Joint Forest Management Committee (JFMC) members and other key stakeholders at the forest division level in two regional clusters. The training programmes created under this project aimed to sensitise and improve the capacity of selected representatives of JFMCs.

A field study was conducted in sample JFMCs to identify sensitization and training needs of various stakeholders in Forestry/natural resource based interventions and issues in forest divisions. Based on the primary field study a Training Needs Assessment report was prepared on –

- Sensitization and training needs of various stakeholders in forestry based interventions
- Mapping existing resources for training including institutions, individuals and material with respect to the needs identified
- Identification of 20 JFMCs for training and capacity building

## Development & Implementation of Bio-Resource Based Business Plans for Small and Medium size Enterprise

The Small and Medium Enterprise (SME) project is currently being implemented in four-forest divisions namely North-Betul, South-Betul, West Betul and Umaria. Under first phase Resources, Institution and Market survey has been completed for each division and Business Plans for small and medium enterprises have been prepared to enhance community livelihoods covering about 20 JFMCs in each forest division. 100 JFMC members will be trained in enterprise development.

Business plans are now awaiting approval and consecutively ACCESS will help implement one bankable SME for 2 years in each of the four forest divisions.





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## State Operations

# ODISHA

Odisha is among the oldest ACCESS programme states and its portfolio over time has shifted from microfinance support activity to livelihoods promotion. The three state programmes in Odisha have an outreach of more than 2 lakh primary producers in the 6 districts of Ganjam, Jharsuguda, Cuttack, Khurda, Gajapati and Kalahandi.





## Vedanta Integrated Jana Jeevika Yojana (VIJY)

Vedanta Integrated Jana Jeevika Yojana (VIJY), supported by Vedanta Aluminium Ltd., in Jharsuguda district aims to empower rural women entrepreneurs by providing micro-credit and business development services. Through the project interventions, a cooperative, the Subhalaxmi Mahila Sambaya Ltd., which was set up four years back, is working towards meeting the Project objectives. The Cooperative is actively engaged in providing financial and business development services to 1536 households and helping them to run sustainable micro enterprises. Total savings mobilized by the Cooperative is 38.96 lakh INR and loans worth 297.77 lakh INR have been disbursed to members till March 2013. The Cooperative in the last four years has made a surplus of INR 28.24 lakhs through profit primarily from collective marketing, training fees and interest on loans. At present the Cooperative is making an average surplus of 1.2 lakh INR per month.



*A local vegetable market organized for women farmers under the VIJY Project.*

*An in-house impact study of 520 micro-entrepreneurs, conducted by ACCESS, found that 37% of sampled respondents had increased their monthly income by more than Rs.4501; 45% of respondents by 3001-4500 INR; and 9% by 1501-3000. The cooperative is now a viable, self-sustained institution and is at present earning an average surplus of Rs. 1.2 lakhs per month.*

## Cashew Value Chain Project, Ganjam

This innovative project has created a model for integrating poor SHG women in Ganjam with the mainstream cashew value chain. Working intensively with 3 SHGs in the district, the project has trained women in cashew storage, processing, value addition and marketing so that their income from the cashew value chain could be enhanced from 12000 INR per annum to 50,000 INR per annum over the project period.

Funded by NABARD, the project lays special emphasis on capacity building of cashew growers and strategic market linkage of cashew production and processing clusters.

The project interventions included establishment of Mini Cashew processing units at each of the 3 SHGs, training to SHG members on operations and management of the processing units, provision of revolving fund support, quality assurance particularly on hygiene to SHGs to enable them to procure the cashew for processing and selling the finished products in the market.

Market linkages have been provided by connecting processing units with institutional buyers, wholesalers and retail chains. Now the products are packaged in readily available pouches in the name of “Jumbo”, “Shyam cashew” and sold in the market. The products have passed quality testing at the commencement of commercial production. With profits from the sales proceeds, SHGs are purchasing and procuring larger quantities of raw cashew nuts, which are expected to continue beyond project period. The SHG members are taking decisions adopting consultative and democratic processes.



## Women's Empowerment through Cooperation

The Subhalaxmi cooperative model is based on provision of need-based financial and business development services to women and youth entrepreneurs.

The model of adopting womens' cooperatives as a platform to improve the livelihoods of rural communities makes this initiative unique. The Cooperative was started in September 2008 by ACCESS with support from Vedanta Aluminum.

A dedicated CSR unit was set up by the company to work in nine villages with nearly 1200 households. Of these, 6 villages were those directly affected – nearly 4500 acres of land belonging to these villages had been acquired by Vedanta Aluminum Ltd. Based on an initial analysis of the needs of affected families ACCESS designed a model for intervention and started working with displaced families with a two pronged strategy - micro-credit and business development services.

Under its micro-finance program Subhalaxmi is providing micro-finance services – savings, credit and welfare services to its members. It initiated three saving products like compulsory savings, voluntary savings and daily deposit to inculcate savings behavior of its members. To strengthen the livelihoods of its members and to promote various microenterprises the cooperative also extended credit support to its members in terms of production loan as per the need and repaying capacity of the member. All the loans are subjected to critical loan processing and approval from loan committee. Subhalaxmi only extends loan to support micro – enterprises. Vedanta supported the cooperative through an interest free loan of 30 Lakh INR that is rotated among members. More than 97% of loans disbursed by the cooperative are being repaid on time. An end

term evaluation of the project found that the cooperative has reached 1500 poor families in 16 villages through its services.

To provide social security to its client members, Subhalaxmi has also developed a welfare fund in the name of Subhalaxmi

Mahila Kalyan Panthi. In case of death of a loanee or her husband the nominee will receive Rs. 1000/- for funeral expenses on the same day of death. The total outstanding loan of the deceased client is also waived off. After completion of 07 months of pregnancy a

cooperative member is eligible to receive Rs. 500/- to meet nutritional requirements. Subhalaxmi has always given importance on building capacities of its members by promoting micro-enterprises and strengthening them by developing business plans and providing market linkages. Microenterprise promotion and its strengthening is the strategy adopted by the cooperative under its livelihood initiatives. Identification of potential livelihood options, developing business plan, market linkages and capacity buildings of the members on selected enterprises are some of the activities taken by the cooperative.

As on March 2013, 1240 households are engaged in different types of micro enterprises are being supported by the cooperative. To train members on different livelihood programmes Subhalaxmi has tied-up with concerned line departments, and is providing technical guidance to its members through them. For capacity building of its members Subhalaxmi receives technical guidance from different Government department and private agencies. Subhalaxmi is thus a successful model created by ACCESS and its activities are now being replicated in other blocks of the district and replication in other states is also mooted.



*Members of the Subhalaxmi Cooperative with the ACCESS Team and our Chairman .*

## Gramya Shakti

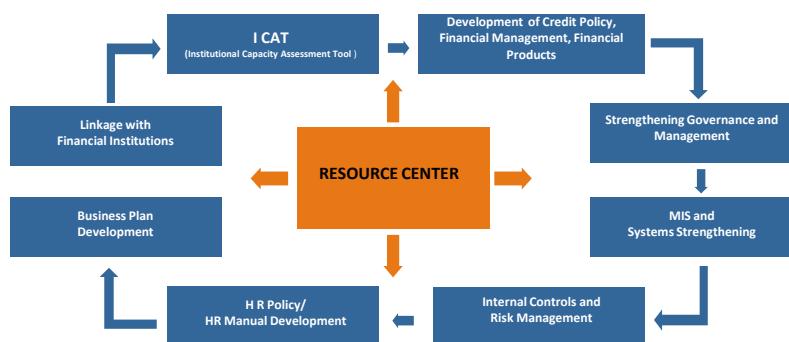
The Gramya Shakti programme was launched in 2010 to strengthen community-owned microfinance institutions in Orissa. Twelve Community Owned Micro-finance Institutions (COMFIs), located in five districts, were identified as project partners. Six of them were Block level SHG Federations (BMASSs) promoted by the Ganjam district administration and registered under the Society Registration Act of 1860. The other six were local NGO-promoted cooperatives, registered under Odisha Self Help Cooperatives Act of 2001.

The project set out to accomplish an ambitious goal of enabling at least 250,000 poor households to access a variety of microfinance products and services through community-owned, managed and controlled federations. Over last two and half years, the interventions have helped in strengthening the financial and social capacity of partner institutions to deliver long-term, sustainable services to their members. Sustainable community level mini banks owned managed and controlled by clients to ensure access to credit have also been established.

To support the Gramya Shakti Initiative, ACCESS has set up Resource Centers to hand hold and engage in institutional strengthening of emerging NGO-MFIs, Self Help Promoting Institutions and Community Based Cooperatives. A resource Centre typically has 3 to 4 technical professionals that support 8 to 12 institutions in the region, equipped with standard toolkits and training modules that are customized keeping in mind the client's requirements.

Some of the key achievements and highlights that the project partners have accomplished include:

*“Gramya Shakti” entails Shakti (power) of the Gramya (Rural Women) by enhancing their access to need based financial services. The project achieved this objective by strengthening 13 Community Owned Micro Finance Institutions (COMFIs) registered under the Orissa Self Help Cooperative Act in the state.*



- *25 % Increase in client outreach* - Total client outreach among the twelve COMFIs increased by 25% during the course of the project to 176,594 as of September 2012.
- *61 % Increase in savings mobilized* - Savings of members increased by 61% to INR 523 million, which helped reduce the cost of COMFI funds by 2-3%. Some member cooperatives introduced new daily savings products with positive results and strong member uptake.
- *44 % Increase in loan portfolio*- Overall the number of loans disbursed increased by 44% to INR 2280 million with total loans outstanding at INR 452 million.
- *41 % Increase in insurance coverage*- Total insurance coverage increased by 41% to 51,496 members. All partner organisations were linked with insurance companies and four of them started offering insurance to their members for their first time.
- *Capacity building in management and governance* – Capacity building programmes were conducted to enhance staff and board members' understanding and knowledge in governance, loan processing, delinquency management, and microfinance reporting.



- *Institutional Assessment* - A detailed, institutional capacity assessment (I-CAT) and business development helped partner institutions establish long-term strategies to better serve their members.

Some of the partners, despite limited resources and few staff members, started implementing poverty grading tools with new client intake, providing financial literacy and health education to members, conducting exit interviews and adhering to industry code of conduct guidelines.



*Gramya Shakti meeting in progress.*

## National Vegetable Initiative (NVI)

As a Resource Institution under the Government of India's Small Farmers Agri Business Consortium (SFAC), ACCESS has started formation of Farmers Producer Organisations (FPOs) in the vicinity of Berhampur City, Ganjam district, Odisha under Nation Vegetable Initiative (NVI) Project.

The main objectives of the project are (a) mobilizing women farmers in groups, building Farmer Interest Groups (FIGs) and forming FPO's at block level to plan and implement vegetable specific cluster; (b) strengthening capacity of women farmers through agricultural best practices for enhancement of vegetables production and ensuring access to and usage of quality inputs and services for intensive vegetable cultivation, thus enhancing cluster competitiveness and (c) facilitating access to fair & remunerative markets including linking producer groups to marketing channels.

The project is currently operational in 31 villages in two blocks- Seragada and Purosottampur of Ganjam district wherein 2500 women farmers have been mobilized into 126 FIGs including a comprehensive database of farmers.

Local Resource Persons (LRPs) are providing comprehensive extension services which include educating farmers on best practices on vegetable farming through training modules consisting of package of practices of selective vegetables, value addition like aggregation, sorting, grading, and storage, updates on market trends and prices of major vegetables products, usage of mobile technology etc.

Project progress is monitored through regular monthly review and planning taking reference of detail implementation plan developed for the same.





## State Operations

# RAJASTHAN

Rajasthan, over the years, has grown into the largest programme portfolio of ACCESS. The state is currently managing nine programmes with a mix of farm and non-farm programmes. The three programmes Desert Pastoral, Leather Artisans project and UPLIFT are working with artisans in the non-farm sector and other 6 programmes work towards strengthening agri-based livelihoods. All these programmes aim at impacting poverty by organizing primary producers to effectively participate in the value chain dynamics.





## Desert Pastorage

The Desert Pastorage Programme, under implementation in the difficult region of Western Rajasthan in Barmer District seeks to revitalize the traditional skills of the artisans in the region through design and marketing intervention particularly focusing on Product Development, Process Improvement, and Market Linkages



“Desert Pastorage” works with vulnerable artisans skilled in Appliqué and Embroidery & Artistic Handloom Weaving in Barmer District, aiming to transition them from benefiting from comparative to competitive advantage. The programme is funded by Citi Foundation, Mumbai.

In line with ACCESS methodology for intervening in a new area, a diagnostic study was taken up before initiating project activities. The opportunities and constraints faced by artisans were studied and prioritized and a value chain analysis was carried out for the identification of the sector related problems vis-à-vis specific interventions. Based on the diagnosis, an action plan was prepared in consultation with the primary stakeholders.



*Fabric featuring appliqué work made by the artisans under the Desert Pastorage Project.*

*Desert Pastorage has directly impacted a total of 393 artisans. As a result of project interventions, artisan incomes have increased by 50% from pre-project levels.*

Key project interventions included Product Development- training and orientation on Skill Up-gradation, Product Development, and New product development was conducted with support from expert Senior Design Consultants.

Process Improvement- A Resource Centre has been set up at Chottan, Barmer to achieve product orientation and implementation of New Product Development training workshops. In two handloom Clusters, Common Facility Centres were established- one each at ‘Dhanau’ and ‘Bhuniya’. Improved Pit Looms & Frame Looms (with handloom accessories kit) along with Warping Drums & high speed Spinners (Bobbin Winders) have been installed to bring technological advancements at the grassroots and enable the project to achieve product diversification, enhance productivity and improve quality of artisans produce.

Sustainable Market Linkages- Market survey was done by technical experts hired under the Desert Pastorage project for creating Market Research & Demand Analysis report. This helped identify suitable markets, potential, pricing, volumes and current market trends & taste.

Long term market linkages under the brand ‘Desert Pastorage’:

- Pure Earth, Singapore
- Ratan Textiles Jaipur
- TRENT - TATA Group
- Sri Nath Sales Jaipur
- Ganesh Seva Sansthan Jhunjhunu
- Neemrana Shop
- City Palace
- STRIPES

## Leather Artisans Project

Leather Artisans Project, Rajasthan, is aimed at socio-economic development of 200 leather artisans' households in and around Jaipur, Rajasthan. Under the project a community



based institution "Udaipuria United Mojari Private Company Limited" (UUMPCL) was created and market linkages developed. The Project has reached 208 Artisans Households. The Project has successfully introduced new product designs, formed a producer company, collected artisans' produce and linked them to market players. Financial inclusion and capacity building for artisans are among the other achievements of the project.

**Collective production - A Common Facility Centre** was established with machines and office equipment for common procurement, distribution and collection, to control product quality and price and for fulfilling business orders. Training on specific production skills was given to more than 70 artisans to improve the quality and design of the products. Under this artisans have been given new dies, patterns, solutions for permanent colouring, finishing tools and solutions.

**Product design and development:** Design and product development training and dissemination has been done with all the artisans within the project and it is an on-going activity through design consultants, design interns and the UUMPCL team. A design bank has been

made at the CFC for future reference by any project artisans. New design of footwear (winter collection) and accessories involving files, folders and boxes were introduced to artisans which got good feedback from consumers.



**Producer Company:** Udaipuria United Mojari Producer Company Limited (UUMPCL) has been established and more than 200 Artisan's Households have been linked through this company. It has 10 board members (all women) and the company is growing at a good pace after registering profit in its 2nd year of operations. Total turnover of PC is 1,491,871 Rs and Profit for FY 2012-13 was calculated at INR 32,500.

**Marketing:** The project has linked UUMPCL to a wide range of buyers such as Nefertari Trading (Japanese Exporter), Royal Bank of Scotland, Taj Safari and Fabindia - who are now placing large orders regularly. UUMPCL and artisans have been taking part in exhibitions such as Ode To Earth and IITF in New Delhi, which not only allows them to showcase and sell their goods at a higher price but also gives them market and product feedback. Moreover, UUMPCL is also selling products online under the brand name of "Virgin Leather" on E-Bay, Ode to Earth's website, Nefertari Trading's website and Rediff shopping website. This has resulted in getting good feedback and buyer's response while helping in marketing UUMPCL products and giving them brand visibility not only in India but across the globe. Till date the sale of UUMPCL has reached INR 1,491,871.

**Financial inclusion:** More than 50 Artisans received working capital loans of INR 25,000 each at an subsidised rate of interest of 6% per annum from the Bank of Baroda with support from District Industry Center (DIC). 72 artisans ID Cards were received and 114 cards are being processed by the District Industry Centre. Health and Life Insurance has been received by 91 artisans since its seen that medical expenses are a major shock to their savings.

**Capacity Building:** Workshops and trainings have been carried out for 208 member artisans. Topics covered were how to run self-help groups and producer based groups; leadership; gender



equality; women's empowerment; governance and management skills for successful running of a producer collective and requirements and process for financial linkages with Banks. Further to this, more than 200 artisans received training on institution building, gender equality and women's empowerment.

**Sustainability:** An exit strategy was planned to strengthen the producer company in order to retain the momentum created in last two years of the project period. During the exit phase the specialised marketing agency "Ode to Earth enterprises pvt ltd" was identified for providing on-going support in terms of designing of products, marketing, branding and cataloguing and supporting through B2B and B2C linkages beyond the project period. A long term MoU has been signed between UUMPCL and Ode to Earth and 20 new products have already been designed and marketed through this collaboration and long-term strategic relationships with buyers are being strengthened. In order to fortify the governance of UUMPCL itself the board was restructured and received further training in market orientation, gender and exposure visits, which had a strong impact on the board members and infused a new energy and renewed ambition for the Producer Company.

## UPLIFT programme

The UPLIFT (Urban Poor Livelihood Initiative through Finance and Technology ) programme supported by Michael and Susan Dell Foundation (MSDF) aims to provide innovative and sustainable solutions to enable about 10000 artisans, engaged in the fashion jewelry value chain, to improve their incomes and make the value chain more competitive and inclusive in the urban context to address poverty issues related to urban population. The sub-initiatives under UPLIFT include social mobilization, technology dissemination, skill training, transformative finance and creating market linkages. Before the end of the project, a social enterprise to support the artisans will also be established.

The project has so far mobilized 9000 artisans. 234 artisans have been trained under the project - 76 in lac, 124 in metal and 34 in stone. Of these, 151 artisans have already received design and product development inputs and 113 artisans have been directly linked to the markets and have generated a sales volume of more than 1 Lakh. Nine design workshops have been organized featuring inputs from industry experts. The project beneficiaries have so far participated in 3 national marketing events.

During the year the project focused on building relationship and mobilizing the community, conducting baseline study in order to set benchmarks, finalizing the detailed implementation plan and seeking advice from the stakeholders through Project Advisory Committee (PAC).

An Artisan Development Centre has been established to provide training to artisans near their workplace. Though there are many skill courses and centers available, the poor artisans hardly have access to these institutions due to distance, time and affordability. This training Center provides them an opportunity to attend the training and development courses based on their convenience. This training Center will ensure access to marketable skills and updated technologies.



*Villagers being trained under the UPLIFT Project*



## SFAC programmes

The ACCESS-SFAC partnership is being implemented under two national programmes viz. **National Pulses Programme and National Vegetable Initiative.**

The National Pulses programme is being implemented in three districts of Western Rajasthan viz. Jodhpur, Jalore and Pali. Under the programme, farmers are organized, introduced to new production technologies, provided support in accessing inputs, markets and finance towards better integration in the pulses value chain. This year, a total of 5661 farmers have been collectivized into 345 FIGs and these have been institutionalized into 3-district level Farmer Produce Organisations (FPOs). In the first cropping season itself, 500 farmers were linked to Government Schemes and also to markets for procurement of inputs at lower costs. More than 114 Field Demonstrations across three districts for productivity improvement were organized. A seed production

programme of Green Gram, Wheat and Barley was also implemented on 170 acres of agricultural land under the project. Through its initiatives the project has achieved an overall 10-25% increase in productivity.

Under the national vegetable initiative, the main focus is to integrate primary producers in the value chain and enhance their incomes through increased access to investments, technology and markets. Under the programme, FPOs are further networked at the State level to leverage their collective bargaining power for backward and forward linkages. ACCESS is implementing NVI project in Jaipur with more than 5000 farmers under this programme. Through their respective FPOs these farmers are linked to mainstream vegetable markets in the state. Mobilised farmers have now been organized under a Producer Company.



## The FPO Forum

Initial startup support for FPO forum has been provided by the SFAC programme. The forum aims to support Producer Organizations in becoming viable and sustainable business entities that can provide maximum returns to its members.

### The objectives of State level Forum are:

- To create an enabling environment for FPOs and positioning of FPOs as business entities
- To create linkages with service providers, financial institutions, input suppliers and government agencies
- To assist FPOs in super aggregation of demand, helping with negotiations and support in harnessing information gateways, branding and communication
- To identify issues impacting the functioning of the FPOs and provide advisory services for resolving these issues

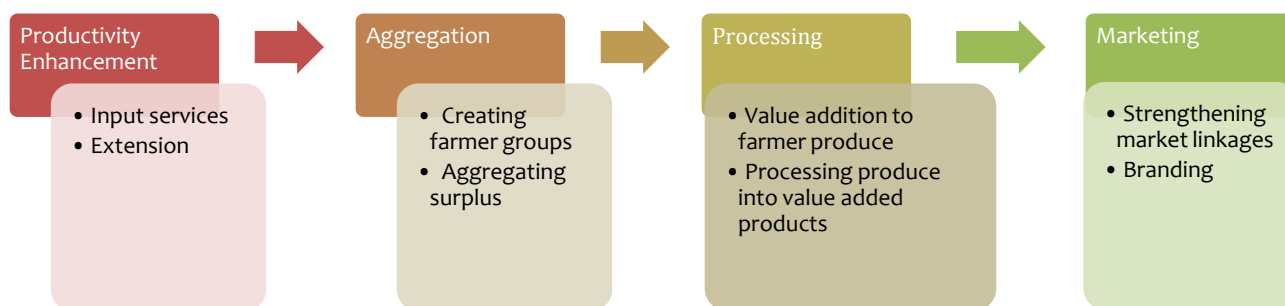
### Expected Impact of Forum

- Improved enabling environment for Farmer Producer Organizations
- Improved market linkages thereby resulting in better prices for the produce offered by the FPOs
- Greater business opportunities for the FPOs and enhanced levels of income of small and marginal farmers.

Till date ACCESS has facilitated three meetings of the forum. Through these meetings, FPO representatives have identified and listed common challenges. In order to overcome the identified challenges, forum (Rajasthan Krishak Utpadak Mahasangh) representatives have chalked out the functional areas for FPO forum. Besides this, members from Rajasthan Krishak Utpadak Mahasangh have been interacting and discussing policy issues with state officials. In future, forum plans to roll out a bi-monthly newsletter on the success stories of various FPOs for cross learning.



## South Rajasthan UDAAN Initiative



UDAAN is ACCESS's flagship program to accomplish scale and sustainability and deliver durable impact on the lives of primary producers. A few locations across the country have been identified by ACCESS to consolidate programming efforts and investments and impact the livelihoods of over 25,000 primary producers over a period of 10 years through multiple interventions under a composite strategy. South Rajasthan is the first region where UDAAN has been launched. In each location, the model aims to target 25,000 small and marginal farmers over a 10-year period through pro-poor value chain approach. The UDAAN program in south Rajasthan is located in three tribal dominated districts viz. Banswara, Dungarpur and Udaipur. Four Producer Companies have been formed in the region. In the long run the initiative aims to target the producers in south Rajasthan by increasing productivity, services related to productivity enhancement, access to finance, creation of appropriate infrastructure, processing and marketing to help them get better returns from their produce.

During the year, the South Rajasthan UDAAN program was strengthened through a variety of innovative livelihood solutions provided to the four Producer Companies promoted in the region. The collective membership of the Producer Companies is more than 3,500, and their cumulative turnover is INR 13.8 million as on March 31, 2013.

The major funding partners of the South Rajasthan initiative during the year were National Agriculture Innovation Project (NAIP) supported by Indian Council of Agriculture Research (ICAR) and implemented under

the guidance of Maharana Pratap University of Agriculture and Technology, Udaipur; the Rabobank Foundation and Rashtriya Krishi Vikas Yojana (RKVY), Agriculture Department, Government of Rajasthan.



*Smt. Margaret Alva, Governor of Rajasthan interacting with farmers of the UDAAN initiative*

Harish Nana, age 52 of the Vatda village and member of a 12 person household, has been involved with cotton seed production for three years. Each year he has used a different agent in the hope of better treatment. This past season he sought business through DAPCL. He benefited substantially from the increased transparency and reliability of the DAPCL.

Collectively, fixed payment terms, the removal of burdensome transportation and ginning costs, and extensive monitoring of cotton plots have translated to a net income of INR 17,462 for Harish's household, which is almost 40% more than previous year.



**Table 1 Details of the Producer Companies in UDAAN south Rajasthan**

Particulars	Jhambukhand Kisan Agro producer Co. Ltd. Banswara	Vijwa Agro Producer Co. Ltd. Faloj, Dungarpur	Dungaria Agro Producer Co. Ltd. Mewada Dungarpur	Udaipur Agro producer Co. Ltd., Jhadol
No. of FBGs	62	39	41	123
Farmers associated	822	604	622	1599
Area of operation	Garhi, Banswara	Falaj		
Dungarpur	Mewada			
Dungarpur (Raj.)	Jhadol, Udaipur			
No. of Directors	9	8	10	8
Expert Directors	2	2	0	2
Key Business interventions	Seed Production of wheat, All sorts of input supply, Collective output marketing of Grain and vegetables	Collective supply of Grains and fertilizer	Cotton Seed Production and agriculture input supply	Collective output marketing of Grain, tuber crop seeds (ginger, turmeric, yam, colcassia, safed musli), All sorts of input pply,
Access to credit from LAMP Fund, BASIX	INR 15 lakh		INR 15 lakh	INR 15 lakh
Turnover 2010-11	INR 13.5 lakh	INR 2.8 lakh	INR 9.5 lakh	INR 13 lakh
Turnover 2011-12	INR 30.5 lakh	INR 5.7 lakh	INR 25.7 lakh	INR 18 lakh
Turnover 2012-13	INR 40 lakh	INR 5 lakh	INR 61 lakh	INR 32 lakh

## Case study of Dungaria Agro Producer Company Limited, Mewada, Bichiwara cotton initiative

Value chain intervention by UDAAN  
The Dungaria Agro Producer Company Limited (DAPCL) was formed under a National Agriculture Innovation Project (NAIP) program entitled Livelihood and Nutritional Security of Tribal Dominated Areas through Integrated Farming System and Technology Models in Mewada Village of Bichiwara block in Dungarpur.

With the guidance and support of organizations including Maharana Pratap University of Agriculture and Technology (MPUAT), Krishi Vigyan Kendra (KVK), and ACCESS Development Services, DAPCL has taken great strides towards becoming a self-sustaining organization capable of empowering small and marginal farmers.

The use of self-help principles to create 41 Farmer Business Groups (FBGs), comprised of 622 members, has helped facilitate savings, enhance the aggregation of farmer surpluses to generate more marketing power, and allowed for training and capacity building sessions throughout 10 villages of the Dungarpur District.

Through its livelihood interventions the programme has increased the incomes of participating rural households' incomes by 35% since the intervention started in 2010-11. This has been achieved as a result of activities taken up to strengthen cotton seed production in the region and market linkages established through buy back arrangements with the market.

## Tribal Rural Livelihood Project

This project aims to strengthen the livelihoods of 4,000 tribal migrant households through intervention in agriculture, animal husbandry and vocational skill building and is being implemented in four districts of Rajasthan viz. Banswara, Dungarpur, Pratapgarh and Udaipur.

The project was designed to address livelihoods issues of migrating households with irregular income from agriculture and low wages due to lack of skill. TRLP's strategy is two-pronged; improving assets profile and increasing the likelihood of employment for selected households.

**Improving assets profile:** As most tribal families migrate due to a negligible asset base as well as poor productivity of the asset, the project aimed to increase the asset base of the targeted households through inputs related to agriculture, animal husbandry or an investment to set up micro-level enterprise.

**Improving employability:** The focus here is on developing the skill base of individuals in the targeted community. The skills may be related to various vocational traits such as masonry, plumbing, mobile repairing, construction related works, electrician, vehicle repairing, catering among others. Along with skill training, placement services will be engaged for the trained individuals. In addition to development of such skills, TRLP focuses on the development of soft skills. This is hugely important for the trained youth to negotiate with the market for possible placement and remuneration.

The pre- and post-intervention data suggests that the monthly income of the individuals, who participated in the project, has now

doubled. Also, figures indicate that the average travel distance for employment before and after intervention has reduced by almost 100 kilometers.

The internal assessment shows that the average monthly income of the individuals was INR 3,303 before their involvement with the project. After the intervention the individual's average monthly income has risen to INR 6840. The average individual percent increase in monthly salary was 107%. The highest increase was close to six times the participant's original wage. Similarly in case of average migrating distance before the intervention was 152 kilometers, which has now reduced to less than 40 kilometers. This can be mainly because of skill enhancement that they are able to find better employment opportunities locally.

## Rural Productivity Hub

A Rural Productivity Hub (RPH) has been created in Sawai Madhopur with support from two projects, the Rashtriya Krishi Vikas Yojana (RKVY) by Government of Rajasthan and JEEVIKA by HSBC CSR.

Two institutions have been created in Sawai Madhopur and they function together in tandem to create the RPH. The first, The Ranthambore Agro Producers Company Ltd., (RAPCL) a producer company has been formed under the RKVY project. It works directly with 1000 farmers in the chilly subsector. The second institution is a Producer Company formed by representatives of SHGs in Sawai Madhopur, which operates a post-harvest processing unit that ensures value addition to the farm chili. Together the two institutions are therefore sharing responsibility for production, aggregation and processing of chilli. The marketing of processed chilli products is being done through ACCESS affiliate, Ode to Earth.





## JEEVIKA Project

The JEEVIKA project positions women as entrepreneurs engaged in Chili Production in Sawai Madhopur. Towards this objective, the project has been successful in establishing women owned producer company.

During the year 2012-13, 380 women have become a part of this initiative. The Jeevika programme focuses on empowerment of Women. Under the programme Women Members have been empowered through -

- Capacity building on Women Rights & living conditions
- Training on value addition of local Agri-Produce for sustainable income generation
- Formation of Village Women owned Social Enterprise

## RKVY Project

The RKVY project works with 1000 farmers engaged in chilly production. Under the project Farmer Interest Groups (FIGs) have been created and a Producer Company registered.

The following services are being provided to member farmers-

### Input services

- Supply of Local and Hybrid Seeds of Chilli, Wheat
- Supply of organic fertilizers
- Supply of organic and traditional pesticides
- Crop Production Advisory Services

### Financial Services

- Bank linkage – Opening of zero balance accounts for members
- Promoting KCC through Business Correspondent (BC) model
- 

### Market Services

- Post-Harvest Handling & Quality Assurance
- Value addition and marketing services for local spices

## Launching of Spice Shop at Sawai Madhopur by Chauth Mata Women Business Group, JEEVIKA Project

The first Retail Outlet of Spices in Sawai Madhopur was flagged off on 6/2/2013 at Neem Chauki, Old City, Sawai Madhopur through 'Chauth Mata Women Business Group'. The Dy. Director of Agriculture Mr K.C. Meena inaugurated the shop and also motivated the women by stressing the need of maintaining good SHG principles in the group for smooth running.

The spice shop will be run by women members from Chauth Mata Group and will sell un-

branded spices initially i.e. Red Chilli Powder, Coriander Powder and Turmeric Powder. The sale of the very first day was Rs 2 kg Chilli powder, 2 kg Turmeric and 1 kg coriander powder.

The group members will attend the shop in rotation and share the earnings among themselves. It was also decided that they will in turn also take part in the local Spice Mandi in SWM every Saturday





## State Operations

# WEST BENGAL

During the reporting period, the West Bengal programme portfolio has witnessed significant intensification and diversification. As a key focus state for ACCESS, programmes are in full alignment with our long-term strategic plan of strengthening livelihoods through agricultural innovation and modernization.

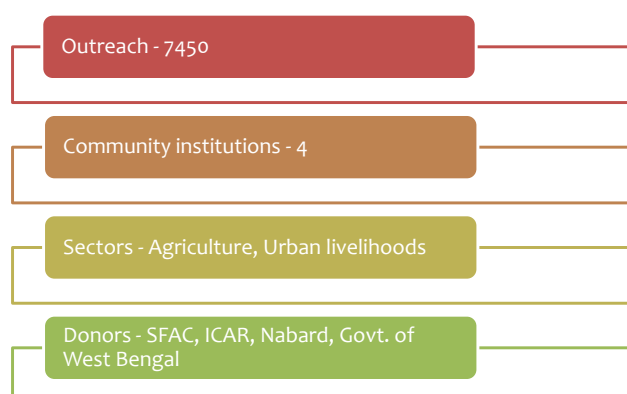




Currently, 4 major projects with a total outreach of 7450 households are under implementation in the state. These are:

- National Vegetable Initiative supported by Small Farmers' Agri-Business Consortium (SFAC) –South 24 Parganas District, Howrah District and Purba Medinipur District.
- National Agricultural Innovations Project (NAIP) – Paschim Medinipur District.
- Sustainable Agricultural Practices (SAP) Project – Bankura District.
- Kolkata Urban Services for the Poor (KUSP) – in all Districts of West Bengal, except Kolkata.

The agriculture programmes in the state are largely focused on enhancing farm incomes and strengthening livelihoods through improved agriculture practices, institution building and improved market linkages.



## National Vegetable Initiative

The National Vegetable Initiative supported by the Small Farmers' Agri-Business Consortium (SFAC), aims to link rural vegetable producers to markets by forming farmer's institutions and creating backward and forward linkages in the value chain. Under this programme, Farmers Interest Groups (FIGs) and Farmer Producer Organizations (FPOs) have been incubated in South 24 Parganas, Howrah and Purba Medinipur districts of West Bengal.

Started in 2011, the project has mobilized 4250 farmers into 323 Farmers Interest Groups (FIG) cumulatively during the period and provided incubation support for setting up of Bhargar Producer's Organisation Limited' (BPO Ltd) in South 24 Parganas district. The company has a membership of 1750 farmers and a share capital of INR 7.32 Lakh. Through the Producer Company, farmers have received agri-inputs such as improved seeds and fertilizers, training on improved cultivation practices and improved market linkages for their produce.

BPO (BVPCL) Ltd. now is successfully linked with Mother Dairy. Almost 600- 700 Kgs of fresh fruits and vegetables are being aggregated and supplied daily to Mother Dairy outlets across Kolkata. Farmer Producer Organizations in the districts of Howrah and Purba Medinipur are still in the incubation stage with cumulative membership base of more than 2000 farmers and a share capital of INR 3.20 lakhs for Howrah and INR 4.50 lakhs for Purba Medinipur.



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



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



## West Bengal Chief Minister Mamta Banerjee appreciates efforts of the ACCESS West Bengal team

*Land that was earlier used for cultivation of chilli in 24 Paraganas was highly degraded and damaged because of cyclone Aila. ACCESS intervened to strengthen the livelihoods of farmers by successfully organizing them into FIGs and persuading them to produce high value vegetable crops such as chilli, spinach, coriander, yellow and red capsicum and lettuce not only in the vegetable season but also in the off season - with the help of special equipment such as poly houses, shed net and poly tunnel.*

*Farmers were also linked to markets and were able to sell their produce directly to consumers on the outskirts of Kolkata city. The net result was a dramatic rise in farmer income per acre. ACCESS efforts in the state were highly encouraged when Chief Minister, Mamta Banerjee awarded the team and provided them with Shade nets, Poly houses, Pump sets, Power tillers, Static vending carts and banana saplings.*



*Chief minister of West Bengal commends BVPCL promoted under the SFAC programmes implemented by ACCESS and recognizes their efforts in increasing farmer incomes in 24 Paraganas district*





## National Agriculture Innovations Project

The NAIP project, which aims to strengthen agriculture practices of small and marginal farmers, is a programme funded by the World Bank and implemented by Indian Council of Agricultural Research (ICAR). The project is being implemented in the district of West Medinipur with support from ACCESS. Under the programme, tested technological innovations appropriate to the local agro climatic zone are demonstrated to farmers through demo-plots. Some of the successful demonstrations taken up during 2012-13 included demonstration of traditional Aman rice and groundnut. The productivity of Aman rice increased considerably by the introduction of Systemic Rice Intensification (SRI) practices. An innovative system of rainwater harvesting was also introduced under the project, which ensured timely irrigation of fields. Eighteen rain water harvesting units have so far been constructed to provide sufficient irrigation to 48 hectares of land benefiting over 500 farmers. Interventions in groundnut have resulted in an increased production from 2 to 3 Tons per hectare.

## Sustainable Agriculture Project

SAP is currently being implemented across 8 villages of the Borjora Block in Bankura District of West Bengal. With support from NABARD, this initiative aims to enhance the productivity of lead crops and activities through adoption of new and appropriate technologies. During the year, the project has successfully contributed towards increasing productivity of rice through Systemic Rice Intensification (SRI). Change in cultivation practices has also led to the better utilization of fallow land by introducing mustard and sesame seed cultivation. In addition, drip irrigation through farmer's group approach has been introduced with a 50% subsidy. Soil testing is being undertaken regularly to keep a check on soil health for 750 farms. ACCESS is in the process of setting up a Producer Company to provide support and technical advice to its beneficiaries and link them to mainstream markets.

## Innovations Challenge Fund under the Kolkata Urban Services for the poor

Kolkata Urban Services for the poor, (KUSP) Project, supported by Department of International Development (DFID) is being implemented in almost all the municipalities of West Bengal. ACCESS completed five years of association with KUSP as the Fund Manager for this project and is responsible for its overall guidance and management.

Till 30th November 2012, more than 200 projects were sanctioned under the with a total financial outlay of INR 21.27 crores. 114 projects by various Community Development Services (CDS) and 108 projects by different local NGOs have been already implemented. Due to these efforts, a total beneficiary reach of around 28 lakh has been attained that includes mostly women and children.



*Women being trained in Broom Making*



*A women's group meeting in progress under the KUSP Project.*

# SHORT ASSIGNMENTS

## NRLM Technical Support Project



In partnership with KPMG, ACCESS took up a project to undertake preparatory work for designing a framework for NRLM interventions in the state of Himachal Pradesh. The project aim to provide technical support for livelihoods creation across promising sectors, through implementation, training & capacity building and market facilitation support to the Rural Development Department, Government of Himachal.

The primary activity taken up under the assignment was to conduct a detailed diagnostic study of the status of the poverty and condition of the poor, backward and vulnerable groups in the state. To prepare the diagnostic study report ACCESS, with KPMG, took up secondary research and desk review of the status of poverty in identified blocks in the state for assessing the socio economic dimensions of poverty; spatial mapping of poverty and economy, including

market & sub-sector analysis; and mapping and assessment of various livelihood models and approaches.

Based on the diagnostic study a Poverty Reduction Framework and detailed action plan with clear short, medium and long term goals and targets was prepared and a framework for the State Perspective and Implementation Plan for implementation as per the NRLM guidelines prepared. A plan was also prepared for guidelines for strengthening 25,000 livelihoods in the state were also prepared.



## Livelihood mapping and planning Study

SAATH and ACCESS envisaged to take up livelihood assessment of youth living in Juhapura area of Ahmedabad to assess the livelihood situation of households living in the project area and to design appropriate interventions to strengthen their livelihoods. To ascertain the market demand for various skilled employment opportunities, the study looked at the education profile of households, specific skill development training received by them, and employment opportunities available to them.

On the basis of the primary study 1332 adult members in age group 18 to 35 years were identified of whom 56% was employed at the time of the study. The study concluded that 27% of these persons could fit into housekeeping in retail and hospitality sectors, 15% into tailoring and 27% into enterprise development trades.

## Chhattisgarh Base line study

The Government of Chhattisgarh undertook a project for improving the livelihoods of Marginalised Households with the objective of holistic livelihood development of Small and Marginal Producers, especially farmers in Chhattisgarh State thus contributing towards sustained quality of life. Under the

long term programme of the Government of Chhattisgarh, ACCESS was assigned the task of completing a baseline study. The main objective of the project was to prepare a baseline study as a first step towards promoting self-sustaining and self-managed farmer institutions to address their livelihood needs and to develop sustainable business models providing integrated services and leveraging resources for and on behalf of small and marginalised producers especially farmers.

To initiate project activities two agencies, ACCESS and Indian Society of Agri-Business Professionals (ISAP) were empanelled. Both organisations conducted baseline studies in the districts allocated to them.

ACCESS completed a baseline study covering 7500 households in Bilaspur, Kawardha and Kanker Districts and prepared a Baseline Report, Market Research and Detailed Project Report (DPR) for identifying broad sectors for intervention in the project areas. The Detailed Project Report prepared at the end of the assignment identified value chain activities that can later be taken up to strengthen the livelihoods of marginalized households of Bilaspur, Kawardha and Kanker District – by enhancing their incomes. The study identified vegetables, poultry, goatery and other cereal and pulses value chains as possible areas for intervention.





## Human Resources

The success and growth of ACCESS in the last seven years is truly an outcome of the commitment demonstrated by the employees at all levels. The human resources in ACCESS are its greatest and ACCESS makes a strong effort to recruit persons with passion and professionalism to implement programmes with an expectation to deliver high quality in the field. ACCESS also provides space for its staff to build their own ambition, set their own targets and creatively design strategies to meet programme objectives.

The atmosphere is informal, open and transparent – which creates a conducive environment for employees to share their issues and concerns with an objective to build a vibrant working environment and ownership in the organization. In order to ensure that the objectives are met, ACCESS has already started focusing on creating an organization structure which can meet the state and project specific needs.

ACCESS has a 3-tier HR structure with a strong team at the Head Quarters headed by the CEO who takes all the key management decisions for the organisation strongly supported by the senior management team. State teams have been placed in 5 states, which are responsible for implementation of state level programmes.

In 2012 the total professional staff strength in the organisation was 76. These persons have

been placed in Delhi as well as the 5 focus states, as shown in the table below.

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

### ACCESS Organisation Structure





## ACCESS HR policies

The ACCESS HR policy recognizes the importance of enhancing employee's satisfaction for the organization's benefit to reinforce organization growth. And this ideology of ACCESS is reflected by the HR policy. The ACCESS HR policy is reviewed from time to time with the help of a senior H R consultant such that it is continually updated according to the changing market and organizational environment. The following are the hallmarks of ACCESS's HR policy:

- Clear focus on roles, rules, consequences and tools
- Setting a standard of acceptable behavior within the organization
- Provides open and equal opportunities within the organization
- Focus on improving individual as well as organizational performance

In line with the needs of an organisation with an ever increasing portfolio, ACCESS has also created a cadre of field staff – Unnati.

## UNNATI Cadre

'UNNATI' is a HR initiative which has been put in place in 2012 to create an experienced frontline cadre. Under this initiative, a pool of professional has been inducted as 'Cluster Coordinators' within the existing organisation structure of ACCESS. Cluster Coordinators are selected from the existing Field Coordinators who are currently associated with ACCESS as external consultants at the field level. They are primarily graduates/post graduates in agriculture and are well versed with the local terrain and re familiar with community processes. The core principles for UNNATI are:

- To build a greater engagement with the community
- To provide high quality technical inputs under projects.
- To nurture creativity and innovation in the fellows
- Build their competencies – knowledge, skills and attitude

During the year, 8 Cluster Coordinators have been selected and placed in four locations i.e; Jaipur and Udaipur in Rajasthan, Guna and Betul in Madhya Pradesh and Jharsuguda in Odisha. To ensure clarity of roles and responsibilities for all staff, an annual performance appraisal system has been put in place.

## Annual Performance Appraisal

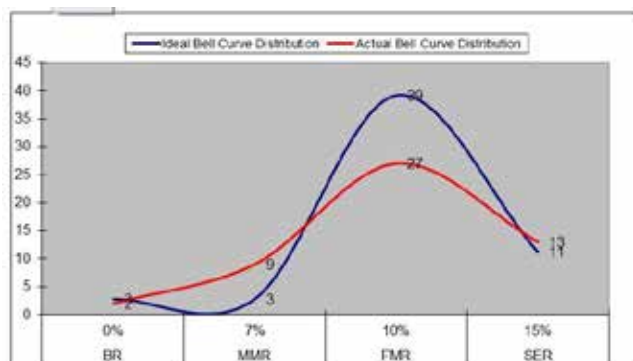
The annual appraisal is designed to serve as a tool that helps increase productivity, communicates expectations, establishes goals for the coming year, and reports upon the employee's success in meeting the past year's performance expectations. A 360° appraisal process is followed at ACCESS in which appraisee carries out a self-appraisal. The respective line managers assess the appraisee on achievements against the task assigned. Then based on a one to one discussion, the appraisee is asked to provide comments based on the overall summary of the appraiser. The appraisee and the appraiser then jointly fill out the Professional Development Form. The APA forms are finally reviewed by the MIC at HQ and final rating is awarded.

For the appraisal year 2012-13, Significantly Exceeding Requirements (SER) rating was awarded to 13 employees. The table below explains the pattern of performance rating given to employees of ACCESS.

S. No	YEAR 2012-13	No of employees
1	Significantly Exceeded Requirements (SER )	13(23%)
2.	Fully Meets Requirements (FMR )	27(48%)
3.	Meets Most Requirements (MMR )	9(16%)
4.	Below Requirements (BR )	3(4%)

The pattern of performance appraisal ratings of ACCESS staff in 2012-13 is close to Ideal Bell Curve distribution. This reflects good performance levels of employees. The Appraisal process has helped ACCESS to reward star performers, identify the underperformers and take corrective action for improving their performance.

## Bell Curve



## Training and Career Development

The purpose of Professional Development at ACCESS is to enhance organizational efficiency and provide competitive edge to the organisation by providing professional developmental opportunities to individual staff members. Through the Annual Appraisal process, the training needs identified are shortlisted and suitable candidates sent for training. From time to time we also send employees to exposure visits relevant to their area of work so that they are exposed to the processes and methods of implementing programmes followed in other organisations. This helps them to improve methods of working within ACCESS.

## Group Medical Policy

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



# Governance Systems

The main systems of governance and decision making in ACCESS is The Board of Directors which takes all the major decisions of the organisation, the Management and Investment Committee which has been instituted by the Board to support its functioning and the Senior Management Team, which facilitates programme planning and operations management.

## Board of Directors

The Board is the apex decision-making body of the organization, comprising of 10 distinguished individuals representing banking, private sector, government, development sector and legal services. ACCESS draws value from the diverse and aggregate experience and maturity of its Board of Directors to design its strategy and direction. The Board of Directors meets every quarter on a pre-determined date. During the year the Board met four times during the year on pre-designated dates to provide strategic direction and to review operations of ACCESS. As on 31 March 2013, our chairman, Mr. Brij Mohan completed 2 full terms and has retired from his position as per the norms established by a Good Governance Committee. Mrs. Vijayalakshmi Das has taken over as Chairperson of the board. Shri.R.N.Mohanty, then representative from CARE tendered his resignation as a result of his moving out of CARE. Vipin continues to remain the CEO of ACCESS since its inception. He reports to the Board but is given the freedom to take all executive decisions related to operations and administration.

## Management and Investment Committee (MIC)

To support Board functions on the one hand, and to strengthen the speedy decision making by the CEO, the Board of Directors have instituted a Management and Investment Committee, comprising of Chairman, ACCESS Mr. Brij Mohan, CEO Vipin Sharma and Board Member Ajay Sud. Senior Vice President, Suryamani Roul was inducted into the MIC in its meeting held on March 11, 2010. The MIC meets every month



and helps the CEO to execute decisions relating to the organization. It reviews the organization's operations and financial management and aligns policies, HR or management issues, with organizational requirements. In the past year, 8 meetings of the MIC were held.

## Senior Management Team (SMT)

For facilitating and programme planning and operations management, a Senior Management Team (SMT) has been established. The SMT comprises of the CEO, Programme Unit Heads, State Heads and the Head of the Programme Support and senior staff in the HQ. The SMT annually designs the ACCESS Operations Plan based on the directions provided by the Board of Directors. Subsequently the SMT tracks progress against the AOP and aligns its work with the ACCESS mission and vision. The SMT meets once in a quarter to discuss organizational plans and strategies and to discuss new program opportunities for organizational growth. The SMT mechanism also supports coordination and communication between the Headquarters and the states.

During the year 2 SMT meetings were conducted in Delhi to discuss important issues emerging in the context of ACCESS programmes.



# Friends of ACCESS

ACCESS has been fortunate in receiving support and funding from a large pool of diverse stakeholders. While initially, much of the resources to ACCESS were from international

agencies, over the last few years, several important national funding agencies, and among these, the government and its apex agencies have added to the list. While a few funding commitments are long term, there are several others who support ACCESS initiatives on a year-on-year basis. This large base of funding partners augurs well for ACCESS as it strengthens our belief that ACCESS delivers well on expectations.

## Founding Partners



## Core Sponsors



## Co-Sponsors



## Associate Sponsors



## Knowledge Partner



## Technical Partners



## Media Partners



## Core Sponsors



## Co-Sponsors



## Knowledge Partner



## Media Partner





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## GOVERNMENT

1. Department of Rural Development, Government of Andhra Pradesh: Handloom Livelihoods and Enterprise Promotion
2. Department of Agriculture, Govt. of Madhya Pradesh: ATMA Project
3. Rashtriya Krishi Vikas Yojana (RKVY): RKVY Chili Project
4. Government of West Bengal: KUSP, West Bengal
5. State Agricultural Management and Extension Training Institute (SAMETI): Baseline Survey in Chhattisgarh
6. National Rural Livelihoods Mission (NRLM): Study in Himachal Pradesh
7. Government of Odisha: Odisha Forestry Sector Development Project

## APEX DEVELOPMENTAL AND FINANCIAL INSTITUTIONS

1. NABARD: Enhancing the Cashew Value Chain (Odisha), Farmer's Club (Madhya Pradesh), Sustainable Agriculture Project (West Bengal), Livelihoods India Conference, Microfinance India Summit
2. Small Farmers' Agri Business Consortium (SFAC): National Vegetable Initiative (Madhya Pradesh, Rajasthan and West Bengal), National Pulses Initiative (Madhya Pradesh), Livelihoods India Conference
3. SIDBI: Microfinance India Summit

## INTERNATIONAL ORGANIZATIONS

1. U.S Government: JEEVIKA 2 Initiative, Rajasthan
2. Rabobank Foundation: Gramya Shakti Initiative (Odisha) and UDAAN (Madhya Pradesh), Livelihoods India Conference, Microfinance India Summit
3. Citi Foundation: Desert Pastoral Project, Citi Micro Enterprise Awards (CMEA 2012), Microfinance India Summit
4. Micheal and Susan Dell Foundation: UPLIFT Rajasthan
5. Monsanto Foundation: Flood-Affected Livelihoods Restoration Project
6. Ford Foundation: Livelihoods India Conference
7. CARE: Vegetable Tanned Leather Project (Rajasthan)

8. OXFAM India: Livelihoods India Conference
9. World Gold Council: Microfinance India Summit
10. CORD AID: Microfinance India Summit
11. GIZ: Microfinance India Summit
12. ACCION International: Microfinance India Summit
13. Christian Aid: Livelihoods India Conference
14. PACS: Livelihoods India Conference
15. ICCO: Livelihoods India Conference

## MULTILATERAL AND BILATERAL INSTITUTIONS

1. United Nations Development Programme (UNDP): Livelihoods India Conference, Microfinance India Summit, SWAYAM Project in Uttar Pradesh
2. International Finance Corporation (IFC): Microfinance India Summit
3. World Bank: National Agriculture Innovations Project (NAIP), Livelihoods India Conference, Microfinance India Summit
4. IFAD: Microfinance India Summit

## TRUSTS AND FOUNDATIONS

1. Sir Dorabji Tata Trust (SDTT): Farmer Support Programme
2. Sir Ratan Tata Trust: Long Term Proposal
3. IFMR Trust: Microfinance India Summit

## FINANCIAL INSTITUTIONS

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

## PRIVATE SECTOR

Pioneer Hi-Bred: Project UDAY  
Vedanta Aluminum Limited: Vijay Project  
SWAYAM: Livelihoods Mapping in Uttar Pradesh  
SAATH: Livelihoods Mapping in Rajasthan







# Auditor's Report 2012-13

# Auditors' Report

**Statutory Audit Report**

**for the Financial Year**

**2012-2013**

**ACCESS DEVELOPMENT SERVICES**





**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, 2013, 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 referred to in sub-section (3C) of section 211 of the Companies Act, 1956 ("the Act"). 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, 2013.
- 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 Income and Expenditure Account comply with the Accounting Standards referred to in subsection (3C) of section 211 of the Companies Act, 1956;
  - e) on the basis of written representations received from the directors as on March 31, 2013, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2013, 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

*P. Banthiya*

**Prakhar Banthiya**

Partner

Membership Number : 088526

Place : New Delhi

Date : *July 24, 2013*



**Access Development Services**  
**Balance sheet as at 31st March 2013**

(All amount in Indian Rupees)

	Note	As at 31st March 2013	As at 31st March 2012
<b>EQUITY AND LIABILITIES</b>			
<b>Shareholders' funds</b>			
Share capital	2	400	400
Reserve and surplus	3	147,802,625	26,823,773
		<u>147,803,025</u>	<u>26,824,173</u>
<b>Share application money pending allotment</b>			
		-	-
<b>Non current liabilities</b>			
Long term provisions	4	6,838,542	6,010,630
		<u>6,838,542</u>	<u>6,010,630</u>
<b>Current liabilities</b>			
Short term borrowings	5	10,450,315	-
Accounts payable	6	4,719,119	2,679,344
Other current liabilities	7	17,166,835	19,083,365
Short-term provisions	8	589,299	496,425
		<u>32,925,568</u>	<u>22,259,134</u>
		<u><b>187,567,135</b></u>	<u><b>55,093,937</b></u>
<b>ASSETS</b>			
<b>Non current assets</b>			
Fixed assets	9		
- Tangible assets		4,770,327	5,521,871
- Intangible assets		164,038	-
Long term loans and advances	10	10,754,671	8,016,854
		<u>15,689,036</u>	<u>13,538,725</u>
<b>Current assets</b>			
Accounts receivable	11	39,223	275,134
Cash and cash equivalents	12	147,959,689	20,907,173
Short term loans and advances	13	964,204	695,772
Other current assets	14	22,914,983	19,677,133
		<u>171,878,099</u>	<u>41,555,212</u>
		<u><b>187,567,135</b></u>	<u><b>55,093,937</b></u>
<b>Significant Accounting Policies</b>	1		
<b>Notes forming part of the financial statements</b>	1 to 29		

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 : *July 24, 2013*



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

*Vijayalakshmi Das*  
**Vijayalakshmi Das**  
Chairperson

*Vipin Sharma*  
**Vipin Sharma**  
CEO

Place : New Delhi

Date : *24/07/2013*

Place : New Delhi

Date : *24/07/2013*



**Access Development Services**  
**Income and expenditure account for the year ending 31st March 2013**

(All amount in Indian Rupees)

	Note	for the year ending 31st March 2013	for the year ending 31st March 2012
<b>Revenue</b>			
Revenue from operations	15	144,319,630	139,504,852
Other income	16	4,797,003	3,107,659
		<b>149,116,633</b>	<b>142,612,511</b>
<b>Expenses</b>			
Employee benefit expenses	17	47,040,593	42,595,133
Finance costs	18	917,955	247,914
Depreciation and amortisation	19	836,641	691,338
Other expenses	20	98,348,430	96,308,497
		<b>147,143,619</b>	<b>139,842,881</b>
Surplus before exceptional and extraordinary items and tax		<b>1,973,014</b>	<b>2,769,630</b>
<b>Exceptional items</b>		-	-
Surplus before extraordinary items and tax		<b>1,973,014</b>	<b>2,769,630</b>
<b>Extraordinary items</b>		-	-
Surplus before tax		<b>1,973,014</b>	<b>2,769,630</b>
<b>Tax expenses</b>			
Provision for tax	[See Note 27]	-	-
		-	-
<b>Excess of income over expenditure for the year</b>		<b>1,973,014</b>	<b>2,769,630</b>
Basic/diluted earning per share	[See Note 21]	<b>49,325.36</b>	<b>69,240.75</b>

**Significant Accounting Policies**

1

Notes forming part of the financial statements

1 to 29

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 : *July 24, 2013*



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

*Vijayalakshmi Das*  
**Vijayalakshmi Das**  
 Chairperson

Place : New Delhi

Date : *24/7/2013*

*Vipin Sharma*  
**Vipin Sharma**  
 CEO

Place : New Delhi

Date : *24/07/2013*



## 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.



The image shows two circular stamps and two handwritten signatures. The stamp on the left is from 'SCM ASSOCIATES CHARTERED ACCOUNTANTS DELHI'. The stamp on the right is from 'ACCESS DEVELOPMENT SERVICES NEW DELHI'. The signatures are in blue ink.



**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 depreciated @100% 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 on proportionate completion method, measured by reference to the proportion of work completed under each contract.

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

(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.



*Signature*  
*Signature*

## 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.



*Bijayalukshi*  
*Nitin Sharma*



## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2013	As at 31st March 2012
<b>Note 2: Share capital</b>		
Authorised share capital		
50,000 (previous year 50,000) equity shares of Rs. 10 each	500,000	500,000
	<b>500,000</b>	<b>500,000</b>
Issued, subscribed and paid up share capital		
40 (previous year 40) equity shares of Rs. 10 each.	400	400
	<b>400</b>	<b>400</b>

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

Name	As at 31st March 2013		As at 31st March 2012	
	Number of shares held	Percentage	Number of shares held	Percentage
Ms. Radhika Agashe Mathur	20	50%	-	-
Mr. Sudipto Saha	20	50%	-	-
Mr. Ajay Sud	-	-	10	25%
Mr. Brij Mohan	-	-	10	25%
Mrs. Vijayalakshmi Das	-	-	20	50%

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

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



Vijayalakshmi

Kavin Mahesh

# Access Development Services

## Notes forming part of the financial statements

(All amount in Indian Rupees)		
	As at 31st March 2013	As at 31st March 2012
<b>Note 3: Reserve and surplus</b>		
<b>Capital Reserve</b>		
<b>General Corpus fund</b>		
Balance at the beginning of the year	9,800,000	9,800,000
Add: Addition during the year	-	-
Less: Utilised during the year	-	-
(a)	<b>9,800,000</b>	<b>9,800,000</b>
<b>LIIF Corpus fund</b>		
Balance at the beginning of the year	-	-
Add: Addition during the year	112,500,002	-
Interest earned on term deposits made of LIIF	8,778,357	-
Less: Expenses incurred related with LIIF	1,836,765	-
<b>Surplus before provisioning</b>	<b>6,941,592</b>	-
Reserve fund for contingent liability @15%	1,041,239	-
Reserve fund for promotional activities @25%	1,735,398	-
<b>Net surplus transferred to LIIF</b>	<b>4,164,955</b>	-
(b)	<b>116,664,957</b>	-
<b>Contingent liability fund (LIIF)</b>		
Balance at the beginning of the year	-	-
Add: Transfer during the year from LIIF Corpus fund	1,041,239	-
Less: Utilised during the year	-	-
(c)	<b>1,041,239</b>	-
<b>Promotional activities fund (LIIF)</b>		
Balance at the beginning of the year	-	-
Add: Transfer during the year from LIIF Corpus fund	1,735,398	-
Less: Utilised during the year	-	-
(d)	<b>1,735,398</b>	-
<b>Total Courpus fund</b>	<b>(a+b+c+d) 129,241,594</b>	<b>9,800,000</b>

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 Contigent 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	3,247,100	3,410,951
Add: Fixed assets acquired out of grants during the year	637,414	1,176,230
Less: Asset written off (net of depreciation reserve)	-	133,842
Less: Depreciation (transferred from income and expenditure account)	1,073,169	1,206,239
	<b>2,811,345</b>	<b>3,247,100</b>



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## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2013	As at 31st March 2012
<b>Revenue Reserve</b>		
<b>Reserve and surplus</b>		
Balance at the beginning of the year	13,776,672	11,007,042
Add: Excess of income over expenditure during the year	1,973,014	2,769,630
	<u>15,749,686</u>	<u>13,776,672</u>
	<u>147,802,625</u>	<u>26,823,773</u>
 <b>Note 4: Long term provisions</b>		
<b>Employee benefits</b>		
Provision for compensated absences <span style="float: right;">[See Note 25]</span>	2,215,262	1,827,617
Provision for gratuity <span style="float: right;">[See Note 25]</span>	2,699,489	2,128,694
Provision for other employee benefits	1,923,791	1,697,319
	<u>6,838,542</u>	<u>5,653,630</u>
 Other provisions	-	357,000
	<u>6,838,542</u>	<u>6,010,630</u>
 <b>Note 5: Short term borrowings</b>		
<b>Secured</b>		
Bank overdraft	10,450,315	-
	<u>10,450,315</u>	<u>-</u>
 The Company has availed overdraft facility of Rs. 1.055 Crores by way of pledging of fixed deposit of Rs. 1.25 Crores.		
 <b>Note 6: Accounts payable</b>		
Sundry creditors <span style="float: right;">[See Note 26]</span>	4,403,541	2,350,302
Other payables	315,578	329,042
	<u>4,719,119</u>	<u>2,679,344</u>
 <b>Note 7: Other current liabilities</b>		
Duties and taxes	1,146,508	960,371
Provident fund payable	513,035	465,870
Festival allowance payable	393,066	402,474
Income received in advance	14,691,760	16,974,242
Other liabilities	422,466	280,408
	<u>17,166,835</u>	<u>19,083,365</u>
 <b>Note 8: Short-term provisions</b>		
<b>Employee benefits</b>		
Provision for compensated absences <span style="float: right;">[See Note 25]</span>	269,406	248,651
Provision for gratuity <span style="float: right;">[See Note 25]</span>	319,893	247,774
	<u>589,299</u>	<u>496,425</u>




## Notes forming part of the financial statements

## Note 9: Fixed assets

Particulars	Gross Block				Depreciation			Net Block	
	As at 1st April 2012	Additions during the year	Deletion during the year	As at 31st March 2013	As at 1st April 2012	Additions during the year	Deletion during the year	As at 31st March 2013	As at 31st March 2012
<b>Tangible assets</b>									
Computer Hardware	4,442,008	615,550	-	5,057,558	2,941,090	744,697	-	3,685,787	1,500,918
Vehicle	2,355,931	214,411	-	2,570,342	1,123,236	374,849	-	1,498,084	1,232,695
Office equipments	2,209,835	169,776	11,300	2,368,311	971,711	233,750	7,904	1,197,557	1,238,124
Furniture & Fixtures	3,614,034	129,333	21,066	3,722,301	2,063,901	523,922	21,066	2,566,757	1,550,133
<b>Subtotal (a)</b>	<b>12,621,808</b>	<b>1,129,070</b>	<b>32,366</b>	<b>13,718,512</b>	<b>7,099,938</b>	<b>1,877,218</b>	<b>28,970</b>	<b>8,948,185</b>	<b>5,521,871</b>
<b>Intangible assets</b>									
Computer software	-	196,630	-	196,630	-	32,592	-	32,592	-
<b>Subtotal (b)</b>	<b>-</b>	<b>196,630</b>	<b>-</b>	<b>196,630</b>	<b>-</b>	<b>32,592</b>	<b>-</b>	<b>32,592</b>	<b>-</b>
<b>Total</b>	<b>12,621,808</b>	<b>1,325,700</b>	<b>32,366</b>	<b>13,915,142</b>	<b>7,099,938</b>	<b>1,909,810</b>	<b>28,970</b>	<b>8,980,777</b>	<b>5,521,871</b>
<b>Previous year</b>	<b>11,134,726</b>	<b>1,855,542</b>	<b>368,460</b>	<b>12,621,808</b>	<b>5,436,979</b>	<b>1,897,577</b>	<b>234,618</b>	<b>7,099,937</b>	<b>5,521,871</b>
									<b>5,697,747</b>



*hijayale khani*  
*Shin. Manu*



Access Development Services

Notes forming part of the financial statements

Note 9.1: Fixed assets acquired out of grant funds

Particulars	Gross Block				Depreciation				Net Block	
	As at 1st April 2012	Additions during the year	Deletion during the year	As at 31st March 2013	As at 1st April 2012	Additions during the year	Deletion during the year	As at 31st March 2013	As at 31st March 2013	As at 31st March 2012
<b>Tangible assets</b>										
Computer Hardware	3,279,463	347,250	-	3,626,713	2,102,165	538,750	-	2,640,915	985,798	1,177,298
Vehicle	2,091,004	206,525	-	2,297,529	1,002,778	329,562	-	1,332,340	965,189	1,088,226
Office equipments	1,306,634	38,026	-	1,344,660	572,929	114,378	-	687,307	657,353	733,705
Furniture & Fixtures	1,153,764	45,613	-	1,199,377	905,893	90,479	-	996,372	203,005	247,871
<b>Subtotal (a)</b>	<b>7,830,864</b>	<b>637,414</b>	<b>-</b>	<b>8,468,278</b>	<b>4,583,764</b>	<b>1,073,169</b>	<b>-</b>	<b>5,656,933</b>	<b>2,811,345</b>	<b>3,247,100</b>
<b>Intangible assets</b>										
Computer software	-	-	-	-	-	-	-	-	-	-
<b>Subtotal (b)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>7,830,864</b>	<b>637,414</b>	<b>-</b>	<b>8,468,278</b>	<b>4,583,764</b>	<b>1,073,169</b>	<b>-</b>	<b>5,656,933</b>	<b>2,811,345</b>	<b>3,247,100</b>
<b>Previous year</b>	<b>7,023,094</b>	<b>1,176,230</b>	<b>368,460</b>	<b>7,830,864</b>	<b>3,612,143</b>	<b>1,206,239</b>	<b>234,618</b>	<b>4,583,764</b>	<b>3,247,100</b>	<b>3,410,951</b>

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



*Vijayalaxmi*  
Vijayalaxmi



## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

	As at 31st March 2013	As at 31st March 2012
<b>Note 10: Long term loans and advances</b>		
Security deposits	709,849	725,349
Advance income tax (net of provisions)	10,044,822	7,291,505
	<b>10,754,671</b>	<b>8,016,854</b>
<b>Note 11: Accounts receivable</b>		
<i>(Unsecured, considered good by management)</i>		
Outstanding for a period exceeding six months from the date they were due for payment	-	-
Others	39,223	275,134
Less: provision for bad and doubtful debts	-	-
	<b>39,223</b>	<b>275,134</b>
<b>Note 12: Cash and cash equivalents</b>		
Cash in hand	215,803	229,462
<b>Balances with banks</b>		
-Savings account *	15,675,823	5,509,648
-Deposit account #	132,068,063	15,168,063
	<b>147,959,689</b>	<b>20,907,173</b>
* Savings account includes Rs. 9,268,793 (Previous year Rs. 543,266) lying in designated FCRA bank accounts)		
# Deposits accounts are created out of FCRA funds and includes fixed deposits on account of Corpus Fund - Rs. 12.10 Crores ( Previous Year Rs. 0.98 Crores). Out of total Fixed Deposits, fixed deposits amounting to Rs. 1.25 Crores (Previous Year Rs. 0.36 Crores) have been issued as security against the overdraft facility of Rs. 1.055 Crores (Previous Year Rs. 0.30 Crores)with Axis Bank.The Company has taken a Corporate Credit card with a limit of Rs. 0.09 Crores (Previous year 0.09 Crores)of Axis Bank on security of fixed deposit of Rs. 1.07 Crores (Previous year Rs. 1.07 Crores).		
<b>Note 13: Short term loans and advances</b>		
Security deposits	88,338	-
Loans and advances to related parties	-	16,088
Loans and advances to staff	364,708	68,528
Prepaid expenses	511,158	611,156
	<b>964,204</b>	<b>695,772</b>
<b>Note 14: Other current assets</b>		
Grants receivable	7,780,157	14,915,132
Receivables from other development organisations	8,077,850	3,757,237
Contractually reimbursable expenses	64,215	417,073
Other receivables	191,760	-
	<b>16,113,982</b>	<b>19,089,442</b>
<b>Accruals</b>		
Interest accrued on deposits	6,801,001	587,691
	<b>6,801,001</b>	<b>587,691</b>
	<b>22,914,983</b>	<b>19,677,133</b>



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Notes forming part of the financial statements

(All amount in Indian Rupees)

	for the year ending 31st March 2013	for the year ending 31st March 2012
<b>Note 15: Revenue from operations</b>		
Grant income	86,051,706	95,013,067
Conference receipts	2,952,980	2,922,611
Consultancy income	55,314,944	41,569,174
	<b>144,319,630</b>	<b>139,504,852</b>
<b>Note 16: Other income</b>		
<b>Interest income on:</b>		
Bank deposits	3,331,686	2,424,243
Income tax refund	371,351	-
	<b>3,703,037</b>	<b>2,424,243</b>
Profit on sale of fixed assets	11,604	16,500
Net gain on foreign currency transactions and translation	13,933	-
Miscellaneous income	1,068,429	666,916
	<b>1,093,966</b>	<b>683,416</b>
	<b>4,797,003</b>	<b>3,107,659</b>
<b>Note 17: Employee benefit expenses</b>		
Salary and allowances	41,023,023	36,412,050
Contribution to Employee benefit funds	2,876,980	2,506,948
Gratuity	[See Note 25] 1,076,183	1,141,234
Leave encashment	[See Note 25] 1,262,119	1,377,875
Staff welfare	16,000	140,965
Other employee cost	786,288	1,016,061
	<b>47,040,593</b>	<b>42,595,133</b>
<b>Note 18: Finance costs</b>		
Interest on borrowings	907,149	136,425
Other borrowing costs	10,806	23,670
Net loss on foreign currency transactions and translation	-	87,819
	<b>917,955</b>	<b>247,914</b>
<b>Note 19: Depreciation and amortisation</b>		
Depreciation on fixed tangible assets	1,877,218	1,897,577
Amortisation of fixed intangible assets	32,592	-
	<b>1,909,810</b>	<b>1,897,577</b>
Less: Depreciation charged off to capital asset fund	1,073,169	1,206,239
	<b>836,641</b>	<b>691,338</b>



*Signature of Vijay Kumar Khurana*



*Signature of Manoj Kumar*

# Notes forming part of the financial statements

(All amount in Indian Rupees)

	for the year ending 31st March 2013	for the year ending 31st March 2012
<b>Note 20: Other expenses</b>		
<b>Administrative costs</b>		
Board meeting expenses	317,721	222,211
Directors sitting fees	175,000	30,000
Other meeting expenses	1,059,316	1,035,727
Electricity expenses	625,939	445,467
Communication expenses	2,701,659	2,437,682
Legal and professional expenses	927,226	484,190
Printing and stationary expenses	1,351,897	1,128,914
Insurance expenses	143,384	130,574
Rent	3,251,916	2,645,684
Office expenses	1,886,726	1,522,022
Repair and maintenance expenses	1,176,115	1,152,101
Vehicle running and maintenance expenses	882,750	904,672
Conveyance	2,686,679	1,818,606
Bad debts written off	348,853	580,117
Prior period expenses	-	8,585
Other expenses	293,448	1,288,503
	<b>17,828,629</b>	<b>15,835,055</b>
<b>Programme expenses</b>		
Consultancy	24,151,999	21,052,108
Grants given	4,047,546	6,328,589
Other programme expenses	41,810,220	41,908,174
Fixed assets charged to programme	637,414	1,176,230
Travelling expenses	9,872,622	10,008,341
	<b>80,519,801</b>	<b>80,473,442</b>
	<b>98,348,430</b>	<b>96,308,497</b>



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*Signature of Vijay Kumar Sharma*



## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

#### **Note 20A Related party disclosure**

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

Relationship	Name of related parties
influence exists and having transactions during the year	Access Assist Ode to Earth Enterprises Private Limited
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 2013	for the year ending 31st March 2012
Salary and allowances	5,140,522	4,486,818
Employer's contribution to benefit funds	349,143	313,268
	<b>5,489,665</b>	<b>4,800,086</b>

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

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

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

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

	for the year ending 31st March 2013	for the year ending 31st March 2012
<b>Access Assist</b>		
Grants paid	800,000	2,710,000
Consultancy paid	224,720	
	<b>1,024,720</b>	<b>2,710,000</b>

During the year the company has given a grant to a related party, Access Assist Trust amounting to Rs. 800,000 (Previous year 2,710,000) 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	10,431	
	<b>55,431</b>	<b>-</b>



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## 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 2013	As at 31st March 2012
<b>Receivables</b>		
Access Assist	-	16,088
	-	16,088

#### **Note 21 : 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 2013	for the year ending 31st March 2012
Net profit after tax attributable to equity shareholders (A)	1,973,014	2,769,630
Weighted average number of equity shares outstanding during the year - (B)	40	40
Nominal value of equity share	10	10
<b>Basic /diluted earnings per share (Rs.) - (A)/(B)</b>	<b>49,325.36</b>	<b>69,240.75</b>

#### **Note 22 : Earnings in foreign currency (on receipt basis)**

	for the year ending 31st March 2013	for the year ending 31st March 2012
Conference receipts	706,139	189,690
Grant income	29,742,242	52,602,141
Reimbursement of expenses	-	14,938
	<b>30,448,381</b>	<b>52,806,769</b>

#### **Note 23 : Expenditure in foreign currency (on payment basis)**

	for the year ending 31st March 2013	for the year ending 31st March 2012
Travelling	407,185	882,230
Stipend	-	62,304
Staff training	161,928	137,096
	<b>569,113</b>	<b>1,081,630</b>

#### **Note 24 : Legal and professional fees includes**

	for the year ending 31st March 2013	for the year ending 31st March 2012
Audit fees for statutory audit	224,720	220,600
In other capacity	9,738	12,410
Out of pocket expenses	10,184	94,417
	<b>244,642</b>	<b>327,427</b>






## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

#### Note 25 : 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 2013	for the year ending 31st March 2012
Employer's contribution to employee provident fund	2,876,980	2,506,948
	<u>2,876,980</u>	<u>2,506,948</u>

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

##### 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 2013	for the year ending 31st March 2012
<b>Reconciliation of present value of the defined benefits obligation :</b>		
Obligation at beginning of year	2,376,468	1,692,523
Interest Cost	190,117	143,864
Service Cost	709,636	653,010
Benefits paid	(473,977)	(457,289)
Actuarial (gain)/loss on obligation	217,138	344,360
Obligation at end of year	<u>3,019,382</u>	<u>2,376,468</u>

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

Current service cost	709,636	653,010
Interest cost	190,117	143,864
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	217,138	344,360
Expenses to be recognized in the income and expenditure account	<u>1,116,891</u>	<u>1,141,234</u>

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

Expenses recognised under employee benefit expenses	1,076,183
Expenses charged under expenses related to LIIF *	40,708
	<u>1,116,891</u>

\* The gratuity of Rs. 40,708 has been charged to LIIF corpus fund on estimation basis.



*Hijayalankar*



*Vinod Kumar*

## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

#### Compensated absences

	for the year ending 31st March 2013	for the year ending 31st March 2012
<b>Reconciliation of present value of the defined benefits obligation :</b>		
Obligation at beginning of year	2,076,268	1,645,988
Interest Cost	166,101	139,909
Service Cost	622,653	589,777
Benefits paid	(670,367)	(388,301)
Actuarial (gain)/loss on obligation	290,013	88,895
Obligation at end of year	2,484,668	2,076,268

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

Current service cost	622,653	589,777
Interest cost	166,101	139,909
Actual return on plan assets		
Net actuarial (gain)/ loss recognized in the period	290,013	88,895
Expenses to be recognized in the income and expenditure account	1,078,767	818,581

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

Expenses recognised under Employee benefit expenses	1,262,119
Expenses charged under expenses related to LIIF fund *	43,120
Less: Sick leave included in leave ecashment under Employee benefit expenses	226,472
	1,078,767

\* The leave encashment of Rs. 43,120 has been charged to LIIF corpus fund on estimation basis.

#### Actuarial assumptions

Mortality Table	IALM 1994-96	LICI 1994-96
Discount Rate (per annum)	8.00%	8.50%
Expected Rate of increase in compensation levels	5.50%	6.00%
Expected Average remaining working lives of employees (years)	22.97	23.78

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 26 : 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, 2013.



*Signature of Vijayalaxmi*



*Signature of Vipin Sharma*



## Access Development Services

### Notes forming part of the financial statements

(All amount in Indian Rupees)

#### Note 27 : 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 28 : 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-15 Employee Benefits, AS-19 Leases, AS-29 Provisions, Contingent Liabilities and Contingent Assets are not applicable to the company for the reporting period.

#### Note 29 : 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 : July 24, 2013



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



**Vijayalakshmi Das**  
Chairperson

**Vipin Sharma**  
CEO

Place : New Delhi

Date : 24/07/2013

Place : New Delhi

Date : 24/07/2013













ACCESS Development Services, 28 Hauz Khas Village, New Delhi 110016  
Tel; 91 11 26510915 Fax: 91 11 26850821  
[www.accessdev.org](http://www.accessdev.org); [www.microfinanceindia.org](http://www.microfinanceindia.org)

## ACCESS OFFICES

### ACCESS DEVELOPMENT SERVICES

28 Hauz Khas Village, 1<sup>st</sup> floor  
New Delhi – 110 016  
TELE: 011-26510915/26536436/26536435  
TELE FAX: 26850821/220

### MADHYA PRADESH

H-4, Nishat Colony, 74 Bungalows  
Bhopal- 0755-462 003  
Madhya Pradesh

### WEST BENGAL

BA – 97  
Sector 1, Salt Lake City  
Kolkatta- 64  
Tel: 033-40050664  
West Bengal

### BIHAR

Road no: 10 Qr No. : 42  
Gardanibagh  
Patna – 800002  
Mobile no.: 9931592437  
Bihar

### ANDHRA PRADESH

H. No: 1-8-450/1  
B-18, Indian Airlines colony  
Prakash Nagar,  
Begumpet  
Secunderabad - 500 003  
Phone: office: 040 -27905556  
Andhra Pradesh

### ODISHA

Plot No. M-76 (Ground Floor)  
Madhusudan Nagar, Unit-4  
Bhubaneswar-751001  
Tel: 0674-2390041, 2392079  
Fax: 0674-2390041  
Odisha

### RAJASTHAN

S'8'A, Piyush Path  
Bapu Nagar, Jaipur – 302015  
Contact No. 0141- 2708753/4016783  
Rajasthan

