

### **Empowering People** Transforming Lives

Annual Report 2017-18

#### Foreword

In the ecosystem of voluntary organizations, Sambhav Foundation is founded in 2006 for sustenance and advancement of the underprivileged sections of the society. There was a gap to be filled in and a unified approach to be carved out for culminating the vulnerabilities of the disadvantaged and the disabled fellow citizens. Sambhav Foundation formed with an intent to create an ecosystem that supports the youth, the women and the disabled children, and to create a cohesive environment for them to be able to lead a better life with better opportunities. The foundation aims to help the weaker sections plunge into the world of unexplored possibilities to diversify and widen the areas where they can utilise and enhance their potential. Sambhav is committed to the cause of destitute through the three-fold philosophy of Education, Employment and Entrepreneurship. The integrated approach with multiple partners, government and corporates, has resulted in conscious grass root interventions with a positive impact on the community.

Since its inception, Sambhav has evolved from being a facilitator to building up development model for inclusive growth of intended beneficiaries. The organization started with the zeal to create a prototype of development intervention that is both replicable and empirical. Our experience and learning have sustained this zeal as we continue to embark on our 'Change-making' journey.







Sambhav means 'Possible', and with the intent to make the change possible for deprived people, Sambhav Foundation was founded in 2006. When I look back to these years, there is the tremendous change that we have witnessed in the course of 12 years. Sambhav started with a special school for intellectually challenged children and gradually forayed into interventions for youth and women, moving forward in its mission of dignified life for all. The focus of Sambhav is engraved in its vision to create a just and equitable society, and with every year we are taking a step forward in this direction.

Our journey has been a mix of accomplishments and setbacks, and with each passing year we are learning and moving ahead. Sambhav Foundation has stuck to it ideology and is making efforts to improvise on the interventions, processes and impact evaluations.

We have witnessed changes in our approach, and with each passing day, this change has helped us stay strong and committed to our cause. We are discovering newer and better ways to reach out to the youth, the women and the children and enable them to lead a life they have dreamt of. We want to work in a sphere that gives freedom to the vulnerable class to have a prosperous and healthy life.





# Program-Saadhya

As per census 2011, India is home to 2.68 crore people struggling with some form of disability. We as a nation have failed to provide a fair and equitable society for physically and intellectually challenged people. Sambhav Foundation sought this gap and decided to do its bit.

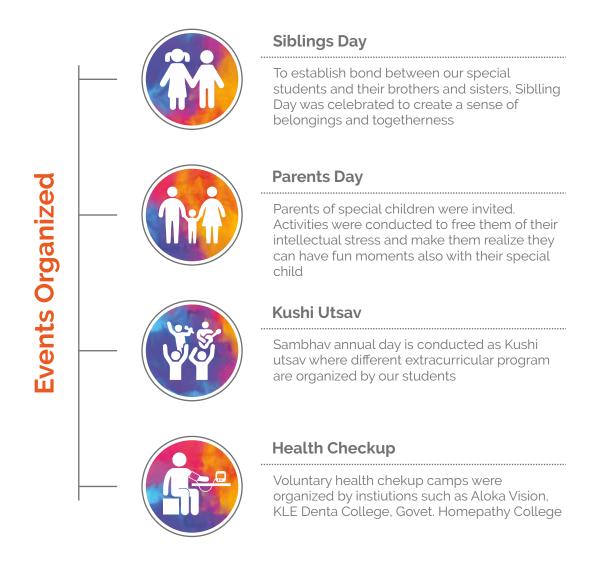
Sambhav school was the first step in this direction. It was started to help disabled children build up their skills and confidence. Under Saadhya program we work on different areas to improve the cognitive ability of students.







- Early Intervention: In the Early Intervention program, children in 0-6 years of age with delayed development milestones are inducted. The program is designed to provide intensive care to these children from an early stage to fill up the developmental gaps.
- Open Basic Education Program: Sambhav in collaboration with National Institute of Open Schooling (NIOS) is working to bring disabled students into mainstream education. A team of therapists, special educators, and child psychologists work with students to help them in coping up with studies and give them special attention.
- Life Skill & Vocational Skills: Sambhav initiated skill development program for disabled youth to make them earn on their own and give them means of livelihood and empowerment. The students are making different products under vocational training and we are helping them to sell it through corporate partnerships.
- The students have made candles, Diyas, chocolates, paper bags, soaps and detergents. Recently computer training has also been added.







NIOS students completing their class 10th exams

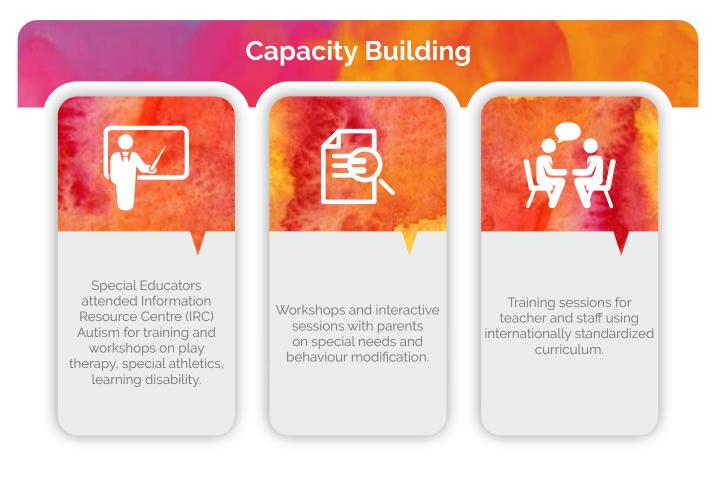


10 students certified for secretarial practice course



Chanelizing the sales of products through regular stalls in community and corporates

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#### **Impact So Far**



Interns, Corporates, Volunteers together contributed 50000+ hours 10th std through NIOS



40% successfully completed



10 vocational adults earning stipends through product sales



17 children admitted in mainstream school



Sibling Day Celebration

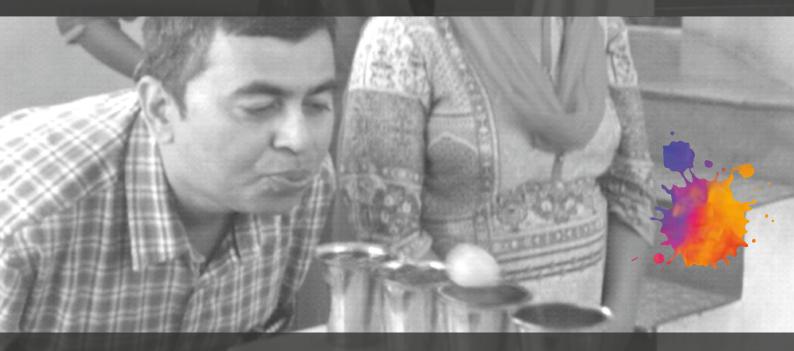
Participants at TCS 10K Race

# HAVARA FF

TH GATE

Empowi to Flower"

Student receiving prize in Chavara Fest



Parent Day Celebration

1

Participants at TCS 10K Race

# Program-Saksham

"You give a poor man fish you feed him for a day you make him learn fishing you feed him for a lifetime."

Under Saksham, the youth get trained in different sectors and courses which help them have a dignified life.

The marginalized youth, economically and socially backward women and unemployed people are covered under different skill development programs to build new skill sets, nurture and upgrade existing skills and give recognition to their knowledge and expertise. The skilling programs are executed in industry aligned courses, with expert trainers coupled with practical approach utilizing technological advancements in tracking candidate learning, adherence and program impact.

Different skilling models are adapted to provide livelihood solutions to the vulnerable group.



Classroom Based Training



Upskilling



Entrepreneurship Support

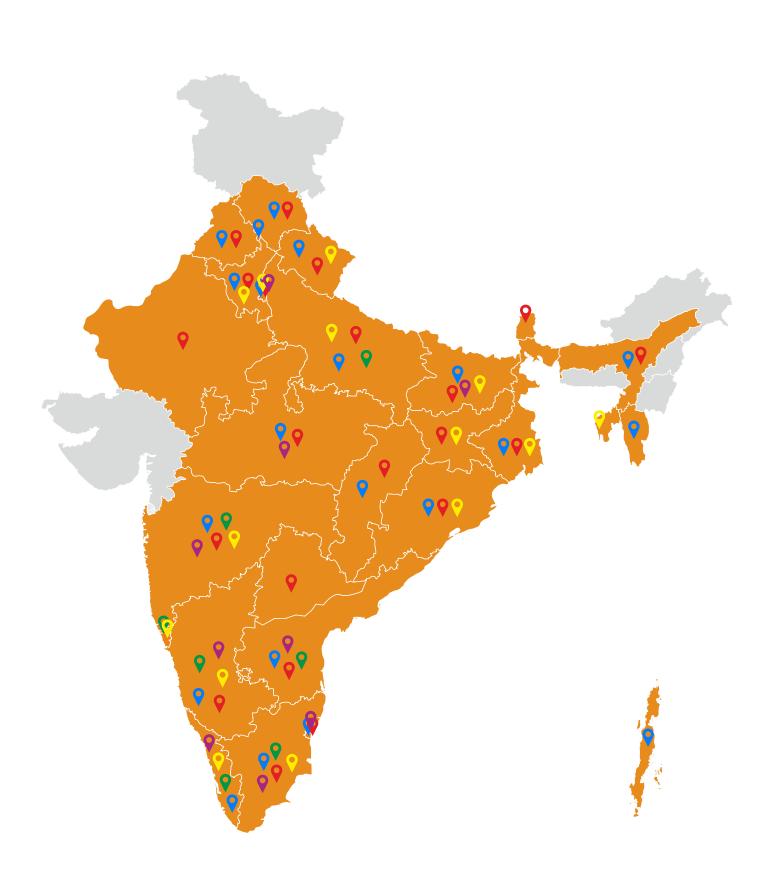


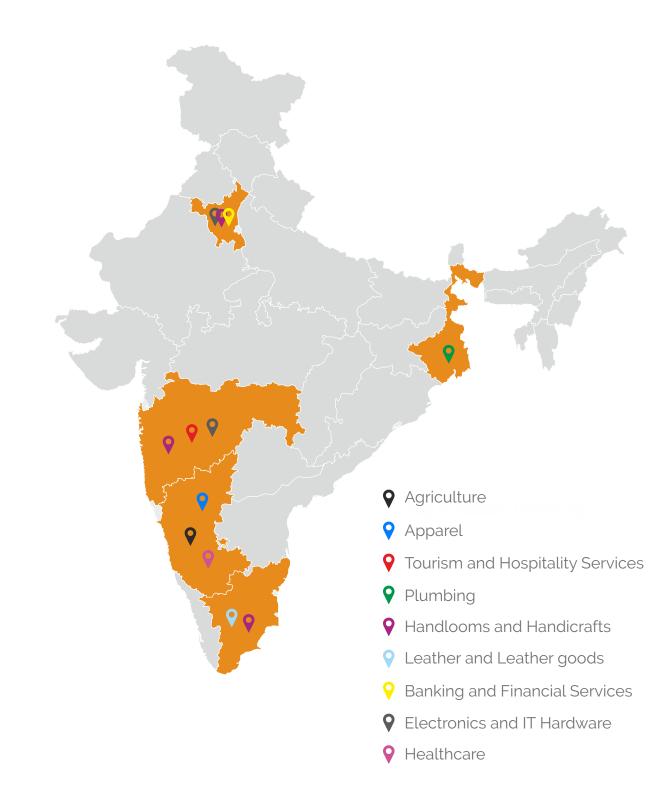


Sambhav has its pan India presence in skill development programs. The organisation has conducted training in more than 20 sectors with more than 3,60,000 candidates since its inception. In FY17-18 Automotive, Beauty & Wellness, Building & Construction, Retail and IT/ITeS were the major sectors for training and skill development. Over 10,000 candidates were enrolled for the training program across India, of which more than 48% were women trainees. The overwhelming participation of women marked the inclusiveness of Saksham.

#### **Top Five Sector Presence Pan India**

- Automotive Skills Development Council
- P Beauty & Wellness Sector Skill Council
- Organised Retail
- Building, Construction and Real Estate Services
- IT & ITe'S





Skill development programs are designed to make people capable of their socio-economic development. In the zest to ensure the financial stability of trainees, Sambhav Foundation works forward to provide employment linkage to the certified candidates. The employment linkage is a mix of wage and self-employment. For self-employment, the candidates are given guidance to start their enterprise. For wage employment, the placement team of Sambhav Foundation interacts with candidates at different stages to understand their aspirations and correctly set their expectations. The mobilizers and trainers work in collaboration with the placement team to prepare candidates for the placement process. Placement drives are conducted at the training centre/Out Reach Centre/Employer Office to link certified candidates with decent opportunities.

More than 74% of certified candidates are linked with employment opportunities in FY17-18.



















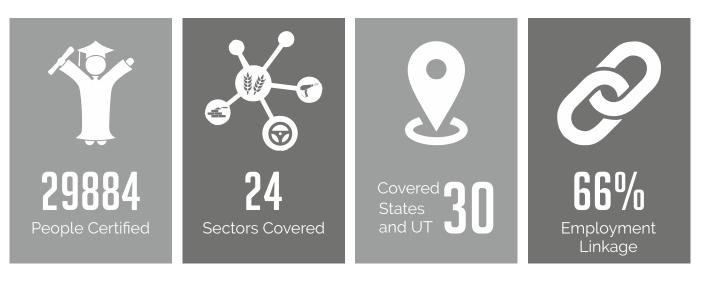








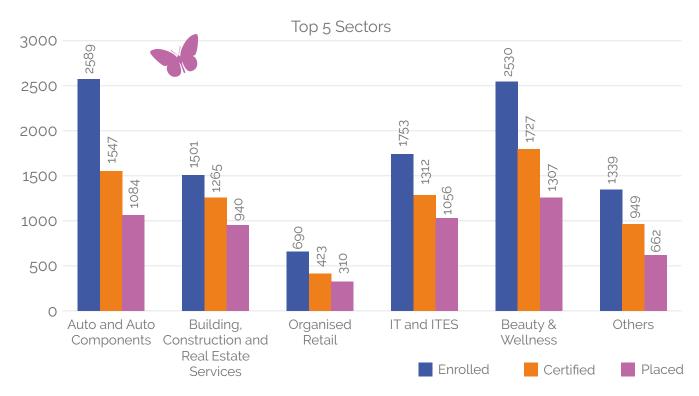
#### **Impact Created so Far**



#### **Dual Training Model**

A notable project is conceived on Dual System of Training in collaboration with HT Parekh and partnering with ITI and industries. The project is designed to fill the gap in conventional technical training. The students undergo both classroom training and industry-aligned training as an apprentice which upgrades them from being semi-skilled to skilled personnel. The training is also imparted on finishing skills increasing their employment opportunities.

#### Saksham in FY17-18



Note: Other sector comprise of Agriculture, Apparel, Hospitality, Plumbing, BFSI, Handicrafts & Healthcare





#### Swarnalata-Empowering Marginalized Youths

Special skill development centre set up for unemployed and destitute youth in Noida to bring them within the periphery of the formal training system. The candidates from the lower economic group are mobilized to participate in the training program. Highly qualified SSC certified trainers are hired to impart training on the automobile, IT and retail-oriented trades with an additional module on Workplace Skills to enhance their employability capability. The target-oriented program is designed to have a state of the art training facility and create a sustainable livelihood linked development program.







Sujan hails from a remote village of Kolkata. Life of Sujan took an unfortunate turn soon after he cleared his class 12. The crop on their farm got destroyed which left them penniless. This was quite demoralizing for Sujan as his dreams to pursue higher studies were now down to drains.

As a responsible person, Sujan began searching for jobs without losing hope for a better future. "Those were tough days, really," he says, while recollecting the days while he was unemployed. Not only did he feel directionless about where to look for job, but he also did not know how to display his skills to take up a job. Problems worsened when money lenders took away their farm land as his father was unable to repay the loan. With a heavy heart, his father started working as a daily wage labourer to fend for the family, but his father's wage was not sufficient for their family of four members. There was a constant shortage of money. Sujan, as a silent spectator, was emotionally hurt while he observed this condition.

One day a mobilizer of LabourNet who came to their door. He gave hope to Sujan that by getting trained with AkzoNobel and Sambhav Foundation's training program on Car Painting and Refinishing, implemented by LabourNet, could enhance his employability. This hope was enough for Sujan to enrol into the course.

The first day was an unforgettable experience for Sujan. He happened to meet many young boys of his age, who had come with eyes full of hope for a bright future.

"After enrolling, I felt like entering into a different world, there were many boys of my age who lived a similar lifestyle. To be with peers who had similar goals and aspirations in life, gave me lot of new ideas to lead my life," he says.

The training included the preparation of the paint, cleaning and processes to make the part taken for painting free from particle contamination, the use of various solvents, use of chemical protective garments, and perform a workplace risk assessment.

"We were introduced to the special qualities of the paints of AkzoNobel. We were told that their paint helps to keep the temperature inside the car cooler than other paints, and their paints have anti micro biological properties that prevent the growth of fungi and algae on car's body parts.

Soon after the training which was for 12 days, Sujan was placed as a head helper by Sambhav in company named as Agency House, a Maruti Suzuki Showroom and service centre in Port Blair, in the body repair and paint shop department. His daily work includes identifying a colour code using various methods, mixing the correct amount of colour, applying undercoats, colour coats to the cars that come for servicing.

He earns a decent income and can send some money back home. He earns a fixed pay of Rs.9500 per month and gets incentives for overtime and feedback from customers.

He is grateful to his Centre head for providing all necessary training facilities and constant motivation by meeting all candidates. He wishes to continue with this job, now he is now able to fund for education of his younger brother. "I feel that the mobiliser from LabourNet has acted as a saviour for me and my family".





Pune, Maharashtra

Sunita Mane lives with her family in Pune and is a school dropout. Being quite poor in studies, she decided take up a job. Job search was difficult for her as her education was incomplete and experience was nil. This problem was resolved after she joined Bata and Sambhav's free training program that she came to know about from a friend. Although she had been poor in formal studies, Retail Sales course interested her as she enjoyed the informal way of learning which she found very interactive and engaging. It boosted her confidence and prepared her for the job market. After the course, she attended the interview at a retail store named Hiraneeya Traders that was arranged by Sambhav's placement cell. She got selected and was placed as Sales Associate with a monthly income of Rs. 8000. It was a "dream come true" for Sunita and she aspires to climb higher and support her family too. She strongly advocates Bata and Bata's program to all her friends as it had changed her life and made her self-reliant



### Program Saakshi 🚿

## "Women are the largest untapped reservoir of talent in the world" - Hillary Clinton

Women have been the focal point of many interventions. Saakshi revolves around building up the capacity of women to take charge of their lives and support themselves and their families. The program captures three essences of the women growth- Skill Development, Economic Independence & Decision Making Power. Sambhav has trained over 5000 women in FY2017-18 and near to 65% are linked with wage and self-employment gain financial independence.

Different skilling and employment models are designed to support the existing entrepreneurs, unskilled workers and semi-skilled workers to help them walk up the ladder to witness sustained growth.

The women are supported on vocational education, financial literacy, setting up of enterprise and raising their awareness level on different social topic.

Training has been imparted in multiple sectors such as Beauty & Wellness, IT/ITeS, Apparel, Construction, Retail, Tourism & Hospitality. Women have also shown their inclination in male-dominated industries such as automotive, capital goods, plumbing which has added to our zeal and commitment to work progressively with them.

The entrepreneurial instincts in women are often subjugated owing to financial constraints, lack of family support, or even lack of guidance and societal constraints. Sambhav Foundation rolled out special projects to support women entrepreneurs to either set up their enterprise or handhold in existing enterprise to make it sustainable. The entrepreneurs are supported on the economic linkage, product marketing, financial modelling and business planning. The enterprises are mentored, and hand-holding is being done for a period of three years till the time they become viable.

#### **Models Adopted**

Skill Development

Entrepreneurship Development

#### **Impact Created**

**5053** Women Trained in FY2017-18 49%

Participation of Women in Skilling Program





Beauty & wellness sector provides excellent scope for women empowerment. Women belonging to poor socio-economic background can contribute to their family income by opening a small parlour or work in a salon. Many women undergo skill training in courses under beauty & wellness and set up their salon. These women do have the know-how of doing a beauty service, but they lack the business acumen to run their business. Realizing this gap, Sambhav Foundation started Beautypreneur project to address the difference concerning business management skills. The entrepreneurs are supported in business planning, service engagement ideation, shop layout, service expansion, financial stability, marketing and branding activities.

#### Beauty for Better Life

Beauty for a Better Life assists women in building toward the future by providing training in the beauty sector related occupations. Sambhav Foundation partnered with LOREAL to train and upskill women from underprivileged communities by conducting skill development training under its Beautiful Beginning Programmes across 12 locations in India. 912 women were certified, out of which 62% started working after training with an average salary of Rs. 8000- 10000 per month. The project proved out to be a key notch project for marginalized women who are now able to have financial stability.



The traditional skill set of rural women in tailoring and embroidery is being spearheaded to create a sustainable livelihood opportunity for them. Sambhav with the support of Panasonic is working on building Self Employed Women Tailors in Gharonda, Karnal. The project is designed to provide training in tailoring and embroidery to women and support them to set up their enterprise. During the course of the program, the candidates are taken to exposure visits, guest lectures to improve their understanding of business management. The overall training enhances the technical and business skills of women, building up their capacities to provide their enterprise and make it a sustainable and profitable venture.









Navi Mumbai, Maharashtra

While dreams can be many, realistic goals come only through knowledge and experience. Anita Maske, a 10th qualified housewife hailing from Navi Mumbai, Maharashtra, was always passionate about makeup and beauty treatments. Married for 12 years, her husband was capable enough to take care of her small family. However, her aspirations pushed her to dream of something bigger for herself, especially in the beauty sector. Opportunity came to her in the form of free training from Loreal Sambhav located in Ghansoli. Without further ado, she enrolled with full support of her husband. After successful completion of the training, she interned with a salon, Identity Spa and Salon, and was hired by Lakme, a renowned salon in India, with a starting salary of INR 14000. Anita underwent a positive transformation in her personality with the help of soft skills training integrated in her program. This further helped her land her dream job. Expressing her gratitude to her trainer, Devika, Sambhav placement team and L'Oreal for her present success, she dreams of taking her training further that would help her advance in her career.



I am Neha. I am 20 years old and I belong to Gharaunda (Haryana). I studied up to 12th from Haryana Board. My father's name is Randhir Singh and he is a daily wage earner. My mother is a housewife. After I completed my education I wanted to pursue my studies but in these circumstances I could not continue my studies due to financial problem. We are 8 members in my family. My elder brother is married who could not give any support to my father, then I decided to give support to my family but for this I needed any talent. I had interest in hand embroidery and wanted to develop skills related to it. I heard about the Panasonic centre from my neighbours then I visited the centre and joined the course.

I completed my course on 26th of December 2017. After completing this course I had started small business at home and also trained the girls. I am very happy with that. I am earning Rs.6,000/ to 7,000/ per month. Finally I want to express my sincere gratitude to Panasonic who are providing free training and thanks to all centre team and trainer whose way of teaching is very impressive. The trainer trained us well and mingled with all the candidates.





Bangalore, Karnataka

Chandra a mother of three children had to discontinue her studies after class X as her family got her married early. Financial constraints and societal pressure forced her parents and before she knew she was already a mother at 17. She remained a dutiful wife, trying to manage her family with her parent's meagre income as a catering manager in a small restaurant.

At the age of 35, when financial troubles escalated due to needs of her growing children, Chandra decided to look for a job that would relieve her husband's burden. She got a job as a winder at SRB Engineering Works. Life was more or less on track until one day her company was shut down all of a sudden. She desperately started searching for another job but could not find anything matching with her work experience.

Chandra's friend came to her rescue and suggested that she join a BPO training program offered by Sambhav Foundation for helping the underprivileged become employable through industry relevant skills.

"Joining the training course was the best decision of my life. At a time when I was totally clueless about what to do next to get a job, this training built my confidence, improved communication skills and equipped me with computer knowledge." Says Chandra

Chandra speaks fluent English now, and has acquired good knowledge about customer service. She has confidently cracked her interview and is now placed with Digicol as a customer support executive. She gives the credit of her success to her husband and friends who suggested this training program.

Chandra dreams of becoming an entrepreneur one day. Her children feel motivated that their mother has a respectable office job that brings home a good income.

### Program-Shikshan

"An investment in knowledge pays the best interest"-Benjamin Franklin

Shikshan program focuses on education and knowledge building of people of all ages and gender. Education is the foundation of an individual's character, and without adequate knowledge, people are prone to misjudgement and wrong decisions.

To nurture the development of children, we are working on multiple interventions such as vocational education in schools, focusing on sports education in school to emphasize on health and holistic development, infrastructure improvement in schools and teachers training program.

Under Shikshan, Sambhav has also organized multiple awareness programs with children, youth, women and adults on social and health issues.



Road Safety & Awareness Program



Don't Drink & Drive





**Health & Sanitation** 





Road Safety Awareness program is conducted in schools and colleges of Mohali and Chandigarh to educate students on road traffic rules, their responsibility as road user, provide information on first aid and safety procedures. The awareness program is conducted by experts and sees active involvement of traffic police in the mission to develop responsible drivers of tomorrow and have safer roads for everyone.



Truck drivers are one of the most vulnerable groups when it comes to victims of reckless driving due to alcohol consumption. To tackle the issue of growing accidents due to drunk driving, Sambhav partnered with United Breweries to reach out to truck drivers and conduct one day awareness workshop with them. The pilot was conducted in multiple locations in Andhra Pradesh and Karnataka. The awareness program conveyed the message through nukkad natak, group discussion and covered over 650 truck drivers in a span of 2 months

#### **Educate Girls Build Nation**

The traditional skill set of rural women in tailoring and embroidery is being spearheaded to create a sustainable livelihood opportunity for them. Sambhav with support of Panasonic is working on creating Self Employed Women Tailors in Gharonda, Karnal. The project is designed to provide training in tailoring and embroidery to women and support them to set up their own enterprise. During the course of program the candidates are taken to exposure visits, guest lectures etc. to improve their understanding of business management. The overall training enhances the technical and business skills of women, building up their capacities to run their enterprise and make it a sustainable and profitable venture





# BALANCE SHEET AS AT MARCH 31, 2018

|  | Notes | 31-Mar-2018<br>Rs. | 31-Mar-2017<br>Rs.          |
|--|-------|--------------------|-----------------------------|
| RESERVES AND LIABLITIES                                    |       |                    |                             |
| Corpus Fund  | 2     | 787,395            | 787,395                     |
| Reserves and Surplus                                       | 3     | 34,817,908         | 34,917,563                  |
|  |       | 35,605,303         | 39,704,958                  |
| NON-CURRENT LIABILITIES                                    |       |                    |                             |
| Long-Term Borrowings<br>Long Term Provision                |       | -                  | -                           |
|  |       |                    |                             |
| CURRENT LIABILITIES  |       |                    |                             |
| Trade Payables   | 4     | 26,257,221         | 25,922,026                  |
| Other Current Liabilities                                  | 5     | 2,792,555          | 3,254,341                   |
| Short-Term Provisions                                      | 6     | 457,637            | -                           |
|  |       | 29,507,413         | 29,176,367                  |
| ASSETS   |       | 65,112,716         | 68,881,325                  |
| NON-CURRENT ASSETS   |       |                    |                             |
| Fixed Assets   |       |                    |                             |
| Tangible Assets  |       | 24,965,217         | 26,258,052                  |
| Intangible Assets  |       | -                  | -                           |
| Capital Work-In-Progress                                   |       | -                  | -                           |
|  |       | 24,965,217         | 26,258,052                  |
| Non-Current Incestments                                    |       | -                  | -                           |
| Long-Term Loans and Advances                               | _     | -                  | -                           |
| Other Non-Current Assets                                   | 7     | 5,468,090          | 5,126,564                   |
|  |       | 5,468,090          | 5,126,564                   |
| CURRENT ASSETS   |       |                    |                             |
| Current Investments  | 8     | -<br>30,580,430    | - 21,143,311                |
| Cash and Cash Equivalents<br>Short-Term Loans and Advances | 9     | 4,098,979          | 2,452,553                   |
| Other Current Assets                                       | 10    | -<br>-             | 2, <del>1</del> J2,JJJ<br>- |
|  |       | 34,679,409         | 37,496,709                  |
|  |       | 65,112,716         | 68,881,325                  |

Significant Accounting Policies and Notes 1 This is the Balance Sheet referred to in our report of even date





|   | Notes          | 31-Mar-2018<br>Rs.                                | 31-Mar-2017<br>Rs.                               |
|---|----------------|---|--|
| INCOME  |                |   |  |
| Contribution receive towards Charitable Activities<br>Other Icome   | 11<br>12       | 100,517,197<br>602,953                            | 104,114,341<br>608,018                           |
| <u>Expenditure</u>  | -              | 101,120,150                                       | 104,722,359                                      |
| Expenses towards Charitable Activities<br>Employee Benefit Expenses<br>Operating Expenses<br>Depreciation | 13<br>14<br>15 | 96,825,618<br>2,059,749<br>1,173,171<br>5,161,266 | 101,799,225<br>1,171,585<br>502,983<br>3,450,604 |
|   | -              | 105,219,804                                       | 106,924,397                                      |
| Excess of Income Over Expenditure/ [Excess of Expenditure Over Income] [Before Tax]                       |                | (4,099,654)                                       | (2,202,038)                                      |
| Less: Provision for Income Tax  |                | _   | -  |
|   |                | -   | -  |
| Excess of Income Over Expenditure/ [Excess of<br>Expenditure Over Income] [After Tax]                     |                | (4,099,654)                                       | (2,202,038)                                      |



### About Our Trustees

Gayathri Vasudevan is the Chief Mentor and Trustee of Sambhav Foundation. She is the CEO of LabourNet, and has over 20 years of professional experience in national and international organisations. She has held several advisory posts in the government; a senior position at International Labour Organization; and has an experience of working with various multi-lateral and bi-lateral organisations.

> Rajesh AR is the Managing Trustee of Sambhav Foundation, and Executive Director at LabourNet. He has a diverse experience in the domain of outsourcing including employability, human resources, and more. At present, he is the governing council member of the Centre for Social Initiative & Management (CSIM), and Consultant to Leather Sector Skills Council.

Gayathri Vasudevan Chief Mentor & Trustee

Manjusha is a scientist who with Bhabha Atomic Research Centre

Rajesh AR Managing Trustee

(BARC) in the Ultra Trace Analysis Section. She has more than 15 publications in international peer reviewed journals. She is an active volunteer at old age homes in Hyderabad.



























































### **Client Speaks**



#### Arjun Menda

Trustee - Menda Foundation

Menda Foundation has collaborated with Sambhav foundation for skilling the underprivileged youth in Karnataka. The program has impacted youth to improve their skills and become employable. All the candidates attended the skill development program have got employed in various organizations. Menda Foundation is happy that the program is uplifting the weaker section of the society to empower themselves by learning skills and thereby improving their profile. Sambhav Foundation is doing an excellent job in identifying the deserving candidates for the program and training them with the skills they require for improving their competency.



#### Parthasarathi Changdar

Lead CSR - AkzoNobel India

I am Neha. I am 20 years old and I belong to Gharaunda (Haryana). I studied up to 12th from Haryana Board. My father's name is Randhir Singh and he is a daily wage earner. My mother is a housewife. After I completed my education I wanted to pursue my studies but in these circumstances I could not continue my studies due to financial problem. We are 8 members in my family. My elder brother is married who could not give any support to my father, then I decided to give support to my family but for this I needed any talent. I had interest in hand embroidery and wanted to develop skills related to it. I heard about the Panasonic centre from my neighbours then I visited the centre and joined the course.

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#### **"Key Training Partner Award"** by Essilor for nplementing skills training program across India











#### Sambhav Foundation

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