



Enabling learning that prepares a child for life

Annual Report 2013-14

Our Vision

Creating a just and humane society to ensure equal opportunities for quality life to every Indian citizen, by reaching relevant and quality education to the most marginalized.

Our Mission

Providing access to relevant and quality education to the most marginalized sections of society by engaging with and building the capacity of civil society actors such that it leads to educated, egalitarian and empowered communities.

Our Endeavour

- 1) To ensure that every child, whether boy or girl, in the age group 6 to 14 years, completes 8 years of primary education.
- 2) That education is relevant to the growth and development of these children in their environment.
- 3) That such education is provided through feasible, affordable, local solutions that are sustainable.
- 4) To ensure that community participation is part of the process to ensure relevance and sustainability.
- 5) To provide livelihood skills to youth in the age group of 15 to 20 years, so that they are equipped to earn substantial incomes, on a sustainable basis.

Our implementation strategy:

- To work with credible, locally based organizations.
- Create clusters of 8 to 10 organizations in a specific geographic location (2 or 3 districts). Each cluster partner has specific competencies complementing each other in the cluster, in implementing holistic programmes with wide impact.
- Establish State level forums of like-minded organizations. The forum plays an important role in identifying problems, developing programmes, identifying capacity building needs, organizing learning tours and actively participates in lobby and advocacy.
- Linkages with other organizations in the country are established to access competence and build the capacity of civil society in relevant implementation areas.

Cover Photo

This is the picture of primary school children, from YCDA's project area in Boudh district, Orissa. The unbridled joy seen on these young faces is symbolic of how the school environment can be made a joyful place of learning and fun. Over the last six years, the initiatives under the India Education project has touched these basic aspects of teaching, enrolment, school infrastructure and parental support, in nearly 900 village communities in the states of Jharkhand, Orissa and Chhattisgarh.

Credits: YCDA, Partner organization & Cluster Lead-WOEW Cluster



Development Focus

No. 917, 3rd C Cross, 9th B Main, HRBR Layout, BANGALORE, INDIA
Tel: 91-80-2545 1823; Telefax: 91-80-4123 1813; df@devfocus.in; www.devfocus.in

Table of Contents

No.	Description	Page No's
1.	Foreword - from the Managing Trustee	4
2.	Overview of Programmes	5
3.	Overview of programme, activities and results	6
	a. Cluster Educational Initiatives	6
	b. State Forums	6
	c. Summary of Clusters and partner organizations	7
	d. CDM Pilot Program – A Fair Economic Development initiative	7
4.	Stories of Change	
	a. Together, our Voice has strength – It is heard and acted upon	8
	b. Community Based Organizations have a “Voice”- The case of School management Committee at Kamo, Sadar Lohardaga	8
	c. From hesitant steps to a confident action – the journey of Baru Umbul Mahila Samithi	9
5.	Broader Cooperation, Volunteering and Internship	9
6.	Communication and Fund Raising	10
7.	Human Resources Management, Institutional Development and Governance	11
8.	Reflections from the Director	12
9.	Financial Overview	13
10.	Audited statement of accounts	14
11.	Pictorial snapshots of the programme initiatives	20



Foreword

It is my privilege once again, to present the work of Development Focus in the year that went by and our aspirations for the coming years. Our strategy has always been to believe in the God given potential of people and to facilitate them to realize and unleash this potential for their development and that of their communities. Although Development Focus and our 40 partners work in some of the poorest parts of this country among vulnerable sections of our society, we can see the communities, including children, take ownership of their situation and bringing sustainable transformation in their lives.

The education programme that started in 2007 will come to an end later this year. Although direct inputs from our partners will cease, the communities are confident that they will maintain the initiative and even build further on it. There is enough evidence to believe this will happen. In nearly 900 villages where our partners have intervened, the school enrolment rate has been maintained at nearly 100% and the drop-out rate at primary level reduced substantially. The credit for this achievement goes to the empowered communities. The “Earn While You Learn” initiative that was introduced 6 years ago continues to make an impact in the attitude of children and their parents towards education. They see education to be more relevant and will continue this component as part of the curriculum. The empowered Self Help Groups, Cluster Level Associations, School Management Committees and Federation of Children’s Clubs will continue to claim their entitlements when it comes to their Right to Education. It is already amazing to see that children are able to voice their opinion to duty bearers and claim their rights. The state level forums facilitate this process of “bringing change in the system”.

Even as the inputs to the education programme come to an end, Development Focus has initiated a pilot programme

on Clean Development Mechanism introducing solar lanterns and fuel saving stoves. These appropriate technologies can make a huge difference to the Quality of Life in these remote villages. The communities are also sensitized to preserve their delicately balanced ecosystem. The Make-Market-Maintain strategy is used to provide livelihood for youth and a better life for their communities. Once the pilot is proved successful – there are ample indications of the same – the programme will be rolled out to several of the communities where the education programme was implemented and where there are strong community groups.

From inception, Development Focus has been supported to a large extent by Edukans Foundation in Holland and we are very grateful to them for this. Due to a change in policy of the Dutch government this is not going to be so anymore. Development Focus wants to sensitize the better off part of Indian society of their responsibility towards their less fortunate counterparts. The “Bridge 2013” concert and the “Power of One” campaign have been initiatives towards this end. We want to step up such initiatives not only for fund raising but as a process to reduce the growing disparity within the Indian society.

The Development Focus team under the able leadership of Mohan Paul and our 40 partners has done a great job. We want to build further on this momentum. We are very grateful to Edukans Foundation for their support, both technical and financial. We also greatly value the timely advice and guidance of our Trustees.



Thomas Paul
Managing Trustee



Overview of programmes

Key elements of the programme design and implementation strategy

Development Focus initiated The India Education Programme (IEP) in 2007, with the support of Edukans Foundation. The goal of improving access to quality and relevant education for the most marginalised children and youth in India entailed the following initiatives:

- Improving the quality of primary education in government schools
- Introducing livelihood skills to primary school children
- Providing livelihood skills to out of school children and unemployed youth through Community based training
- Promotion of appropriate technology solutions to improve rural amenities and livelihoods for rural communities
- Lobbying with government and advocating for education issues

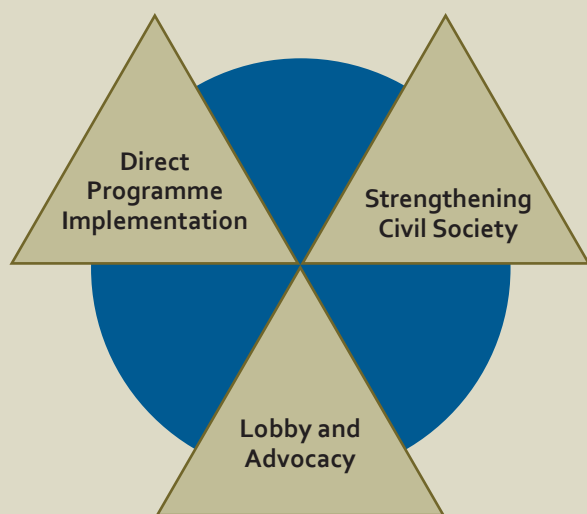
with relevant stakeholders.

- Capacity building of partner organizations in the programme states.
- Provide financial support to partner organizations to implement the programme

Stakeholders
Children and Youth
Community based organizations
Local partner organizations – NGOs
NGO clusters
NGO State Forums
Government departments



Programme approach



Programmatic Strategy



Overview of programmes, activities and results

India Education Programme

The year 2013-14 is the penultimate year of the 2nd phase of the 2 phase **India Education Program** (IEP) that was initiated in 2007. The focus of the 2nd phase has been on: building capacities of community institutions to take over and anchor the project locally, for sustainable results; strengthening district and state level Civil Society networks for appropriate advocacy & lobbying with the state government for institutionalizing approaches successfully demonstrated.

Cluster Educational Initiatives

Clusters programmatic interventions strategies were organized around 3 key themes:

- Education and local solution
- Education for marginalized people
- Education and Work

Focus of activities during the year was on:

- a) Strengthening Child Clubs to form Federation and annual get together - Bal Mela
- b) Forming/strengthening Cluster Level Associations of SHGs
- c) Capacitating CBOs to demand education rights and entitlement from Government
- d) Interface/ Consultation with Education Department, Sarva Siksha Abhiyan, local bodies/ Corporate
- e) Counselling to parents, children and teachers on girl child education
- f) Capacity building of School Management Committees and PRI
- g) Life skill development of school children
- h) Strengthening Community based Training (CBT) committees-training on CBT concept and appropriate technologies
- i) Exposure visit to progressive entrepreneurs and Business Review meeting of CBT Committees

The 5 Clusters – ‘Dahar’ and ‘Siksha se Parivarthan’ in Jharkhand, Siksha Chetana and Western Orissa Education Watch at Orissa and Bastar Ujar in Chhattisgarh, focused their energies on realizing targeted outcomes. The case studies in the report capture the impact of the project initiatives in the lives of the children & their families, the increasing role and leadership by the CBOs – SMCs and SHGs/CLAs, and the varying degrees to which the Gram Panchayats (GPs) now recognize the results of the project initiatives and abilities of the CBOs.

State Forums

Being key platforms for advocacy and lobbying with the state governments, the State Forums in both Orissa and Jharkhand have come a long way in playing this role, although they have to contend with challenges common to advocacy.

OriEAN- the Orissa state forum has been active with its advocacy agenda.

OriEAN conducted a study in seven Districts of Orissa to assess the status of the awareness, understanding and implementation of the provisions of RTE among teachers, parents and children in selected rural schools. District OriEAN members and external investigators conducted the study in April'13.

A state level public hearing was held in Sep'13, at Sambalpur. Attended by 300 participants representing students, children, educationists, School Management Committees, Civil Society Organizations, members from Orissa State Council for Protection of Child Rights (ORSPCR), it helped generate substantial awareness on RTE among the stakeholder community and deliberate on the action points from the OriEAN study.

OriEAN also held its G.B. meeting in Jan'14 during which it jointly organized with *Orissa RTE Forum* a state level consultation on “*Ensuring political commitment for quality primary education in Orissa*”.



Clusters and partner organizations – at a glance

State	JHARKHAND		ORISSA		CHHATTISGARH
Cluster Name	Dahar	Siksha se Parivarthan	Siksha Chetana	Western Orissa Education Watch	Bastar Ujar
Geographical Coverage					
Name of districts	Latehar Lohar daga Palamu	West Singhbhum East Singhbhum Saraikela	Sundargarh Keonjhar	Balangir Bargarh Boudh Sambalpur Sonepur	Bastar Dantewada
No. of villages/GPs	139 villages 30 GPs	200 villages 29 GPs	150 villages 60 GPs	246 villages 18 GPs	138 villages 63 GPs
Partner organizations	7	9	9	7	8
Name of Cluster Lead and partner organizations	LGSS	SPAR	ORES	YCDA	BSM
	BPYP	ASRA	ASHRA	ADARSA	BSJYS
	LEADS	KMS	SES	AJKA	BVSS
	MMKK	PRAGATI	SEWAK	PAP	GSS
	MSUS	SBMS	SNYS	RARE	SAVISA
	SPARK	SMVM	VARRAT	SHARP	SMS
	VEDIC	SPACE	YAVARD	SIDA	VANYA
		TRCS	WORD		VIKAS MITRA
		YUVA	WOSCA		

CDM Pilot Programme – A Fair Economic Development initiative

The Technical Vocational Education Training (TVET) component with the sub components of 'Earn While You Learn' (EWYL) and 'Vocational training' (VT), have been important elements of the strategy to facilitate quality education that results in improved livelihoods and lives. Appropriate technology as a key VT focus has been instrumental in enabling out of school youth to acquire employable skills/trades appropriate to local village economies, markets and environments.

The pilot programme on training rural youth in assembling/fabricating energy devices like Fuel Efficient Stoves and Solar Lanterns and selling them to households at affordable and competitive rates, is therefore a logical extension, and part of our agenda for 'Fair Economic Development'. Our studies indicate that they can potentially be win-win proposition both for the trainees and households; Trainees – skills for improved livelihoods for the trained youth; Households - access to affordable

energy devices for lighting and cooking, which can improve quality of life in their homes.

After exhaustive research of field situations and available appropriate technology, DF has conceptualized a considered approach that promotes training in assembling standardized Fuel Efficient Stoves and Solar Lanterns that are functional in utility, enables local material substitution and affordable- value for money.



Solar Lantern training at Jharkhand



The pilot envisages training 440 youth in assembling/fabricating Fuel Efficient Stoves and Solar Lanterns (220 each) in the states of Jharkhand, Orissa and Chhattisgarh. Trainees/Micro Entrepreneurs will be anchored to the community groups, while selected NGOs and technical institutions have taken on the role of implementing partners and state Nodal Training Centres respectively. DF is the co-implementer providing design, technical & entrepreneurial skills support and overall direction.

Overall, nearly 100 youth (young women and men) have been trained till March'14: 25 in assembling Solar Lanterns & 75 in Fuel Efficient Stoves. Initial feedback and assessment indicates trainees have picked up the skills well and are able to generate good demand in their resident village and neighbourhood communities. Partner organizations and NTCs have overcome initial difficulties to rise to the challenge.

Stories of change

Together, the children have a Voice – which is heard and acted upon

Formed in the year 2011, Rimjhim Children's Club Federation has 12 Children's Club members under the Panchmahala Gram Panchyat. Each member club is represented by two active members -- the President and child representative on the CMC. Capacitated by RARE (the facilitating NGO), the federation has acquired the needed confidence to function independently, calling and meeting monthly, following the bye-laws, recording the deliberations.

Rimjhim CC Federation has focused on advocacy/lobbying to improve the quality of education in their schools. They regularly organize a rally, to strengthen community's awareness to demand and access their rights and entitlements. They have successfully lobbied for:

- Provision of stainless steel plates to serve mid day meals in, at all schools in the GP.
- Construction of Kitchen Room in Barpadar School
- Repairing of school building in Kukia primary school
- Awareness drive for malaria prevention

(Rimjhim Children Club Federation is formed at Panchmahala Gram Panchayat by RARE- a partner NGO of WOEWS Cluster, Orissa)



Community Based Organizations can "make it happen"- The case of School management Committee at Kamo, Sadar Lohardaga, Jharkhand

The middle school at Kamo, Sadar Lohardaga did not have a toilet, as the land designated for the purpose had been encroached upon by nearby households. Students were compelled to go to nearby bushes, to respond to nature's call, often at risk of snake bites.

Concerned by this plight of these children, especially the girls, Mr. Mansoor Ansari, president of the SMC raised the issue and made a forceful plea that when funds are available, there cannot be any delay on an important task such as this. Prodded by this, the SMC filed application for resurvey and measurement, following which the construction of the toilet was taken up and completed. Thanks to the initiative of the SMC, today children have access to safe sanitation.



From hesitant steps to confident action – the journey of Baru Umbul Mahila Samithi

Formed in the year 2008, the journey of Baru Umbul Mahila Samithi has been that of initial diffident steps to that of a confident women's group, who know what they are doing and where they mean to go. They are 17 members strong, after formation has undergone all training exercises pertaining to the group. They meet every week, with each member saving an average of Rs.10. Common Fund is approximately Rs. 70,000 while the total savings are Rs. 32000. Members of the group have all taken up income generating activities; net gross income in the year 2011 from potato farming and Mahua flower collection/sales was Rs. 5800; while the Mahua flower sales yielded Rs. 3100 in year 2012 and Rs. 2000 in the year 2013.

The gradual financial empowerment in processes have given them the confidence to be actively involved in the affairs of the village, especially issues of common concern. Their active monitoring and dialogue with the School management Committee has directly impacted in:

- Regular attendance of the school children
- Checks and improved nutrition and quality of the mid day meals
- School building construction monitoring
- Selection of 'Jal Sahiya' (Water Assistant)



Their confidence and boldness has also led them to take on the larger role at the village level- their efforts were instrumental in stopping liquor sales in the village. Elders attribute the improved pace of development in the village to the untiring efforts of this women's group – 'Baru Umbul Mahila Samithi'.

(Baru Umbul Mahila Samithi, is a SHG at Porahatu village, facilitated by YUVA, a partner NGO of SSP Cluster in Jharkhand)

Broader Cooperation, Volunteering and Internship

Broader Cooperation, Volunteering and Internship

Development Focus is committed to the spirit of learning and sharing. At the national level, we seek to engage and forge collaborations with like-minded organizations, building upon synergies to respond with initiatives that cater to a wide spectrum challenges ranging from poverty issues to the changing needs and aspirations of the rural/peri-urban youth.

DF and ICCo India have initiated an institutional dialogue to identify and build upon synergies in thematic areas of Education, Livelihood, Fair Economic Development and Fair Climate, in common - geographies and partner organizations.

Volunteering and Internship

Several 'Friends of DF' volunteered with us during the year by helping us in: organizing Fund Raisers/Concerts & Consultation, Documentation and publishing featured development articles for the print media.

We also provide opportunities to:

- Students - to Intern with us, providing them the much needed practical exposure and experience.
- Young working professionals – to volunteer with us; providing them with an opportunity to give back to society in meaningful ways, by sharing their expertise in areas of IT, communication and documentation.



Communication and Fund Raising

DF continued the endeavour of broad basing its resource and support base, by looking at a spectrum of sources both indigenous and foreign – Corporate- CSRs, Indian Trusts/Foundation, High Net worth Individuals (HNWIs) and Philanthropists as well as foreign funding agencies. This is in line with the strategic thinking and plan. Both Edukans and DF agree that while the partnership should continue and gain strength, it also ought to move forward towards a vision where support is primarily anchored within the country. The fund raising initiatives during the year emanated from this vision and strategic plan and encompassed a broad spectrum of activities, in two streams - Institutional Fund Raising and Individual philanthropy.

Institutional Fund Raising: The institutional fund raising efforts targeted Indian Corporate-CSRs and foreign bilateral/multilateral funding sources. Development Focus and consortium partners – Help a Child India, The Leprosy Mission India & Operation Mercy India Foundation & Edukans, jointly bid for the European Union Global Call for proposals “Empowerment for better Livelihoods for marginalized people.....” A workshop in Dec’13 helped develop common understanding and strategies for the 1st stage of concept development, which further benefited from inputs from our Netherlands counterparts/partners and the Consultant. At the time of penning the report, we heard from the Evaluation Committee Chair, that our Concept was not selected for the next stage of proposal submission. While the scores themselves were not bad - 79% (overall), it however does mean that we need draw lessons and further improve to be successful in a extremely competitive environment, as we move forward.

DF and Edukans will be working

together to identify calls for proposals from within the Netherlands and in the EU, and submit concepts/proposals, to help build upon and value add to the education initiatives of the past 6 years.

Our dialogue with Corporate-CSRs have continued, especially Bangalore-based companies with interests in: Education and Livelihood and in the states of east and central India. It’s been a mixed bag of initial interest & lack of tangible progress towards active collaborations. But we persevere knowing full well, that the CSR policies are still evolving in the light of the new Companies bill.

Civil Society sensitization & Individual Philanthropy: The Power of One campaign with Educational Institutions, beginning with those based in Bangalore, made a very promising start this year. We initiated the dialogue with leading educational institutions including Baldwin Schools, Royal Concorde International School, Frank Anthony Public School and the Bishop Cotton Schools, all of who showed keen interest in the campaign and partnership. The dialogue with Royal Concorde though, moved quickly into successful conduct of the campaign- students of standards 8th to 10th grades and their teachers enthusiastically participated in the endeavour, understanding the process

the privileges they enjoy in the cities, the struggles the rural children face to receive decent education and how they can help make a difference. Details of funds raised are given in the audited statement of accounts in the report.

The ‘Bridge Concert’ in July’13 in Bangalore, was an interesting Fund Raiser event. It helped strengthen the visibility for DF and raise resources in the process. Being the first initiative of this kind, we have learnt substantially from the experience, and would like to leverage and adapt it appropriately in future for improved alignment to our operational bandwidth and optimal returns.

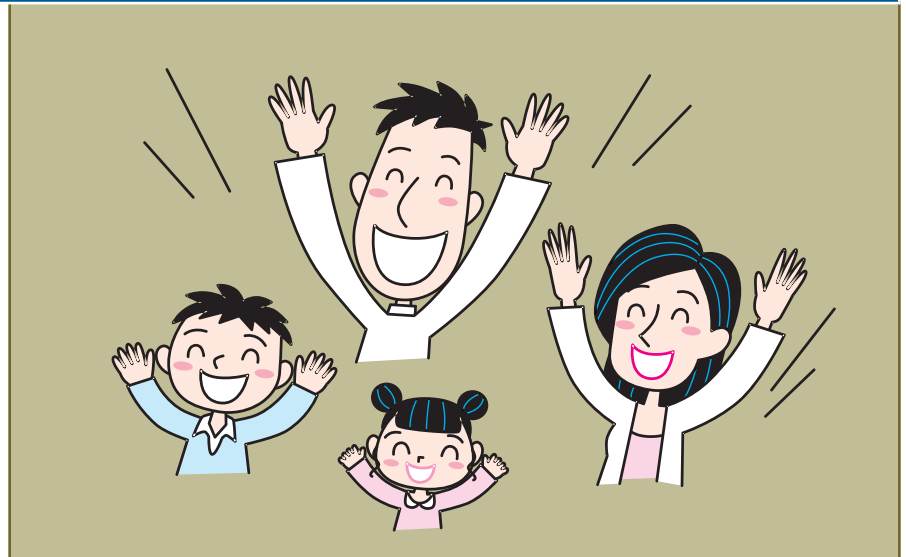
Our well wishers and friends continued their support for the work of Development Focus. Their ‘Giving’ encourages us and hopefully will inspire several more individuals to support DF to help make a difference in the lives of many children-for whom a decent education and livelihood still remains a dream.

Communication: We are in the process of developing an improved Website - contemporary in design and content and managed through a content management system (CMS). Along with the planned payment gateway integration to provide supporters the convenience of online payment, this will be an important endeavour to strengthen our visibility and better communicate our work, to our friends and supporters.



Management, Institutional Development and Governance

At DF, we value the staff team for their skills and commitment. Their hard work while visiting field and at office, helps make DF – to be the organization that it is and on the move. Mr. Thomas Lawrence, after ably serving as the Team Leader & CEO for DF over two stints (the 2nd after retirement), decided it was time to take a final bow from an active career. DF family (Board of Trustees and the staff team) wishes him well for the next stage of his life.



The Board Search panel selected Mr. Mohan Prabhu to take up the mantle of leadership of DF as its Executive Director, w.e.f. 1st Oct'13. Mohan, an engineer by profession and a development professional by choice, comes with a rich experience of more than 25 years in managerial and leadership positions in the sector, across cross cutting themes of Water, Livelihood, NRM & Rural Energy. Mohan seeks to lead the organization in its next stage of growth, with the support of the Board, staff team, and supporters & well wishers of DF.

Prithviraj Chakroborthy left us in Jan'14 after a year of service, to be back with his family in Kolkata. His replacement, Ms. Diptty Joseph is settling down into the role at the time of this report.

Organizationally, we look forward to our staff team being further augmented in the programme and communication/fund raising department to enable us to be at the optimum level of potential and results delivery.

Human Resources Development: The Programme team went for a training exposure to Jungle Scapes project near Bandipur, to be updated with first-hand knowledge of the latest Fuel Efficient Stoves in light of the plan to leverage benefits of carbon credits for the community.

DF's Director participated in the workshop called by the Ministry of Home Affairs, Government of India, to be sensitized on the new revised FCRA bill and the rules applicable, while the Accounts Officer attended a day's workshop later in the year.

The Fund Raising Officer and the Director also participated in a unique trilateral workshop of Business Schools, Corporate and NGOs at XIME, Bangalore, to deliberate on the evolving CSR practices of corporate India in light of the new Companies bill, and the need for a partnered approach.

Institutional Development: Edukans continued its strategic discussions in Netherlands, with the Local Expertise Centres (LECs) across the world. Mr. Thomas Paul, Managing Trustee represented DF in the Aug'13 deliberations. These are precursors to the evolving changes and transition

to future institutional arrangement between Edukans and the LECs.

DF has been deliberating on optimal means of securing support for the staff and institutional costs that transcends project funding/support, so that fund raising can focus on mobilizing resources for programmatic interventions. We are grateful to Edukans, for supporting the establishment of the 'Corpus Fund' and 'Capital Depreciation Fund'. Managed under the oversight of the Board, we hope to develop it further with the support of friends and well wishers.

Governance: Our Board of Trustees are indeed a pillar of support and strength. Their wise counsel and direction has helped us immensely. The Board met 4 times during the year, to deliberate on important matters of policy and direction.

On the Board

TRUSTEES

Dr. Gladys Sumithra, Trustee & Treasurer

Dr. Sethu, Trustee

Dr. Hannah Anandraj, Trustee

Mr. Thomas Paul, Managing Trustee

Mr. Mohan Prabhu, Executive Director & Ex Officio Secretary

Reflections from the Director

It gives me immense pleasure to share my reflections on the year gone by. In many ways 2013-14 was a year of action – nationally, internationally and at the organization level too. As I put down my thoughts, the new government at the centre is settling down to the business of governance. Voted on the back of a refreshing agenda of development and governance, “Skill building” is one of the key focus areas. The target is to skill 500 million people by 2020. An ambitious target no doubt considering the kind of TVET situation prevailing, but is doable if the Government, Private sector and the CSOs work together.

Organizationally, the focus of the India Education programme in the second phase has been on sustainability – equipping community institutions with knowledge, skills and leadership to sustain and build on the initiatives in the post project stage, by leveraging their rights and entitlements. The 5 Clusters are now further winding down project initiatives and have begun the process of handing over to the CBOs.

The State Forums in Orissa and Jharkhand are progressing reasonably well in their advocacy and lobby agenda, although challenges remain. This year, building upon the TVET sub components of ‘Earn While You Learn’ (EWYL) and Vocation Training (VT), we have initiated the pilot programme on training rural youth to be micro entrepreneurs in assembling/producing Fuel Efficient Stoves and Solar Lanterns and selling to the households. Initial assessment and feedback from the trainees indicate they are on the right track of establishing their nascent micro enterprises. Facilitating partner organizations and Nodal Training Centres have overcome initial

difficulties and are coping well with the demands of the programme.

On the communication and fund raising front, we have made a promising start in enthusing schools in Bangalore to join us in our endeavour. One leading school in the north east part of Bangalore implemented the “Power of One” campaign. The ‘Bridge 2013’ concert was an interesting Fund Raiser that gave us loads of experience besides the resources it helped generate. We hope to develop these and the individual philanthropy portfolio further.

HRM has been a challenge this year- as we managed without the programme head for most part of the year. We are learning to cope with certain degree of attrition (which is common across all sectors) and hope to augment staff competencies and see much better stability in the coming days.

It is now close to a year since I assumed the leadership of Development Focus. Time has indeed flown, as I have been totally preoccupied with my responsibilities of leading the team, after the initial settling down period. I am indeed grateful to the Board of Trustees for their trust, confidence and support through the last 10 months, especially to Mr. Thomas Paul, Managing Trustee, for his guidance, encouragement and wise counsel. I am thankful to my predecessor Mr. Thomas Lawrence, for making my transition into the role as smooth as possible. To my colleagues on the staff team, thank you very much for your hard work especially as a team.

I am grateful to all our supporters and donors, for their support and entrusting us with their resources. On behalf of the DF team I would like to appreciate and express my thanks for the support of Edukans through the years. We hope to continue the good



work and fruitful collaboration, even as changing times may bring about newer ways of working together.

As we enter a new financial and working year, we are conscious of the work and challenges that lie ahead. While there can be no substitute for hard work, we hope to grow smarter and wiser in how we work and deliver results.

Thank you very much for your support.

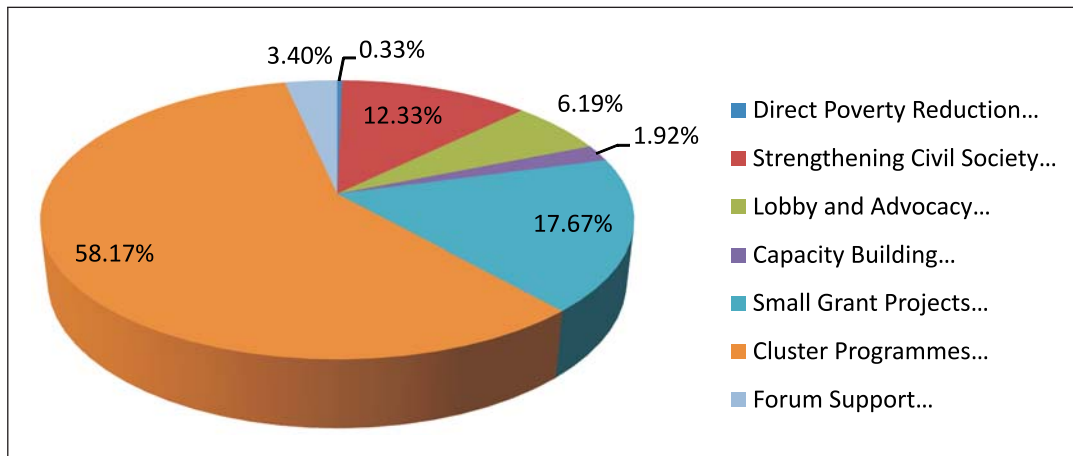
With best wishes

A handwritten signature in blue ink, appearing to read 'Mohan Prabhu'.

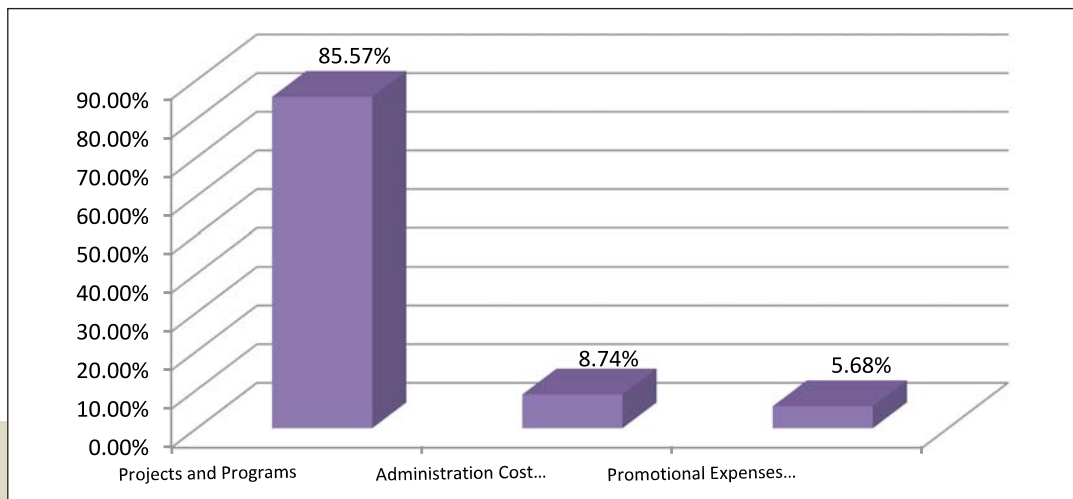
Mohan Prabhu,
Executive Director

Financial Overview

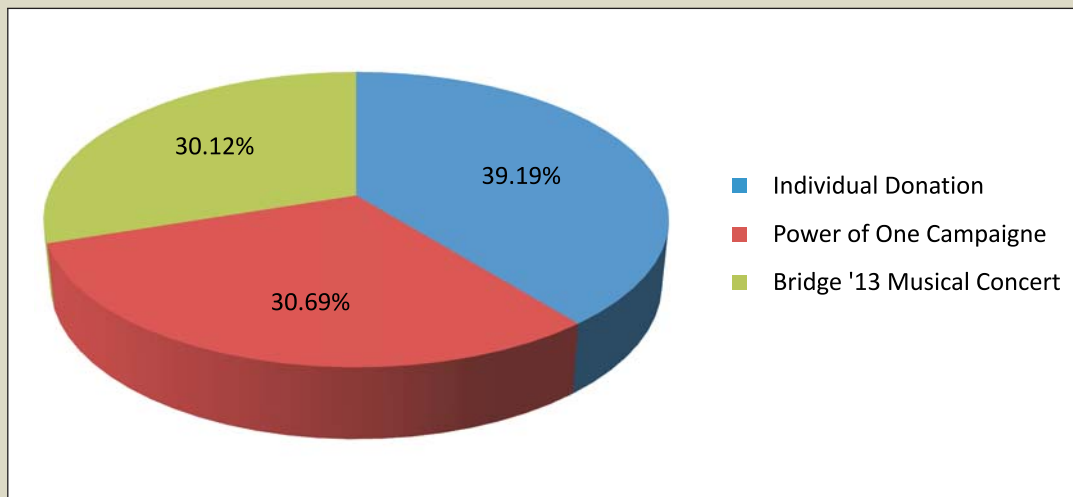
Fund Application: Projects & Programmes



Overall Fund Utilization: 2013-14



Fund Raising Sources



R. K. KHANNA & ASSOCIATES
CHARTERED ACCOUNTANTS



1305, Brigade Towers
135, Brigade Road
Bangalore- 560 025

Tel. : 22275419, 41117193

Fax. : 22235419

E-Mail : rkk_a@hathway.com

Website : www.rkkhannaassociates.com

INDEPENDENT AUDITORS' REPORT TO THE MEMBERS **OF DEVELOPMENT FOCUS**

Report on the Financial Statements:

We have audited the accompanying financial statements of **DEVELOPMENT FOCUS**, No 917, 9th B Main, 3rd Cross, Kalyan Nagar, Bangalore – 560043 which comprise the Balance Sheet as at 31st March, 2014 and the Income and Expenditure Account for the year then ended and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements:

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Trust in accordance with the Accounting Standards generally accepted in India. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditors' 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 Trust'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 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 Trust as at March 31, 2014; and
- b) In the case of the Income and Expenditure Account, of the excess of income over expenditure for the year ended on that date;

For R. K. KHANNA & ASSOCIATES

Chartered Accountants

(Firm Regn. No.105082W)

-Sd-

(S. MANJU GEORGE)

Partner


(Membership No. 027444)



Place: Bangalore

Date: 04th July 2014

DEVELOPMENT FOCUS
BALANCE SHEET AS AT 31ST MARCH 2014

	Rupees	2013-14
<u>SOURCES OF FUNDS:</u>		
GENERAL FUND		
As per Last Balance Sheet..	2,21,93,071.16	
Transferred from Depreciation Fund	40,886.00	
Excess of Income over Expenditure transferred from Income & Expenditure Account...	(1,04,44,355.34)	1,17,89,601.82
CORPUS FUND		29,05,513.00
ENDOWMENT FUND		1,29,322.00
DEPRECIATION FUND		16,46,808.57
		1,64,71,245.39
<u>APPLICATION OF FUNDS:</u>		
FIXED ASSETS		
Per Schedule "A"		8,74,076.51
INVESTMENTS		
General Fund...	61,27,852.43	
Corpus Fund...	28,25,000.00	
Endowment Fund...	1,62,289.46	
Depreciation Fund...	14,59,774.57	1,05,74,916.46
CURRENT ASSETS		
Deposits...	2,03,000.00	
Loans and Advances...	4,60,637.00	
Cash and bank Balances...	44,65,460.43	
CURRENT LIABILITIES		
Current Liabilities...	1,06,845.01	
NET CURRENT ASSETS		50,22,252.42
		1,64,71,245.39
ACCOUNTING POLICY AND NOTES TO ACCOUNTS...SCHEDULE 'B'		
Schedules A and B form part of this Balance Sheet...		
Per our report of even date attached...		
<p>For R.K.KHANNA & ASSOCIATES Chartered Accountants</p> <p style="text-align: center;">-Sd- (S. MANJU GEORGE) Partner</p> <p>Place : Bangalore Date : 04th July 2014</p>		<p style="text-align: center;">For DEVELOPMENT FOCUS</p> <p style="text-align: center;">-Sd- (THOMAS PAUL) Managing Trustee</p> <p style="text-align: center;">-Sd- (DR. D. GLADYS SUMITHRA) Trustee</p>

DEVELOPMENT FOCUS

INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31ST MARCH 2014

	2013-14	
	Rupees	Rupees
INCOME:		
Donations ...	35,52,806.50	
Interest on fixed deposits...	13,28,621.00	
Interest from Savings bank account...	1,96,472.00	
Income from fund raising activity...	2,53,215.00	
Other Income...	2,96,500.96	56,27,615.46
		56,27,615.46
EXPENDITURE :		
Projects and Programs		
Direct Poverty Reduction...	36,419.00	
Strengthening Civil Society...	13,47,764.51	
Lobby and Advocacy...	6,76,397.00	
Capacity Building...	2,09,796.47	
Small Grant Projects...	19,32,205.88	
Cluster Programmes...	63,59,393.00	
Forum Support...	3,71,321.00	1,09,33,296.86
Administration Cost...		11,17,291.40
Promotional Expenses...		7,25,788.00
Depreciation...		1,40,780.68
		1,29,17,156.94
Excess of Income over Expenditure...		(72,89,541.48)
Appropriation to Depreciation Fund...		2,49,300.57
Appropriation to Corpus Fund...		29,05,513.00
Balance transferred to General Fund...		(1,04,44,355.05)

ACCOUNTING POLICY AND NOTES TO ACCOUNTS...SCHEDULE 'B'

Schedule B forms part of this Income and Expenditure Account...

Per our report of even date attached...

For R.K.KHANNA & ASSOCIATES

Chartered Accountants

-Sd-

(S. MANJU GEORGE)

Partner



Place: Bangalore

Date: 04th July 2014

For DEVELOPMENT FOCUS

-Sd-

(THOMAS PAUL)

Managing Trustee

-Sd-

(DR. D. GLADYS SUMITHRA)

Trustee

DEVELOPMENT FOCUS		
RECEIPTS AND PAYMENTS ACCOUNT FOR THE YEAR ENDED 31ST MARCH 2014		
	For the year ended 31-03-2014	
	Rupees	Rupees
OPENING BALANCES :		
Cash on Hand...	557.58	
Cash at Bank...	87,57,652.25	87,58,209.83
DONATIONS...	35,52,806.50	
SMALL FUNDING PROJECT...	-	
INTEREST ON INVESTMENTS...	13,28,621.00	
INTEREST FROM BANK...	1,96,472.00	
INCOME FROM FUND RAISING ACTIVITY...	2,53,215.00	
OTHER INCOME	2,96,500.96	56,27,615.46
CURRENT LIABILITIES		
Deducted During the year...	10,82,619.74	
Paid During the year...	(11,69,922.02)	(87,302.28)
TOTAL		1,42,98,523.01
PAYMENTS:		
DIRECT EXPENSES		
Projects and Programs		
Direct Poverty Reduction...	36,419.00	
Strengthening Civil Society...	13,47,764.51	
Lobby and Advocacy....	6,76,397.00	
Capacity Building...	2,09,796.47	
Small Grand Projects...	19,32,205.88	
Cluster Programmes...	63,59,393.00	
Forum Meeting...	3,71,321.00	1,09,33,296.86
Administration Cost....	11,16,937.32	
Promotional expenses...	7,25,788.00	18,42,725.32
FIXED ASSETS		
Computer & Software...	41,511.40	
Furniture & Fixtures	4,580.00	
Office Equipments	1,911.00	
Vehicle...	(15,000.00)	33,002.40
c/f		1,28,09,024.58



b/f		1,28,09,024.58
CURRENT ASSETS		
Received during the year...	(7,90,016.00)	
Paid during the year...	9,02,554.00	1,12,538.00
INVESTMENT		
Deducted During the year...	(65,86,228.00)	
Paid During the year...	34,97,728.00	(30,88,500.00)
CLOSING BALANCES		
Cash in Hand...	5,635.58	
Cash at Bank...	44,59,824.85	44,65,460.43
TOTAL		1,42,98,523.01

ACCOUNTING POLICY AND NOTES TO ACCOUNTS...SCHEDULE 'B'

Schedules B forms part of this Receipts and Payments...

Per our report of even date attached...

For R.K.KHANNA & ASSOCIATES

Chartered Accountants

-Sd-

(S. MANJU GEORGE)

Partner



For DEVELOPMENT FOCUS

-Sd-

(THOMAS PAUL)

Managing Trustee

-Sd-

(DR. D. GLADYS SUMITHRA)

Trustee

Place : Bangalore

Date : 04th July 2014

**SCHEDULE A:
FIXED ASSETS**

Description	Rate	WDV	Additions	Deletions/ Adjustments	Total	Depreciation	WDV
		as on 01.04.2013	During the period	during the period		for the period	as on 31.03.2014
		Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
Skills Training							
Furniture	10%	49,218.50			49,218.50	4,921.85	44,296.65
Office Equipments	15%	52,128.78			52,128.78	7,819.32	44,309.46
Temporary Building	15%	59,657.27			59,657.27	8,948.59	50,708.68
Computers	60%	654.98			654.98	392.99	261.99
Vehicles	15%	18,007.15		15,306.08	2,701.07	2,701.07	(0.00)
AT Equipment	15%	24,580.75			24,580.75	3,687.11	20,893.64
Land		2,00,000.00	-	-	2,00,000.00	-	2,00,000.00
		4,04,247.43	-	15,306.08	3,88,941.35	28,470.93	3,60,470.42
Administration							
Furniture & Fixtures	10%	32,382.71	4,580.00		36,962.71	3,467.27	33,495.44
Office Equipments	15%	2,58,784.80	1,911.00		2,60,695.80	39,084.80	2,21,611.00
Computers	60%	30,411.50	43,511.40	2,048.00	71,874.90	31,300.32	40,574.58
Vehicle	15%	2,56,382.43			2,56,382.43	38,457.36	2,17,925.07
TOTAL.....		5,77,961.44	50,002.40	2,048.00	6,25,915.84	1,12,309.75	5,13,606.09
GRAND TOTAL....		9,82,208.87	50,002.40	17,354.08	10,14,857.19	1,40,780.68	8,74,076.51

SCHEDULE B

ACCOUNTING POLICY FOR THE YEAR ENDED 31ST MARCH 2014

a) Background

Development Focus is a Trust registered on 1st March 2006 to promote education and training in skill formation among children and the poorer sections of society.

b) Method of Accounting

The Trust is maintaining accounts on the accrual basis and recognizes income and expenditure on accrual basis.

c) Investments

Investments are valued at cost.

d) Fixed Assets

Fixed Assets are stated at cost of acquisition less depreciation upto the current financial year.

e) Depreciation

Depreciation has been provided on the written down value method at the rates prescribed in the Income Tax Act, 1961, and in case where an asset has been acquired and put to use for a period less than 180 days the depreciation shall be restricted to fifty percent of the rates prescribed.

f) Depreciation Fund

Depreciation fund is created for the future capital requirements of the Trust. Appropriations are made each year to the extent of depreciation provision for the year.

Notes to Accounts

Appropriation to depreciation fund during the year includes accrued interest on investments decided to be added to the fund.

Signatures to Schedules 'A' and 'B'

For R.K.KHANNA & ASSOCIATES

Chartered Accountants

-Sd-

(S. MANJU GEORGE)

Partner

Place : Bangalore

Date : 04th July 2014



For DEVELOPMENT FOCUS

-Sd-

(THOMAS PAUL)

Managing Trustee

-Sd-

(DR. D. GLADYS SUMITHRA)

Trustee

