The Winds of Change

Government is the new NGO
Recent Govt. schemes like NULM, NRLM and SRLM have a significant proportion as Govt. staff. This has reduced the Govt. fund flow into the NGOs.

Decreasing international funds
India is now seen as a developed country and therefore International and Pvt. Grant resources are coming down.

Funds should travel farther
Funds are moving beyond grant to investments in sustainable business enterprises. Therefore, new financial instruments such as equity and debt are now part of the mix.

Not-for-Profit organisations need to become Social Business Enterprises.
How can this happen?

Discovering
NGOs need to discover a sustainable business model built around the communities they work with.

Preparing
They need to prepare the ground for change, design programs that overcome the cultural resistance of its stakeholders to become a business enterprise.

Evolving
The new enterprise has to have a rebirth in terms of legal (for instance, a Section 25 or a Pvt. Ltd. Firm) and financial (for instance, producer ownership or debt-grant mix) formats.

Blossoming
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Outcomes
Self-Reliant Evolution
Creation of a sustainable enterprise that can improve the income of its members by 2-3 times and enhance the quality of life for its producers.

From an organization that is dependent on grants alone to an organization that can sustain itself with the returns from its own business initiatives. The organization builds critical resources and competencies to deal with the changing socio-economic trends.

Potential
Of the thousands of NGOs in India, if we were to cross-pollinate just 5000 NGOs into becoming sustainable enterprises.

At an average `1 Cr. per enterprise, this will amount to a turnover of `5000 Crores.

At 100 producer members, it can improve the income of 500000 households by 2-3 times.

The change will be not just economic, but also improve quality of life and build greater confidence in themselves.

Cross Pollination
The Best of Business and Not-for-Profit
Transformation of livelihoods require large investments.
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