

A woman with dark hair tied back, wearing a red and black patterned sari over a light-colored t-shirt, stands in a dry, grassy field. She holds a long wooden stick in her right hand and looks off to the side. In the foreground, the backs of several goats are visible as they graze. The background is a vast, open landscape with dry grass and some distant trees under a hazy sky.

2018

ANNUAL

REPORT



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ALC INDIA PROFILE

India's marginalized producers battle formidable odds to eke out a livelihood. Access Livelihoods Consulting India (ALC India), established in 2005, is a social enterprise that partners with more than 65,000 marginalized producers, including small and marginal farmers, weavers, tribals and small livestock-holders. To such producers, ALC India offers professional services delivered by a team of passionate individuals who have graduated from some of India's best institutions and chosen the road less traveled. ALC India's services support economically marginalized communities to develop skills, establish enterprises, turn the odds in their favor and build livelihoods that are more rewarding, certain and sustainable.



ALC India has promoted over 54 farmer producer companies in five states, in multiple sectors and sub-sectors. It is currently involved in the promotion of 14 producer companies in four states, in the areas of dairy, handloom and agriculture and over 14,000 members from marginalized communities, mostly tribals.

As a matter of strategic choice, ALC India works primarily with women producers belonging to marginalized communities

OUR MISSION

To enable equitable and sustainable economic development for marginalized by the provision of professional services to individuals and collectives/ organizations/ institutions.

It will ensure that the marginalized are recognized as active contributors to a growing economy and enable equitable share of wealth gets generated and distributed in favor of them.

OUR VISION

We envision enhancing livelihoods of 1 million economically disadvantaged households directly by 2028.



KEY PERFORMANCE INDICATORS



BOARD OF DIRECTORS



P MOHANAIAH
Independent Director



MR. PRAVEEN REDDY
Independent Director



GV KRISHNAGOPAL
Executive Director and
Chief Executive Officer



GV SARAT KUMAR
Executive Director and
Chief Program Officer

2017-18: A LOOK-BACK

The year 2017-18 had been a year of enhanced engagement with the communities, social entrepreneurs, and old and new partners.

The year brought new opportunities that opened through the work we had done in the past. Vital partnerships were established that extended our reach through partner services to the communities. We entered a foray of new and interesting areas such as promotion of rural tourism in partnership with the Government of Andhra Pradesh and livelihood recreation for the bonded labors in Tamil Nadu in partnership with Geneva Global.

New initiatives were also launched; notable among these were the launch of Transforming India Initiative (TII) Social Entrepreneurship Program and Agri-Business Enterprise Incubation Program. With these programs, we laid the foundation of the academy that we plan to establish. The programs have been designed for budding entrepreneurs who are up for a changing and challenging employment ecosystem.

We partnered with Odisha Power Generation Corporation's (OPGC) to design and execute a sustainable livelihoods model in villages located on the periphery of OPGC's thermal plant in Banharpalli, Jharsuguda. The project addresses the needs of 1,800 villagers displaced by the thermal plant. Spread over 22 villages, the community comprises tribals earning their livelihood by fishing, farming, livestock rearing and collecting forest produce. We have piloted the promotion of indigenous poultry as an alternative livelihood activity with a sample of 200 members and plan to scale it further.

Through our collaboration with partners and community services, our work has impacted over 65,000 households so far from the marginalized communities. This year we extended our services to more than 14,000 households..

Our committed team of workers has grown, to include 27 new consultants and four interns this year. With technology and the constant shift in power and privilege that alters the social fabric of India, it is important that we stay relevant and focused on our mission. Efforts continue to look for and connect with hitherto untouched communities and organizations.

This report provides a comprehensive snapshot of our ongoing efforts with the communities during

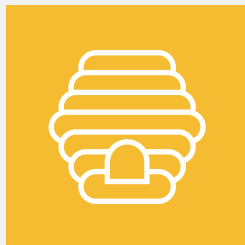


COMMUNITY PROGRAM SERVICES

To deliver an integrated package of services, focusing on individual communities such as farmers, weavers, livestock-holders, tribals, and other communities, ALC India's Community Enterprise Incubation Services are designed around the needs of the specific community.

It primarily focuses on promoting and incubating women producer enterprises based on the six-step beehive model. In the year 2017-18, ALC India incubated a total of 14 women producer enterprises in six Beehives. The six Beehives together handled a business of more than Rs 8.90 crore by produced a variety of commodities.

PROGRESS SNAPSHOT



TOTAL NO.
OF BEEHIVES - 6

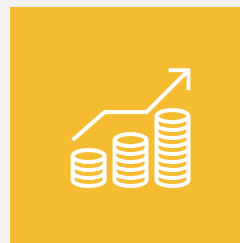


COMMODITIES
PRODUCED -

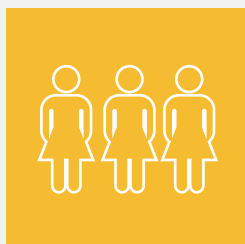
Dairy products, Paddy,
Non-timber forest produce, Red
gram, Bengalgram, Cotton,
Cashew, Turmeric, Paddy, Hill
broom Handloom & Textile
products & Country poultry



TOTAL NO. OF
PRODUCER ENTERPRISES
INCUBATED - 14



CUMULATIVE TURNOVER -
Rs 8.90 crore



TOTAL NO.
OF MEMBERS
REACHED - 14,035

OUR INCUBATION MODEL – BEEHIVE

A Beehive is the integration of many small and marginalized producers to create collective business enterprises that will help them increase their returns.

A Beehive livelihood ecosystem helps women producers create a social business enterprise with increased efficiencies in production and ensure a great share of returns by collectively utilizing the resources and enjoy scale benefits such as better negotiation, access to funds, access to markets, skills and technology.



BEEHIVES INCUBATED BY US



KEY INNOVATIONS

FINANCE MODEL

The finance model developed by ALC India to provide financial services to its Beehives is a unique innovation.

Procurement from member farmers is the flagship service of this model. Besides produce procurement and sale, producer enterprises also help farmers by extending timely loans at an extremely affordable rate of interest (at less than 50% of market rate). Another valuable service is the provision of inputs like fertilizers and bio-pesticides. All these services are delivered at door-steps of farmers thereby helping them save several other costs.

Since the enterprises procure the produce directly from farmers and at a fair price, farmers are able to realize higher value for their produce. They are also saved from the exploitation of middlemen on several fronts- improper weighing practices and false pricing.



Timely availability of credit at affordable rates brings producers out of the vicious debt cycles they get trapped in while borrowing from local money lenders. Through this system, all the eligible and needy members are given inputs like fertilizers and bio-pesticides on credit basis and they repay the loan during the harvest season. Even in the case of a crop failure, farmers are not pressurized to clear the loans immediately. In such cases, the Board assesses the situation and renews the loan accordingly.

Since the enterprises supply inputs to the producers, they are assured of good quality products. Also, as the procurement happens in bulk, there is an added advantage of cost saving on inputs.



INDIGENOUS POULTRY FARMING – A NEW LIVELIHOOD ACTIVITY

Another innovative model has been the promotion of indigenous poultry. This has been initiated in Jharsuguda, Odisha with a sample of 200 members as an alternative livelihood activity. With training in poultry management, the women were taught to manage backyard poultry farms with around 40-50 birds. The best practices included keeping a check on the nutritional needs of the birds, vaccinations, and medications required, and also the identification of diseases along with their prevention.

With such extensive training, the birds, on an average weighed around 1 to 1.2 kg each, which increased the sales as the birds were healthy.

To start poultry farming on a larger scale, the Beehive is now constructing low-cost poultry sheds for chick rearing, using the locally available materials such as mud, mud bricks, bamboo, and paddy straws. The cost of building one such shed comes around Rs 10,000 to Rs 13,000 for which the Beehive also provides a loan of Rs 15,000 per member and disease free.

Each shed can contain 130 to 150 birds. The Beehive provides multiple services from procurement of chicks, feed procurement, vaccinations and medicines to marketing. Through these services, the women are now rearing healthy birds weighing 2 to 2.5 kg and could achieve good business through the sale of these birds.



WOMEN LIVESTOCK FARMERS BEEHIVE

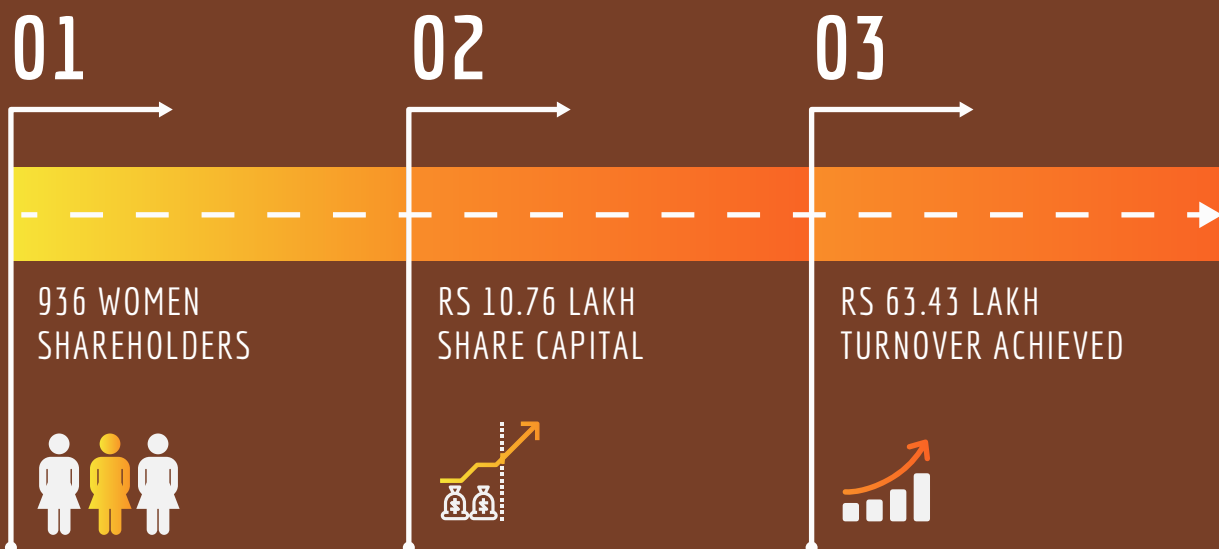
In 2015, ALC India and Tata Power jointly incubated a dairy producer company - Maval Dairy Farmers Services Producer Company (MDFSPC) in Maval, Pune. With an objective of enhancing the incomes of around 3,000 women producers, the Women Livestock Farmers Beehive is training these women in dairy farming, setting up livestock service centers and building a 10,000 liters capacity dairy plant to collect and market milk and milk products.

Women Livestock Farmers Beehive has 936 small and marginal women dairy farmers as its shareholders, to date.

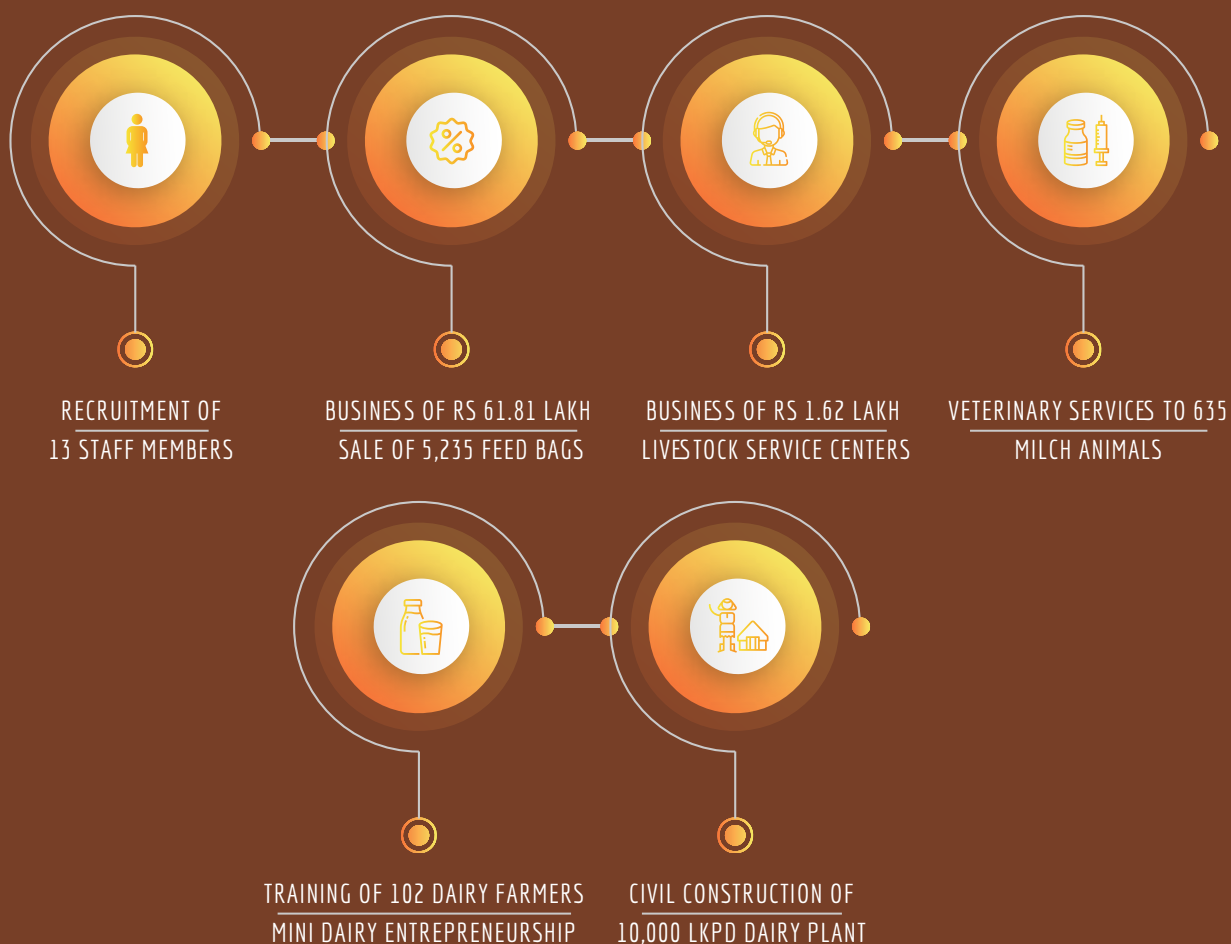


The Beehive has trained 102 mini dairy entrepreneurs, who have been successfully assessed by Agriculture Skill Council of India. Dairy farmers have been involved in input business (cattle feed, green fodder), running a veterinary extension service catering to all the villagers. The Beehive has also started the construction of the advanced milk processing dairy plant with a capacity of 10,000 liters per day, and it will be operational by the end of 2018.

KEY FINANCIAL HIGHLIGHTS



KEY OPERATIONAL HIGHLIGHTS





CASE STUDY

JOURNEY FROM A FARMER TO AN ENTREPRENEUR

CHALLENGES

Hailing from Maval, Pune (Maharashtra), 29 years old Varsha Barku Jadhav was a home maker. She had never dreamt of contributing to the family income. Her family of 6 depended, mostly, on intermittent jobs and farming of two milch cattle. Yet, she didn't know she could also run the cattle farming as an income-generating business. Her family didn't encourage women to work outside home.

SOLUTION

In 2015, women farmers owning livestock started a dairy enterprise - Maval Dairy FSPC, to establish mini-dairies, livestock services, and a 10,000 liters per day capacity milk plant. The enterprise organized a 'Mini-dairy Entrepreneurship Training', as part of the Pradhan Mantri Kaushal Vikas Yojna (PMKVY). Varsha's curiosity to learn and contribute to the family income led her to join the training. Since then, her story is never the same.

As a shareholder in this producer enterprise, Varsha took part in this 51-day training, certified by Agriculture Skill Council of India (ASCI). She learned the technical know-how of cattle management and she mustered the acumen to run a small business. With no business skills at one point, today, she is able to rear cattle in a more informed way. Varsha provides vaccination on time, proper feed, and fodder service to the cattle. Along with her husband, Varsha opened a dry fodder unit with the technical support of

of ALC India. She still receives technical and financial support from the enterprise to do business and buy more milch animals. Along with this, the veterinary officer visits them regularly.

RESULT

Besides the training, loan, feed, and veterinary services, the Maval Dairy enterprise also helped Varsha add 3 more animals to her cattle farm. Additionally, the fodder business gives her an average earning of Rs 2,000 per month.

Additions in cattle herd and fodder business led to an increase in the annual income of her family from Rs 120,000 to Rs 204,000. Varsha's plan is to have a dairy farm of 15 animals, up from 5 cattle.

FUTURE PLAN

Varsha wants to run a full-fledged fodder sales unit. Varsha acknowledges the role mini-dairy entrepreneurship training still plays in making her dreams a reality.

Today, Varsha encourages her peers to take a risk in life and keep practicing the learning they got from the training in their daily life. She emphasizes that training is not merely for the certificate, but for a bigger purpose. People must understand it to get its benefits. "I strongly feel this way a dairy farmer can earn extra and prosper", says an elated Varsha.

WOMEN FARMERS BEEHIVE

Women Farmers Beehive comprises three Farmer Producer Companies (FPCs) in Kodangal, Telangana. With a total of 2,879 women shareholder, the Beehive is now in its fourth year of operations.

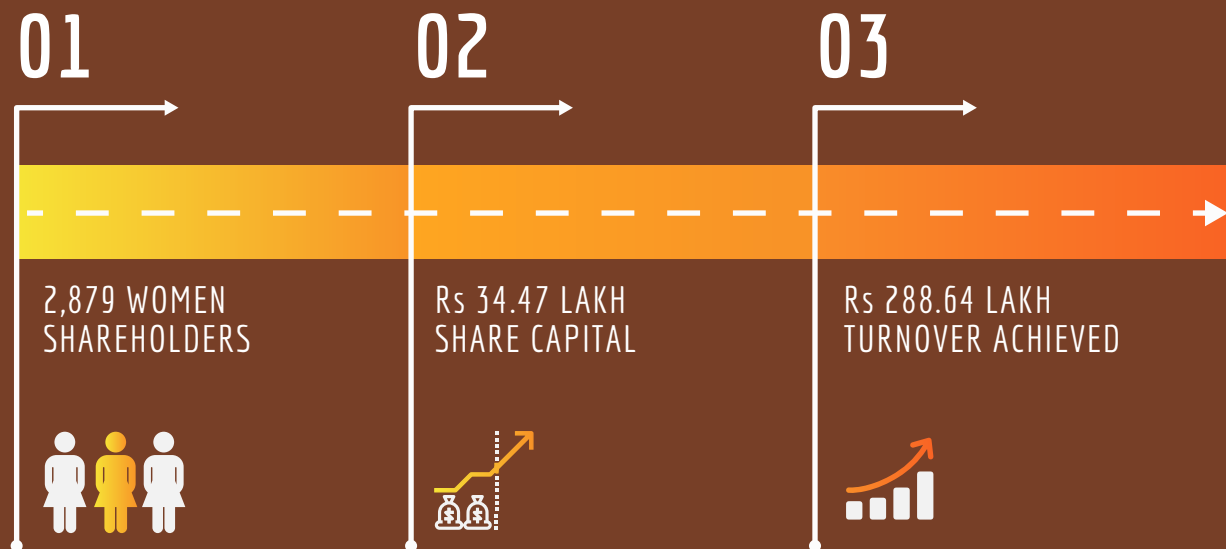
In the dry land tracts of Telangana, these FPCs are dealing with red gram and cotton as the main commodities. Other commodities include black gram, green gram, groundnut, paddy, and jowar.



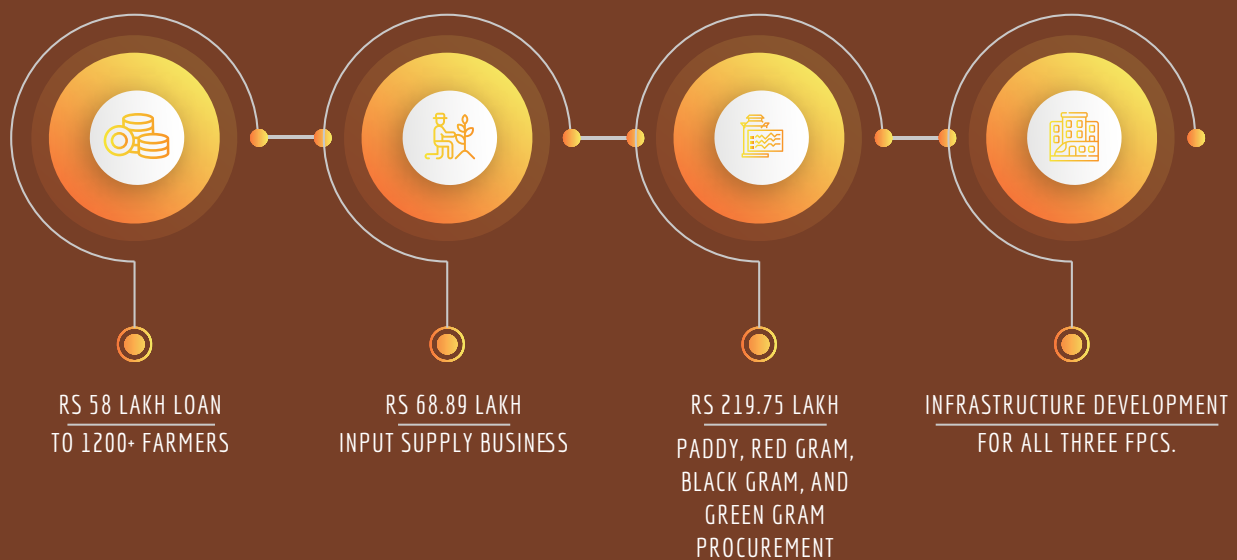
The aim of these producer companies is to prevent marginalized farmers from exploitation, by providing them forward and backward linkages and empowering them both financially and socially. This happens when the women farmers become the key players in the business.

The Beehive is currently offering services in areas of inputs marketing, procurement and output marketing, financing (at less than 50% of market rate,) and capacity building to their shareholders. All these services are delivered at door-steps of farmers thereby helping them save several other costs.

KEY FINANCIAL HIGHLIGHTS



KEY OPERATIONAL HIGHLIGHTS



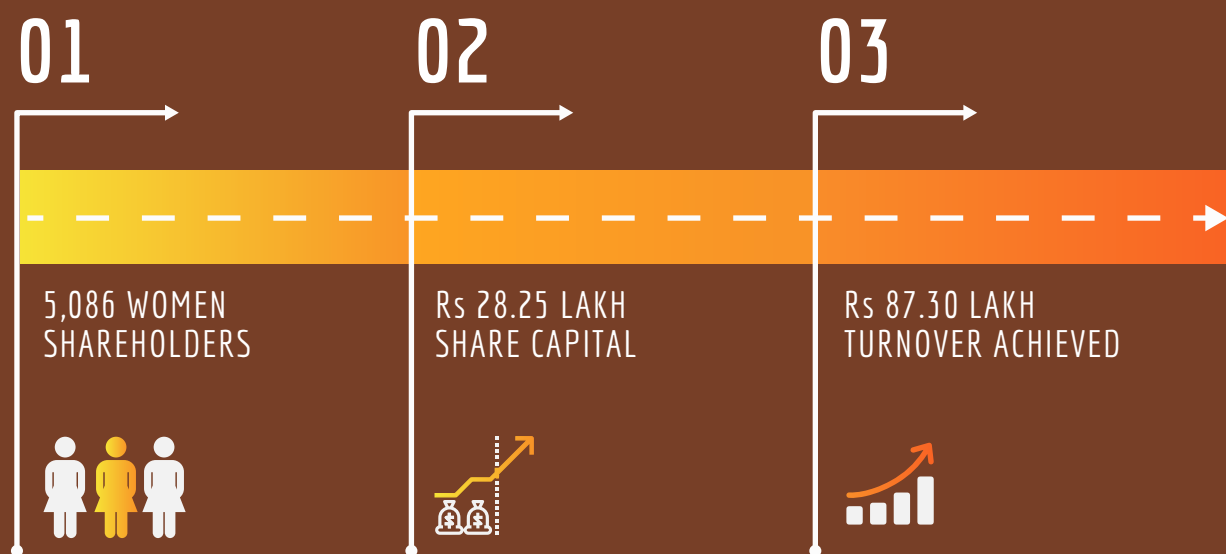
TRIBAL WOMEN BEEHIVE

ALC India in partnership with Small Farmers Agri-Business Consortium (SFAC) has been incubating five Farmers Producer Organizations (FPOs) in Gondia, Maharashtra with the support of Tribal Development Department. The project has been implemented with an aim to mobilize 5,000 women tribal farmers.

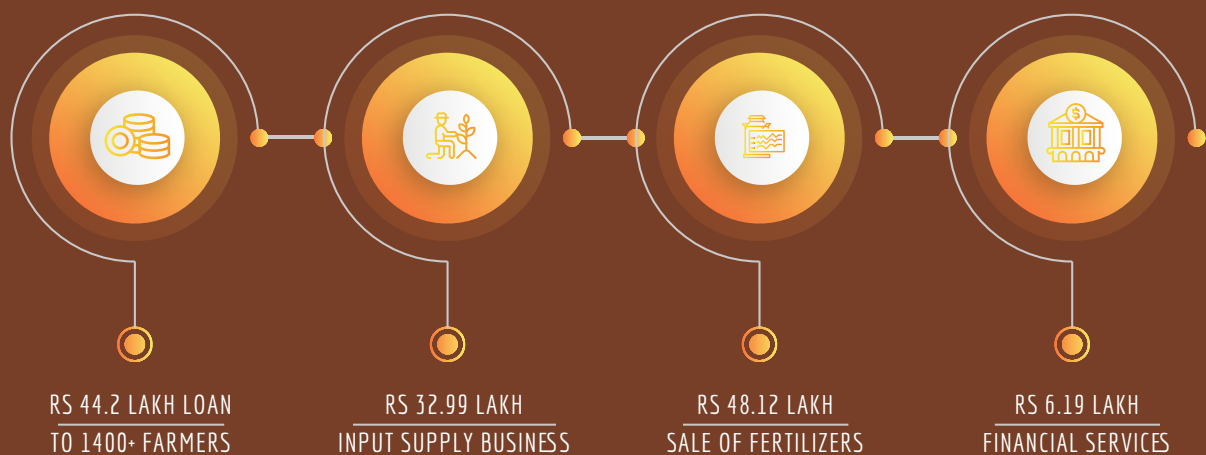


Tribal Women Beehive comprises these five tribal women farmer enterprises with 5,086 tribals as the shareholders in over 100 villages. The Beehive deals with commodities like paddy and value-added products from paddy, Bengal gram, custard apple, poultry birds and mahua. Members get multiple services for processing, branding and marketing these commodities. Some farmers have also been involved in beekeeping and lac growing activities. This Beehive has been active in participating in skill development training programs with ALC India.

KEY FINANCIAL HIGHLIGHTS



KEY OPERATIONAL HIGHLIGHTS



TRIBAL BEEHIVE

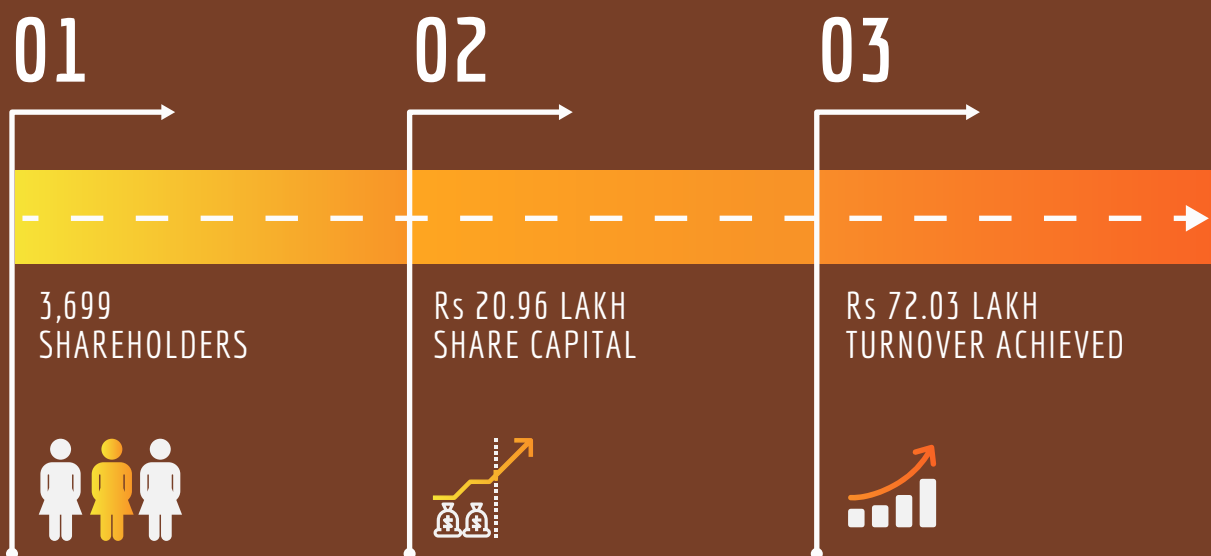
Srikakulam, Andhra Pradesh is home to a number of tribal communities. Tribal Beehive comprises two tribal farmer producer enterprises in Srikakulam, Andhra Pradesh, having more than 3,600 shareholders. The producer enterprises are mainly dependent on non-timber forest produce for their livelihoods. They undertake trading of commodities like cashew nuts, pineapples, hill brooms, turmeric, paddy and jowar.



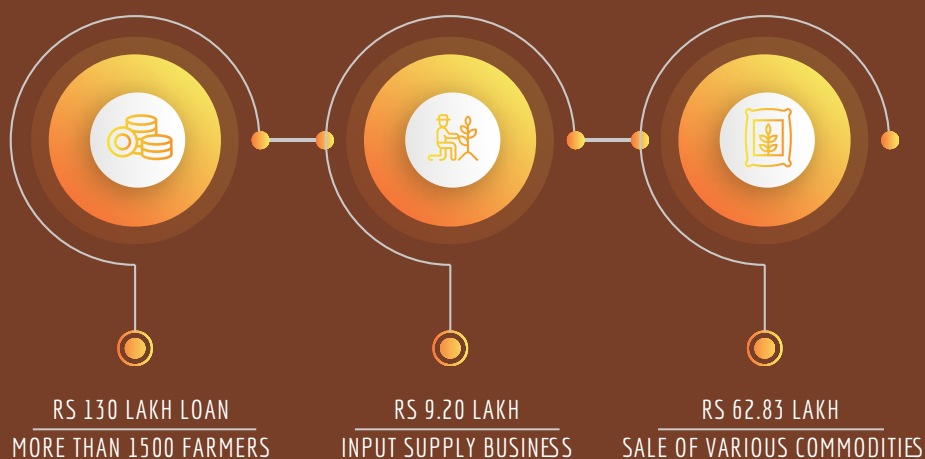
The Beehive provides many services to its shareholders - agriculture input services, financial services (loaning and savings), and market linkages. This year the Beehive could achieve organic certification for its 300 farmers through participatory guarantee system (PGS). The farmers were involved in organic farming since long and this certification was a valuable addition to their produce.

Apart from that, the Beehive conducted training in NPM and line sowing, staff training and training of trainers (ToT) programs.

KEY FINANCIAL HIGHLIGHTS



KEY OPERATIONAL HIGHLIGHTS



DISPLACED COMMUNITY WOMEN BEEHIVE

ALC India has designed and executed a sustainable livelihoods model in villages located on the periphery of Odisha Power Generation Corporation's (OPGC) thermal plant in Banharpalli, Jharsuguda. The project addresses the needs of 1,800 villagers displaced by the thermal plant. This community, spread over 22 villages, comprises tribals who earn a livelihood by fishing, farming, livestock rearing and collecting forest produce.

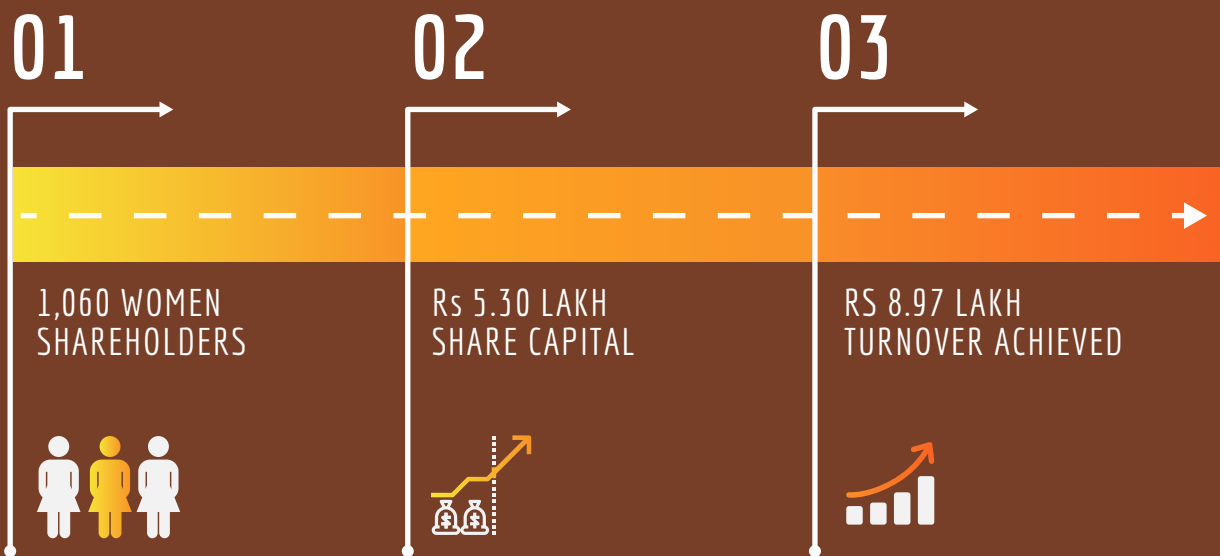
Displaced Community Women Beehive comprising IB Srusthi Women Livelihoods Services Producer Company Ltd. has 1,060 shareholders. They are also a part of 88 self-help groups (SHGs), 22 farmer groups, and six fishermen groups.



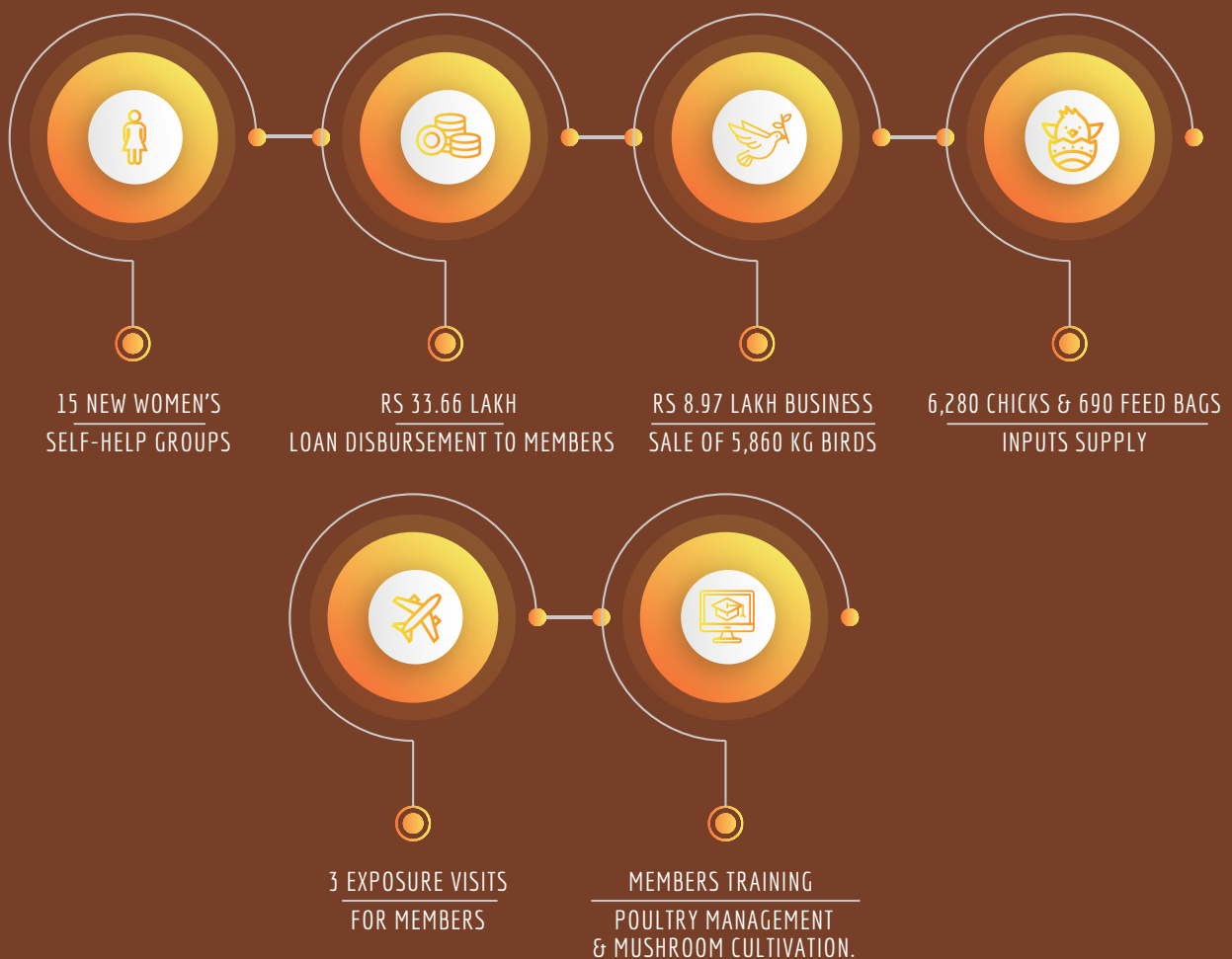
This year OPGC provided Rs 50 lakh grant as working capital to the Beehive. In the next five years, the Beehive aims to set up a Mahila Bank (Women's Bank) to provide financial services to all the women members and make it a model women's bank in the entire Western Odisha.

The Beehive has also initiated indigenous poultry promotion with a sample of 200 members. It provides multiple services from training in poultry management, procurement of chicks, feed procurement, vaccinations and medicines to marketing. Through these services, the women are now rearing healthy birds weighing 2 to 2.5 kg and could achieve good business through the sale of these birds.

KEY FINANCIAL HIGHLIGHTS



KEY OPERATIONAL HIGHLIGHTS



WOMEN WEAVERS BEEHIVE

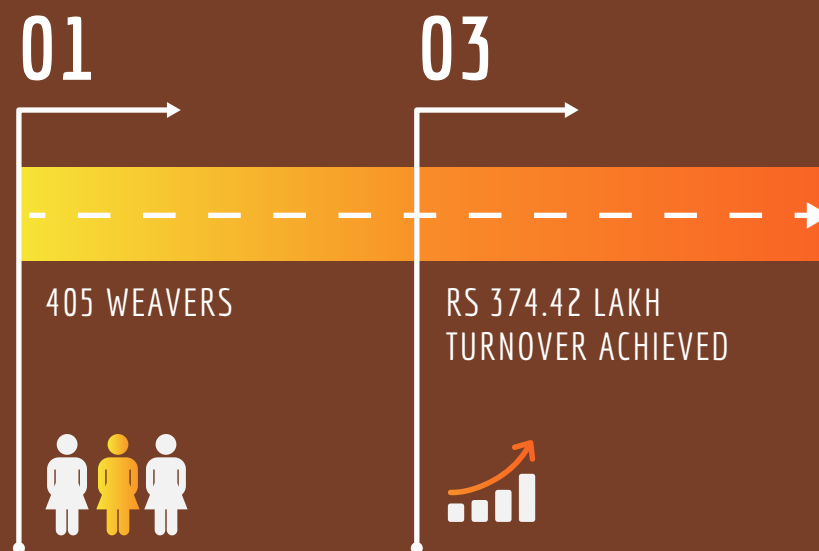
ALC India, in partnership with Chitrika, has been incubating Women Weavers Beehive comprising two weavers' enterprises – Godavari Women Weavers Services Producer Company and Vamshadhara Weavers Producer Company in East Godavari and Srikakulam, Andhra Pradesh

The Women Weavers Beehive aims to strengthen the traditional occupation of weaving and enable weavers to enjoy sustainable livelihoods. The Beehive holds a membership of more than 400 weavers, majorly women. ALC India is providing technical, consulting, financial, and deputation services to the Beehive.

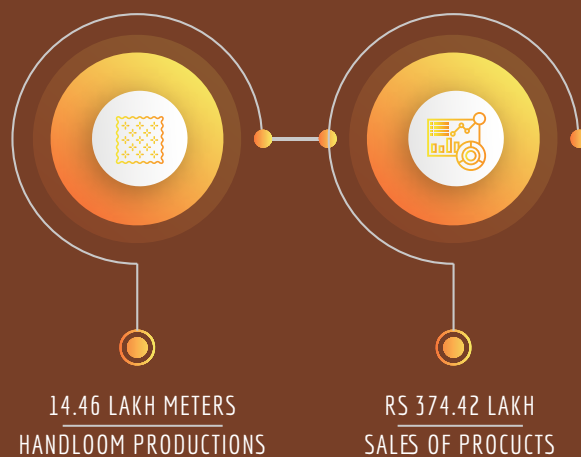
The Weaver Beehive produces sarees, dupattas, and dress materials as key commodities. It is planning to invest in the establishment of dyeing and khadi spinning units.



KEY FINANCIAL HIGHLIGHTS



KEY OPERATIONAL HIGHLIGHTS



PARTNER PROGRAM SERVICES

To enable partners to design and implement effective, efficient, and sustainable livelihood programs, ALC India is providing consulting services to a wide range of partners through its Partner Services. The consulting services focus on four activities - design solution, resources mobilization, evaluation and learning, and implementation.

Though its technical assistance, ALC India shares its experience and learning in the design and implementation of livelihood interventions with its partners. Likewise, services to government, international organizations, the private sector, and non-profit sectors have enriched program design and delivery with ALC India.

In the 2017-18, ALC India provided consulting services to 12 partners through 21 different projects.

#	PROJECT TITLE	PARTNER
1.	Strategy for Sustainability and Fundraising for Vocational Training Centre, Faizabad	The Leprosy Mission Trust India (TLMTI)
2.	Techno-managerial Services for Project SOAR, Cuddalore	The Leprosy Mission Trust India (TLMTI)
3.	Technical Assistance Provider for Freedom Fund Northern India Hotspot program partners for Market-led Economic Empowerment	Geneva Global
4.	Enhancement of Dairy Farming Training Curriculum	Godrej Agrovet Ltd.
5.	Chhattisgarh Self-Help Associations Development Act	National Institute of Rural Development & Panchayati Raj (NIRD & PR)
6.	Capacity Building of Producer Organisations and Producer Organisation Promoting Agency	Kovel Foundation
7.	Quarterly Monitoring of Livelihoods Restoration Program	GMR Kamalanga Energy Limited
8.	Social Enterprise course for PG Diploma in Rural Development Management students	National Institute of Rural Development & Panchayati Raj (NIRD & PR)
9.	One-day training program to Producer Companies on 'Preparing for the first round of business'	Sempulam Sustainable Solutions
10.	Rapid evaluation of Vocational Training Centre at Vadathorasalur, Villupuram district, Tamilnadu	The Leprosy Mission Trust India (TLMTI)

#	PROJECT TITLE	PARTNER
11.	Technical Assistance to Southern India Hotspot program partners on Strengthening Livelihood Opportunities	Geneva Global
12.	Project Sanskriti for development of community-based rural tourism	AP Tourism Authority, Government of Andhra Pradesh
13.	Career Counselling for Youth in Peripheal Villages of ITPS	Odisha Power Generation Corporation
14.	Plan for People's Organisations and guidelines for Livelihoods Resource Hubs	The Leprosy Mission Trust India (TLMTI)
15.	Social Enterprise course for PG Diploma in Rural Development Management students	National Institute of Rural Development & Panchayati Raj (NIRD & PR)
16.	Assistance to TLM, Vizianagaram to empanel for APSSDC & DDU-GKY	The Leprosy Mission Trust India (TLMTI)
17.	Developing perspective plan, roadmap, and operating procedures for supply of A2 (unpasteurized) & A1 milk	United Nations Development Programme (UNDP)
18.	Developing perspective plan, roadmap, and operating procedures for Micro enterprise-based Livelihood strengthening	United Nations Development Programme (UNDP)
19.	Developing a perspective plan, roadmap, and operating procedures for Skill based Livelihood strengthening	United Nations Development Programme (UNDP)
20.	Technical support services for establishing a Producer Organisation	Spandan Samaj Seva Samiti
21.	Mid-term evaluation of Mayurbhanj Socioeconomic Development	Heifer International India

For a broad overview of the nature of consulting projects implemented by ALC India in 2017-18, few major projects have been detailed below.



PROJECT: SANSKRITI

*PARTNER: ANDHRA PRADESH
TOURISM AUTHORITY,
GOVERNMENT OF
ANDHRA PRADESH*

Project Sanskriti, a flagship initiative to promote rural tourism by the Government of Andhra Pradesh, is said to create rural livelihoods through tourism. In this project, ALC India will help farmers and craft artisans become active players in rural tourism.

The project is aimed to mobilize the rural communities in Narsapuram in West Godavari District and Dindi and Uppada villages in East Godavari District. Famous for their silk sarees and lace making activities, these villages also offer natural attractions in serene backwa-

activities, these villages also offer natural attractions in serene backwaters, pathways lined with coconut groves and casuarina trees.

Through this project, these communities will showcase their activities. Communities will be trained in developing localized hospitality, food beverage services that meet global hospitality standards. Project Sanskriti will also equip the local villagers with skills and tools to conduct local tours.



PROJECT: PROVIDING TECHNICAL SERVICES TO SPANDAN FOR GRADUATING ITS PROGRAM FROM NUTRITIONAL SECURITY TO LIVELIHOOD SECURITY

Partner: PHF and Spandan

ALC India is providing technical assistance in developing a producer enterprise that can lead to improved food security and also livelihood security for the Korku tribal community in Khandwa District, Madhya Pradesh.

To improve food security and nutrition among Korku tribe, Spandan Samaj Seva Samiti (Spandan), funded by Paul Hamlyn Foundation (PHF), started promoting backyard poultry and kitchen gardens among 600 households.



The project also supports improving agri-productivity and prices. Spandan and ALC India recently organized a workshop on “FPO Promotion and Visioning Exercise”, at Khandwa, Madhya Pradesh. It included a total of 22 participants including members from the Korku tribe, marginal, and small farmers, besides the project staff of Spandan.

The producer enterprise will have most of its members from the Korku households. Once it becomes operational, it will start marketing country chicken and traditional millets. Market linkages for this produce will add to the current income of members.





PROJECT: ENHANCEMENT OF DAIRY FARMING TRAINING CURRICULUM

*PARTNER:
GODREJ AGROVET LIMITED*

Dairy farming is one of the major livelihood activities for the small livestock holders in India. However, average milk output among Indian dairy farmers remains low compared to the global average. ALC India has partnered with Godrej Agrovet Limited, a company focusing on research and development on animal feed and agribusiness, to train dairy farmers in improving milk outputs.

ALC India has developed a training curriculum targeting the low literate dairy farmers. The project will also equip the extension workers with training and reading materials to support these dairy farmers. This training program requires dairy farmers and extension workers undergo a 45-hour training to understand the key practices.

ALC India is evaluating the training program initially with 150 farmers in Maharashtra. Dairy farmers will learn improved practices in breed, nutrition and managing their dairy farms. Training content in local language, multimedia, visual presentations, and field visits will help low literate audience overcome their literacy barriers.

After the training is piloted in Maharashtra, it will be used for training with other producer companies incubated by ALC India and with projects managed by Godrej Agrovet.



PROJECT: CAPACITY DEVELOPMENT OF NGOS IN CREATING LIVELIHOOD OPPORTUNITIES FOR VICTIMS OF BONDED LABOR AND TRAFFICKING

PARTNER: GENEVA GLOBAL

Geneva Global and ALC India came together to build capacity among NGOs to create livelihood opportunities for the victims of child slavery, trafficking, bonded labor, and debt labor in Bihar and Uttar Pradesh. Implemented as an initiative of Freedom Fund, a global movement supporting frontline initiatives to tackle modern-day slavery, ALC India started its work with bonded labor and victims of trafficking, a major marginalized community for the first time. The project made several accomplishments this year:



Highlights of the project include:

1. Landscaping study of partner NGO challenges and opportunities in livelihoods, micro- enterprises, and vocational training
2. Feasibility study for partner NGOs for livelihoods development
3. Manual and resources for NGOs were developed on livelihoods, micro-enterprises and employment



ACCESS LIVELIHOODS DEVELOPMENT FINANCE

Incorporated in July 2014, Access Livelihoods Development Finance (ALDF) is designed to provide financial products and services aimed at promoting livelihoods, innovate products / platforms/ instruments/institutions for livelihood finance for the marginalized, conduct programs, conferences, and seminars, and create legal awareness.

During 2017-18, ALDF mobilized Rs 1,447 lakh for ALC India. It disbursed Rs 964.38 Lakh to the producer enterprises in respective Beehives.



KEY HIGHLIGHTS

Memorandum of Understanding with Bank of Baroda

A MoU was signed with Bank of Baroda for financing the producer enterprises incubated by ALC India across the country. Luna Wala branch, BoB is considering loans for dairy cattle to Maval dairy farmers. ALDF is also trying to get credit facilities for milk processing unit at Indrayani Industrial Estate, Takve. ALDF tied up with the Bank in Hyderabad for financing against warehouse receipts. However, in view of the adverse market conditions, this facility could not be utilized.

Memorandum of Agreement with NABKISAN

A MoA was signed with NABKISAN in November 2017, under which an amount of Rs 500 lakh was sanctioned to ALC India for on lending to the producer enterprises incubated by it. Apart from that, NABKISAN also sanctions loans directly to the producer enterprises based on the recommendations of ALC India. So far two enterprises have been selected for financing in women farmer Beehive, Kodangal to an extent of Rs 100 lakh.

Mobilization of Rs 150 lakh

ALDF mobilized Rs 150 lakh, three times the seed fund provided by NITI Aayog under Atal Innovation Mission from Tata Trust through Access Livelihoods Foundation.

EMPLOYMENT GENERATION PROGRAM

India is working towards enhancing the skilled workforce by aiming to impart skill development training to approximately 500 million workers in various sectors. ALC India's Employment Generation Program (EGP) supports the same. ALC India in partnership with the National Skill Development Corporation (NSDC) aims to train and skill 299,000 individuals by 2022. Today, ALC India is one of the largest training partners of NSDC in the country and among the few that provide skill development to primary producers.

ALC India has been providing skill development training through Recognition of Prior learning under Andhra Pradesh State Skill Development Corporation (APSSDC). Till now, more than 7,000 people in Andhra Pradesh, Maharashtra, Odisha, and Telangana have been trained and certified in dairy farming, beekeeping, paddy and seed- cultivation, quality seed growing, and handloom weaving.

COVERAGE



In the year 2017-18, ALC India trained around 270 candidates under two job roles, namely, Quality Seed Growing (QSG), Women Dairy Entrepreneurship (WDE).

Quality Seed Growing training was provided to 100 candidates from Gottipalli and Cheepurupalli, in a three-day training program. Women Dairy Entrepreneurship training was provided to 172 candidates from Labba, Makavaram, Punnuturu, Dimili, and Gunabadra.

SNAPSHOT - EMPLOYMENT GENERATION PROGRAM

RECOGNITION OF PRIOR LEARNING PROGRAM

WITH CENTRAL GOVT.

#	DISTRICT, STATE	TRADE	MANDALS	VILLAGES	CANDIDATES	BATCHES	APPEARED FOR EXAM	PASS	PASS %
1	Karimnagar, Telangana	Quality Seed Grower	5	25	1355	39	1027	1027	100
2	Karimnagar, Telangana	Women Dairy Entrepreneurship	1	1	33	1	30	30	100
3	Karimnagar, Telangana		5	40	2164	11	1956	1956	100
4	Karimnagar, Telangana		14	28	1340	36	1131	1131	100
5	Nizamabad, Telangana		8	29	1000	33	799	795	99.5
6	Pune, Maharashtra		1	10	468	14	237	237	100
7	East Godavari, Andhra Pradesh	Two Shaft Handloom Weaver	6	11	500	24	380	380	100

WITH STATE GOVT. (ANDHRA PRADESH STATE SKILL DEVELOPMENT CORPORATION)

1	Srikakulam, Andhra Pradesh	Quality Seed Grower	1	3	200	5	171	157	91.81
2	Srikakulam, Andhra Pradesh	Women Dairy Entrepreneurship	1	5	300	5	273	247	90.48
Total			42	152	7360	168	6004	5960	99.27

PRADHAN MANTRI KAUSHAL VIKAS YOJNA

1	Gondia, Maharashtra	Quality Seed Grower	5	7	360	12	322	279	86.6
2	Gondia, Maharashtra	Bee Keeper	1	2	60	2	59	27	45.7
3	Srikakulam, Andhra Pradesh	Quality Seed Grower	2	4	150	5	91	71	78.08
Total			8	13	570	19	472	377	79.87

STAR SCHEME

1	Warangal	Women Dairy Entrepreneurship	2	10	250	10	230	210	91.3
Total			2	10	250	10	230	210	91.3

TRANSFORMING INDIA INITIATIVE FELLOWSHIP PROGRAM

In October 2017, on the day of Gandhi Jayanti, ALC India launched its flagship program in Social Entrepreneurship called the Transforming India Initiative. It is a two-year program for developing social entrepreneurs through experiential learning.

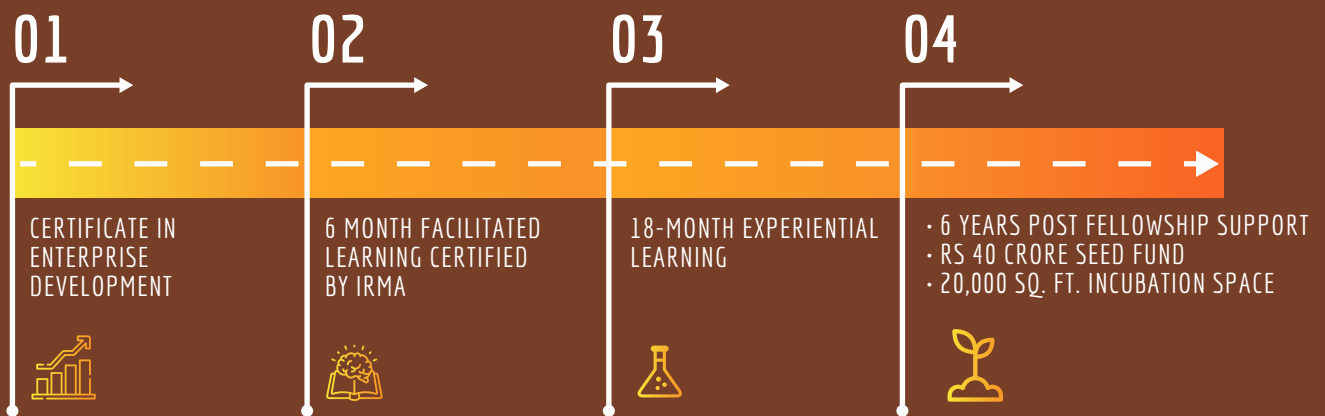
In two years, the fellows will move from being job seekers to job creators with a cause. They will be imbibed with all the skills and mindsets required to be successful entrepreneurs during the two years. And for the ensuing six years after the fellowship, they will continue to receive access to all the funds, resources and mentoring required for them to launch and grow their enterprise.

It is supported by NITI Aayog's Atal Innovation Mission and Institute of Rural Management Anand (IRMA). The uniquely designed curriculum for the two years emphasizes self-transformation, entrepreneurial skills, mindsets and enterprise excellence.

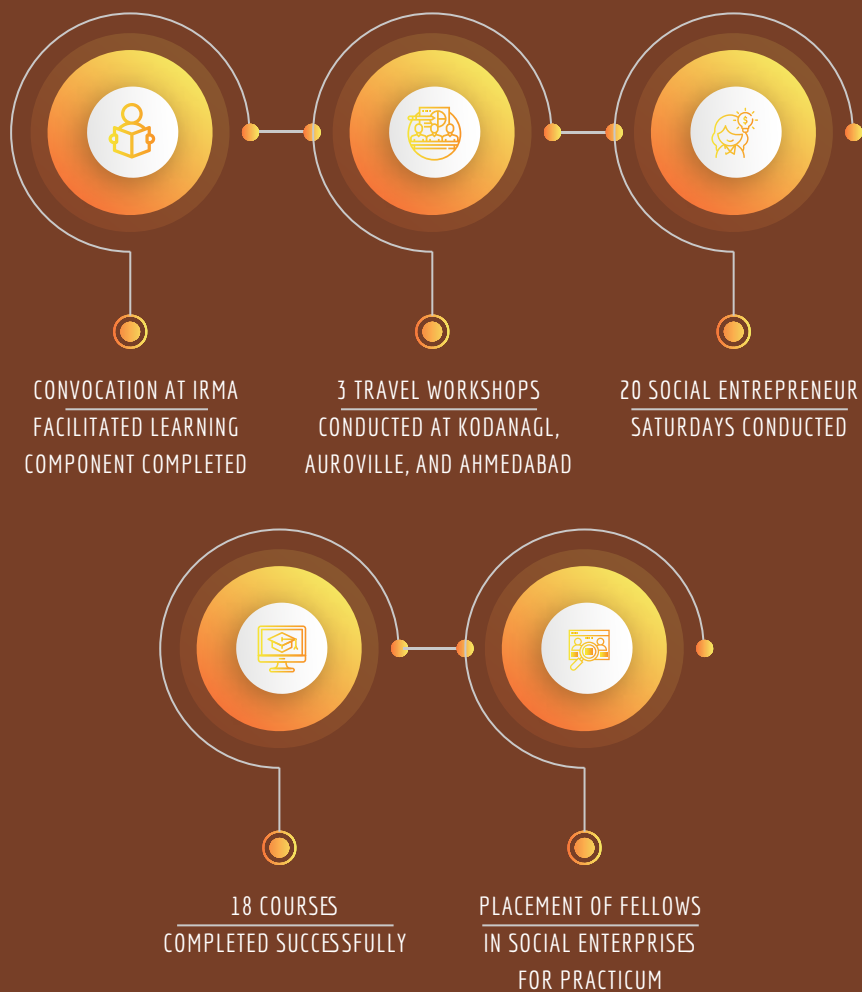


The program is designed to be experiential and practical with six travel workshops, 30 social entrepreneur interactions, 18 practitioners taught courses and project-based assessments. The two years include an 18-month practicum where the participants are placed in established social entrepreneur working directly with the CEOs and help enterprises accelerate their growth.

The program presently has 10 fellows as part of its first cohort from different states of India with various fields of interest. Admission process for the second cohort has begun. The digital marketing campaign for cohort 2 has been started and it has registered a reach of more than 1.7 crore people spread across five phases of the campaign. A total of 226 applications have been received so far.



KEY OPERATIONAL HIGHLIGHTS



AGRI-BUSINESS ENTERPRISE INCUBATION PROGRAM

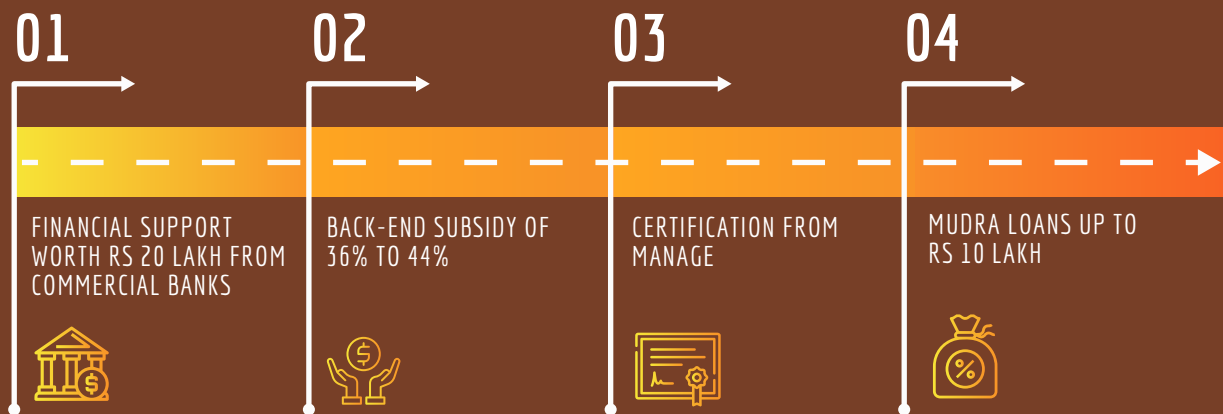
Agri-Business Enterprise Incubation program is a 60 days training program under Agri Clinics & Agri-Business Centers (ACABC) Scheme by National Institute of Agricultural Extension Management (MANAGE).

The program has been initiated by the Ministry of Agriculture and Farmers Welfare in partnership with NABARD and is being jointly implemented by MANAGE and ALC India. It aims to tap the expertise available among the large pool of Agriculture and allied graduates (Agriculture, Veterinary, Forestry, Horticulture, Fisheries, and other similar fields) in our country.

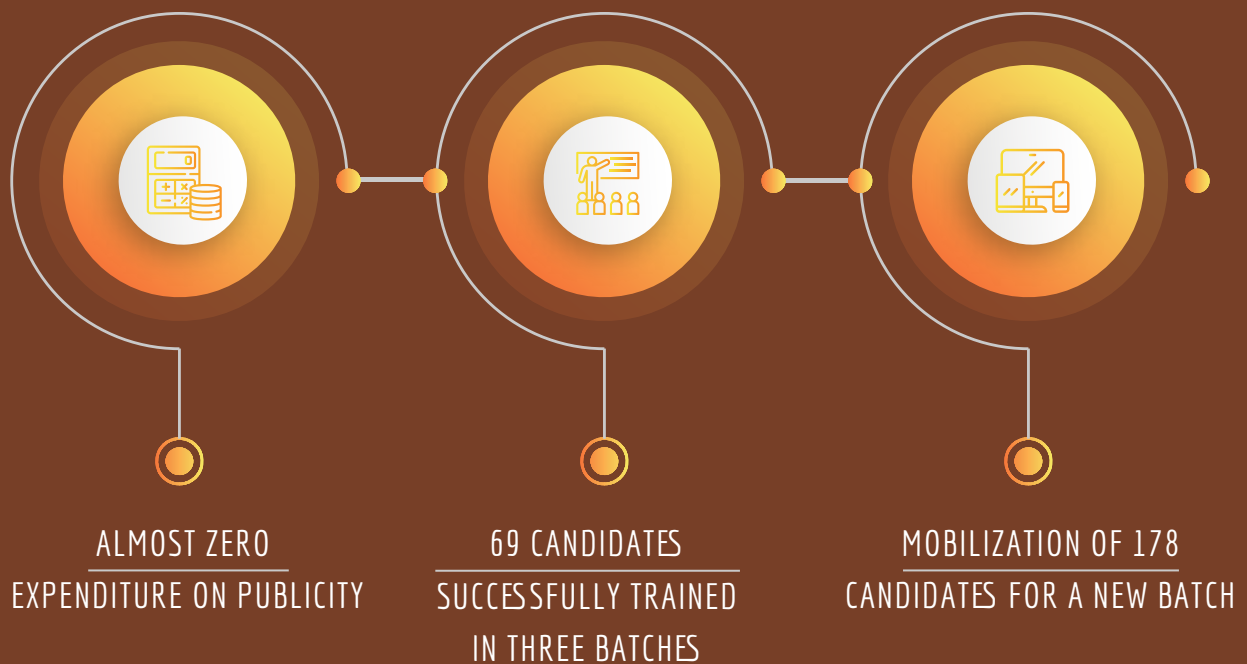


The program helps them to set up their own Agri-business enterprises, potentially benefitting a large number of producers/ farmers across India. The initial 30 days are focused on providing training in agriculture and allied subjects, and the next 30 days cover the preparation of trainees' business plans. Scientists & professors from reputed institutions such as CRIDA, PJTSAU are engaged as guest faculty for the training. Also, exposure visits are organized for the trainees to get practical knowledge of the functioning of various institutions.

KEY FINANCIAL HIGHLIGHTS

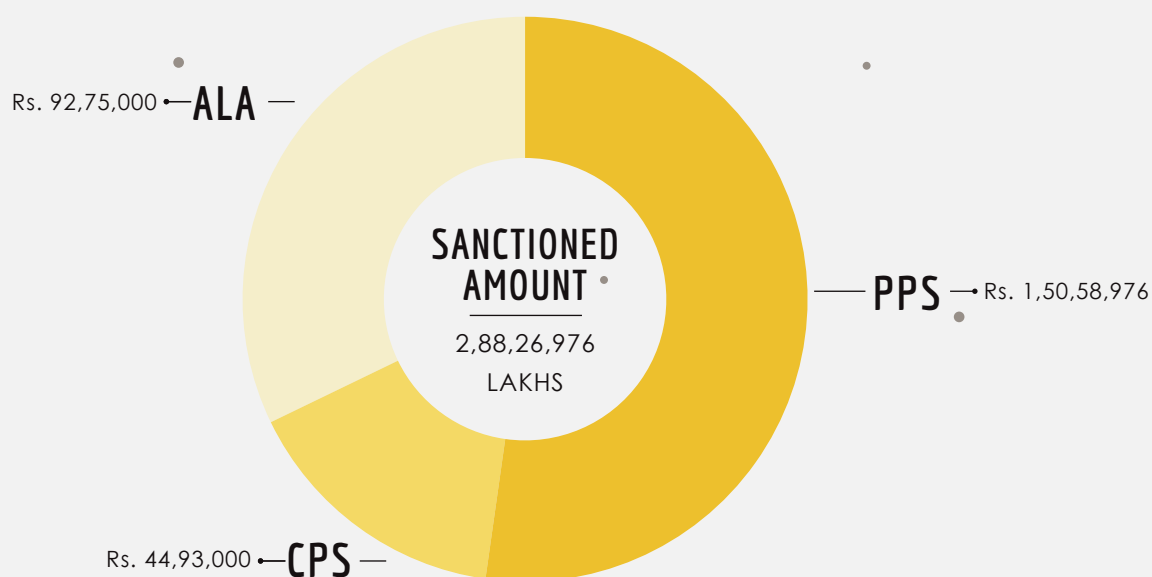
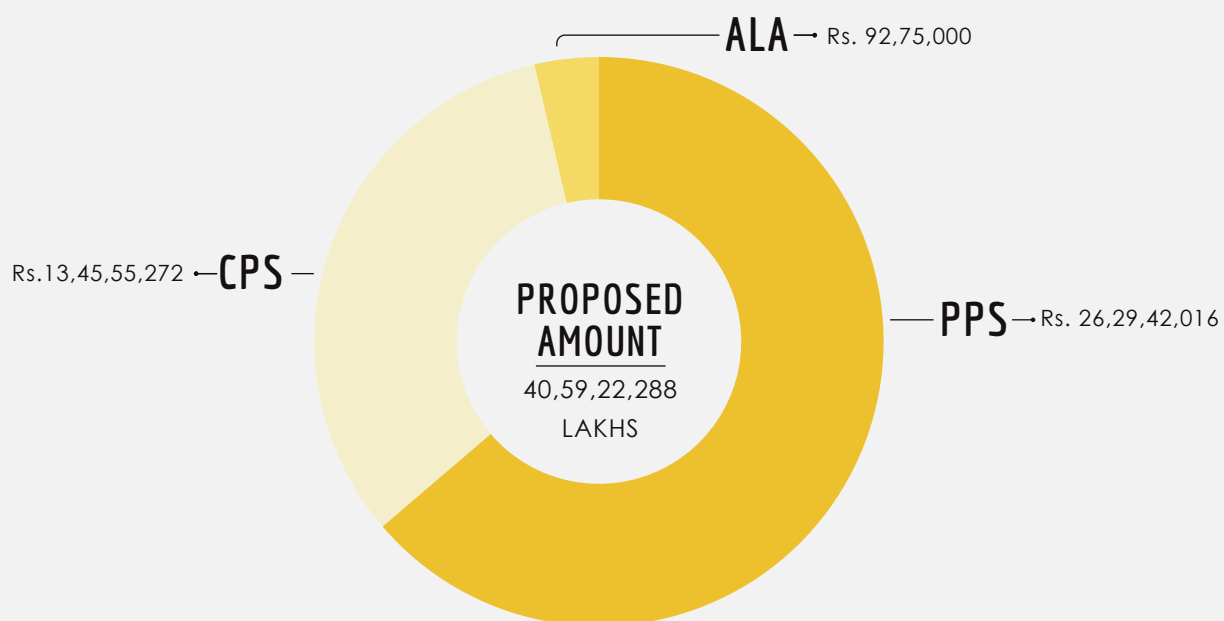


KEY OPERATIONAL HIGHLIGHTS



BUSINESS DEVELOPMENT

2017-18 was a steady year for business development. During the year, ALC India earned business worth Rs 288.26 lakh.



SANCTIONED PROJECTS

#	Division	Domain	Name of the Project	Client Name	Client Type	Sanctioned Value (Rs)
1	ALA	AEP	Enrolment as NTI for Agri-Clinic and Agri-Business Centre (AC & ABC)	MANAGE	Govt	3,675,000
2		SEP	TII Cohort – 1			4,750,000
3		EGP	Proposal for empan- elment of training partner for implment- ing RPL programs initiated by APSSDC	APSSDC	Govt	850,000
4	PPS		Technical partneships with Chitrika	PHF - Chitrika	NGO	199,725
5			Technical partneships with Spandan	PHF - Spandan	NGO	1,500,000
6			Mid Term Evaluation of Mayurbhanj Socio-Economic Development Project (MSED)	Heifer International India	INGO	397,509
7			UNDP Skill develop- ment study	UNDP	INGO	1,215,100
8			UNDP Dairy business plan	UNDP	INGO	1,256,750
9			UNDP Microenterpris- es /Skill development study	UNDP	INGO	959,800
10			Extension of Techni- cal Support to Freedom Fund Partners, as Technical Assistance Provider for Market-led Economic Empower- ment	Geneva Global	Funding Organization	635,050
11			Technical Assistance on Strengthening Livelihood Opportunities	Geneva Global	Funding Organization	2,572,773
12			Andhra Pradesh Rural Tourism Project	Andhra Pradesh Tourism	Govt	7,195,000
13			Career Counselling for Youth	OPGC	CSR	999,999
14	CPS	FEP-OD	Comprehensive modules Preparation	IRRI	Research Organization	4,493,000

HUMAN DEVELOPMENT ACTIVITIES AT ALC INDIA

Human development at ALC India saw significant activity this year, in the areas of recruitment, employee engagement, and capacity-building.

RECRUITMENT



ALC INDIA HAD
42 CONSULTANTS



27 NEW CONSULTANTS
WERE RECRUITED

IOS	9
PPS	3
CPS	10
ALA	5
LPI	0



21% CONSULTANTS
ARE FEMALE



ATTRITION FOR
17-18 WAS 38%



ENGAGED FOUR
INTERNS TO WORK
IN DIFFERENT DOMAINS

#	NAME	DESIGNATION	PROGRAM	DOMAIN	REMUNERATION PER DAY
1	Mr.G.V. Krishnagopal	CEO	General	General	3200.00
2	Mr.G.V Sarat Kumar	CPO	General	General	3000.00
3	Dr. K. Surekha	SPM	IOS	BD	2201.00
4	Mr. Tikeswar Patel	PM	CPS	ESS	1430.00
5	Mr. B.Bhaskar Rao	SPE	CPS	ESS	845.00
6	Mr. Md. Vaseem Yosuf	SPE	CPS	FEP_TS	1035.00
7	Mr. S. Swaminathan	PD	PPS	PPS_D	2900.00
8	Ms. Taru Golla	PD	IOS	General	2700.00
9	Mr. A. Sitaramaiah	SPD	LPI	ALDF	1900.00
10	Mr. Biswo Ranjan Parida	PE	CPS	DEP_OD	550.00
11	Mr. Sambasiwa Rao	PE	CPS	TEP_AP	625.00
12	Mr. Ganesh Kumar Singh	APD	CPS	LEP_MH	2250.00
13	Ms. Sruthi Kunnel	APD	ALA	TII	2700.00
14	Mr. Ashwini Kumar	PM	CPS	LEP_MH	1470.00
15	Mr. Srinivas Reddy	SPE	LPI	ALDF	850.00
16	Mr. Sesh Prasad Mallik	PE	CPS	ESS	500.00
17	Mr. Kishore Vodapally	PM	ALA	EGP	1350.00
18	Ms. Vijaya Chavan	SPE	IOS	FMA	700.00
19	Mr. Girish Chandra Pradhan	SPM	CPS	ESS	1800.00
20	Mr.Kopela Vikram Reddy	SPE	ALA	EGP	700.00
21	Mr. A. Santhosh Krishna Alladi	PM	IOS	FMA	1300.00
22	Mr.Kyama Mohan Kumar(civil Engg)	PM	CPS	ESS	921.00
23	Mr.Srinivasulu Soma	PM	CPS	ESS	1055.00
24	Mr. Himanshu Rai	SPM	PPS	PPS_D	1700.00
25	Mr. Priyaranjan Biswal	PM	CPS	ESS	949.00
26	Mr. Faheem Ahmed	PM	ALA	TII	1600.00
27	Mr. Harish Chandra Mohanta	PM	CPS	ESS	920.00
28	Ms. Ramadevi Ramineni	PM	ALA	EGP	1200.00
29	Mr. Nandan Bisoi	SPE	IOS	IOM	800.00
30	Mr. Atanu Garai	APD	IOS	ICK	2595.00

#	NAME	DESIGNATION	PROGRAM	DOMAIN	REMUNERATION PER DAY
31	Mr. S. Prakash	PM	PPS	PPS_D	1300.00
32	Ms. Shipra Pal Singh	PM	PPS	PPS_D	1050.00
33	Ms. Shikha Kumari	PM	PPS	PPS_D	1000.00
34	Mr. Keerthi Maheedar	SPE	IOS	HRM	700.00
35	Mr. Satishkumar CAV	PM	CPS	FEP_TS	1000.00
36	Ms. Indira Amma	PE	IOS	FMA	0.00
37	Ms. Shivali Sarna	SPE	IOS	ICK	1200.00
38	Mr. Vishnu V	SPE	ALA	TII	730.00
39	Mr. Vijit Pareek	SPM	CPS	ESS	2155.00
40	Mr.Chetananand	APD	CPS	ESS	2900.00
41	Mr. Dilip Khambhat	PM	CPS	TEP-MH	657000
42	Mr. Chakali Venkatesham	PE	IOS	FMA	0.00

EMPLOYEE ENGAGEMENT & CAPACITY BUILDING



In Feb 2017, as part of the annual employee engagement activity, ALC India organized a two-day knowledge sharing event. All the ALC India consultants including the field teams participated and every team shared key achievements and progress of their projects. The event ended with an informal sharing circles session, where each person shared about their experience at ALC India.



FINANCIAL STATEMENTS

ACCESS LIVELIHOODS CONSULTING INDIA LIMITED CONSOLIDATED BALANCE SHEET AS ON 31ST MARCH 2018

(Amount in Rs.)

Particulars	Note No.	AS ON 31.03.2018	AS ON 31.03.2017
I. EQUITY AND LIABILITIES			
(1) Shareholder's Funds			
(a) Share Capital		27,101,830	27,101,830
(b) Reserves and Surplus		(10,725,415)	(8,383,782)
(c) Money Received Against Share Warrants		-	-
(2) Share Application Money Pending Allotment		-	-
(3) Deferred AIM Fund for Fixed Assets		6,572,106	7,000,000
(4) Non-Current Liabilities			
(a) Long-Term Borrowings		100,259,162	69,751,831
(b) Deferred Tax Liabilities (Net)		860,859	548,311
(c) Other Long Term Liabilities		-	-
(d) Long Term Provisions		-	-
(5) Current Liabilities			
(a) Short-Term Borrowings		8,462,306	18,857,731
(b) Trade Payables		3,564,011	8,477,479
(c) Other Current Liabilities		68,887,366	15,072,024
(d) Short-Term Provisions		4,266,805	10,194,061
Total Equity & Liabilities		209,249,030	148,619,485
II. ASSETS			
(1) Non-Current Assets			
(a) Fixed Assets			
(i) Tangible Assets		53,586,205	48,556,085
(ii) Intangible Assets		404,577	531,412
(b) Non-Current Investments		53,990,781	49,087,497
(c) Deferred Tax Assets (Net)		300,000	300,000
(d) Long Term Loans and Advances		-	-
(e) Other Non-Current Assets		619,810	100,001
(2) Current Assets			
(a) Current Investments		-	-
(b) Inventories		-	1,366,901
(c) Trade Receivables		27,284,812	36,643,214
(d) Cash and Cash Equivalents		37,430,376	29,013,055
(e) Short-Term Loans and Advances		88,609,540	30,968,613
(f) Other Current Assets		973,255	1,099,748
Total Assets		209,249,030	148,619,485

FOR A V Ratnam & CO.
CHARTERED ACCOUNTANTS

(G.K. BABU)

Partner

Membership No. : 213273

Firm Reg. No.: 0030285

A.V.RATNAM & CO.
CHARTERED ACCOUNTANTS
180/2, RT, R.R.SADAN
Vijayanagar Colony, HYDERABAD-57

For Access Livelihoods Consulting India Limited

(Director)

(Director)

PROFIT AND LOSS STATEMENT

ACCESS LIVELIHOODS CONSULTING INDIA LIMITED CONSOLIDATED PROFIT & LOSS STATEMENT FOR THE YEAR ENDED 31ST MARCH 2018

(Amount in Rs.)				
#	Particulars	Note. No.	For the Year ended on 31.03.2018	For the Year ended on 31.03.2017
I	Revenue From Operations		28,226,757	29,369,322
II	Other Income		25,947,187	3,612,793
III	Total Revenue (I + II)		54,173,943	32,982,115
IV	Expenses:			
	Changes in Inventories of Finished Goods, Work-in-Progress and Stock-in-Trade		1,366,901	(475,793)
	Consultants Benefit Expense		38,835,211	28,268,991
	Financial Costs		11,506,272	8,224,177
	Depreciation and Amortization Expense		1,858,324	677,074
	Other Administrative Expenses		2,636,320	2,067,973
	Total Expenses (IV)		56,203,028	38,762,422
V	Profit Before Exceptional and Extraordinary Items and Tax	(III - IV)	(2,029,085)	(5,780,307)
VI	Exceptional Items		-	-
VII	Profit Before Extraordinary Items and Tax (V - VI)		(2,029,085)	(5,780,307)
VIII	Extraordinary Items		-	-
IX	Profit Before Tax (VII - VIII)		(2,029,085)	(5,780,307)
X	Tax Expense:			
	(1) Current Tax		-	-
	(2) Tax pertaining to previous year		-	456
	(3) Deferred Tax		312,548	369,570
XI	Profit/(Loss) from the Period from Continuing Operations	(IX - X)	(2,341,633)	(6,150,333)
XII	Profit/(Loss) from Discontinuing Operations		-	-
XIII	Tax Expense of Discontinuing Operations		-	-
XIV	Profit/(Loss) from Discontinuing Operations (XII - XIII)		-	-
XV	Profit/(Loss) for the Period (XI + XIV)		(2,341,633)	(6,150,333)
XVI	Earning per Equity Share:			
	(1) Basic		(14.14)	(37.15)
	(2) Diluted		(14.14)	(37.15)

FOR A V Ratnam & CO.
CHARTERED ACCOUNTANTS



(G.K. BABU)
Partner
Membership No. : 213273
Firm Reg. No.: 0030285

A.V.RATNAM & CO.
CHARTERED ACCOUNTANTS
180/2, RT, R.R.SADAN
Vijayanagar Colony, HYDERABAD-57

For Access Livelihoods Consulting India Limited


(Director)


(Director)

LIST OF SHAREHOLDERS

PREFERENCE SHARE CAPITAL

#	NAME OF THE SHAREHOLDER	Amount [Rs]
1	Aditi Mukherjee	1,00,000
2	Ananya	80,00,000
3	Girish Kanjula Reddy	3,00,000
4	GV Krishnagopal	22,75,000
5	GV Rajagopal	6,00,000
6	GV Sarat Kumar	23,34,130
7	K.Surekha	1,66,900
8	Madava Rao	4,000
9	Meenakshi Choudhury	1,30,000
10	Nalini Kumari	21,890
11	N Madhumurthy	2,50,000
12	Prativa Sundaray	1,46,410
13	Prudvi.A	5,000
14	Uma Nagarajan	13,000
15	Vikram Krishna Swami	1,00,000
16	Abhiram Katta Anjaneyulu	1,00,000
17	Ajay Desai	25,00,000
18	Amit Anand	50,000
19	Amit Mehta	1,00,000
20	Anil RK	2,00,000
21	Ankur Mittal	1,00,000
22	Apoorva Vaidya	1,00,000
23	Balaji Narayanan	50,000
24	Deepak Dogra	50,000
25	Deepti Gupta	1,00,000
26	Emmanuel Murray	50,000

#	NAME OF THE SHAREHOLDER	Amount [Rs]
27	Girish Bhaskaran Nair	50,000
28	Gokulvanan Valarmathy Velan	50,000
29	Govindarajan Chellappa	10,00,000
30	Govind Ramachandran	50,000
31	Hafsa Nooree Vedula	1,00,000
32	Hardeep Singh Banga	50,000
33	Jaya Priyadarshi	50,000
34	Kamal Narayan Mishra	1,00,000
35	Keith Joseph Rosario	50,000
36	Kiran Vyapar Limited	5,00,000
37	Krithika Veeraraghavan	50,000
38	Kumar Anshul	50,000
39	Lakshmi Garimella	1,00,000
40	Manish Christian	1,00,000
41	Mekin Maheshwari	2,50,000
42	Narender Kande	1,00,000
43	Premchand	50,000
44	Rahul Kumar	50,000
45	Rajesh Kumar	5,00,000
46	Ramasubramanian Sundararajan	50,000
47	Ram Prahlad Sanath Kumar	1,00,000
48	Ramu Narla	50,000
49	Sanjay Dhaunta	1,00,000
50	Senthil Kumar	50,000
51	Shweta Sharma	50,000
52	Sivakumar Surampudi	25,00,000
53	Smita Mishra Panda	1,00,000
54	S.Raghuraman	50,000
55	Srinivasa Hatcherries Limited	5,00,000
56	Stephen Samuel	1,00,000
57	Umang Gandhi	1,00,000

#	NAME OF THE SHAREHOLDER	Amount [Rs]
58	Vandana Srinivasan	50,000
59	Veena Batra	1,00,000
60	Vijayalakshmi Mulvadi Gomadam	2,00,000
61	Vijay Kumar Mogadati	1,00,000
62	Vikas Chandra Jha	1,00,000
63	Yamini Mishra	50,000
	Total	25,446,330

EQUITY SHARE CAPITAL

#	NAME OF THE SHAREHOLDER	Amount [Rs]
1	Anil Kumar Padhay	5,000
2	Anuradha Panigrahi	-
3	B Bhaskar Rao	5,000
4	Gautham Kumar	5,000
5	G Satya Dev	1,30,000
6	Guruprakash	5,000
7	G.V.Krishnagopal	4,60,000
8	G.V.Sarat Kumar	3,37,000
9	Meenakshi Choudhury	-
10	Mohanaiah A	1,00,000
11	Naveen Kumar Singh	10,000
12	N.Madhumurthy	1,10,000
13	Pramod Kalekar	5,000
14	Pratap Kumar	10,000
15	Prativa Sundaray	30,000
16	Rama Mishra	2,000
17	Rituparna Majundar	2,000
18	Samyuktha	5,000
19	Sandip Vairagar	8,000
20	Sanjay Tripathi	10,000
21	Santosh Kumar Mohapatra	12,000
22	Shruti Seth	2,000
23	Surekha	5,000
24	Swaminathan	30,000
25	Taru Golla	3,40,000
26	Uma Nagarajan	2,500
27	V Madhusudhan Rao	25,000
	Total	1,655,500

LIST OF SHAREHOLDERS



सत्यमेव जयते

नीति आयोग

National Institution for Transforming India



सत्यमेव जयते

Ministry of Agriculture & Farmers Welfare
Government of India



TATA TRUSTS



SFAC
लघु कृषक
कृषि व्यापार संधि



ANANYA
Going Beyond Finance



NABKISAN FINANCE LIMITED

A Subsidiary of NABARD
(Formerly Agri Development Finance (Tamilnadu) Limited)