

All India Artisans & Craftworkers Welfare Association Annual Report 2017-18



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About AIACA

The All India Artisans and Craftworkers Welfare Association (AIACA), established in 2004, is a membership based organization for the handloom and handicrafts sector in India. It aims to develop craft based enterprises and explore new and commercially sustainable models of livelihood generation. AIACA mobilizes multi stakeholder collaboration to ensure the growth and continued vibrancy of this sector and a better standard of living for artisans and crafts workers.

AIACA's Services

AIACA engages in the following key activities:

- Policy advocacy;
- Enterprise Support Programme - capacity building of enterprises and crafts organizations, innovative design interventions, product development and diversification;
- Sustainable Livelihood Development;
- Craftmark Certification (a national certification that certifies genuine Indian handicrafts).

Projects

The above interventions are implemented through AIACA's **cluster development projects**, including:

- Empowering women weavers of Kota through their traditional weaving skills, supported by Axis Bank Foundation
- Revival of Mubarakpur weaves through sustainable enterprise development, assisted by RBS Foundation
- Develop and Strengthen Varanasi Weavers and Artisans Society as a Social Enterprise to enhance sustainable livelihoods of small and medium handloom weavers through effective business development services - supported by Ford Foundation.
- Developing and Strengthening Crafts based enterprises, funded by RBS Foundation.
- Creating sustainable livelihood opportunities for bamboo artisans of Haldipada, Odisha, supported by Oracle
- Going Green Project to contribute to the economic competitiveness of the Indian textile industry and promote the well-being of textile artisans, supported by European Union

Empowering Women Weavers of Kota Through Their Traditional Weaving Skills

AIACA has been working in Kota with the mission of enabling Kota Women Weavers Organisation (KWWO), a registered Society of more than 1000 women weavers belonging to the Ansari community, to access greater market share and profit through facilitation of business support services, skill upgradation, design innovation and effective organisation management. The goal is to ensure sustained and dignified livelihood for the rural women handloom weavers as well as continuation of this unique craft.



Kaithun, a small village on the outskirts of the city of Kota in southern Rajasthan is home to the renowned fabric of Kota Doria. This fine fabric made of a blend of silk and cotton has a unique check like pattern.



The process of making Kota Doria starts with bleaching, dyeing, and starching fine counts of yarns. Eight threads of silk and six threads of cotton are placed alternately in warp and weft to form the check pattern locally called khat. The width of the entire fabric is about 48 inches, containing about 300 khats. The designs are plotted on a graph and later transferred on a harness known as jaala, which is a series of strings suspended on a beam that help in developing intricate motifs along with the khats. These motifs are created using small bobbins or tillis of zari or dyed silk yarn.

AIACA has organized the women weavers in self - help groups, have enabled them to open bank accounts and in saving and credit, as well as in collective working. The women weavers who are already highly skilled have been trained in design innovation and product diversification and a collection has been developed which is owned by the weavers of KWWO. This is the first

time that these small women weavers have designs, collection and stock of their own that they can showcase independently in the markets. Through this new range of products, they have also been directly linked to exhibitions and retail buyers, wherein they have started enjoying improved income and a profit share. Parallel to the development of business capacities of the cluster, AIACA is also strengthening the governance of KWWO so that they are able to sustain their business better.

In addition to the women weavers, AIACA also started working with the local dyers. Since, substantial bulk of yarn is dyed locally in Kaithoon using chemical dyes it was a major environmental issue faced by the cluster. In order to address this, the dyers were trained in using azo-free and natural dyes. The weavers were sensitized on developing woven collections using azo free dyes in order to attract the conscious buyers and markets.

The dyers were also trained in using simple everyday household materials rather than complex chemicals as dyes. They were also familiarized with the dyeing manual and shade card published by Ministry of Textile for further reference. The dyers have learned and practice easy processes of dyeing and fixing. They use azo-free, chemically stable and safe dyes. They also practice more efficient use of dye and water by following volume, weight calculation and time-temperature charts.

The collection and the entire product range within this project follow sustainable production systems and chemical free process.

Revival of Mubarakpur Weaves Through Sustainable Enterprise Development

AIACA continues to work in Mubarakpur which is an ancient handloom weaving cluster with evidence of fine silk weaving being practiced here since the 14th century. Even the famous medieval traveler Ibn Batuta had praised the high quality fabrics being made in Mubarakpur in his travel diaries. A luxurious satin weave with zari motifs had historically been the highlight of this area but over



the years the handloom skill was lost leading to a decline in the fame of Mubarakpur.

AIACA started working in Mubarakpur in 2014 and has revived the forgotten and almost lost skills of this famous weaving centre. This initiative of skill development and skill upgradation, design development and product diversification, enterprise formation and registration, business skill development, brand building and direct market access for the weavers had started with only 5 handloom weavers. With time, more weavers were motivated to join the initiative finally resulting in an organized enterprise of 20 handloom weavers' units with the brand name "Mubarakpur Weaves".



Mubarakpur Weaves has become a fully independent weavers' organization working with beautiful handloom brocade weaves applied in diverse products. Their work showcases a perfect balance of the traditional and the modern. Mubarakpur Weaves is Craftmark certified, signifying authentic, high quality and responsible production ensuring dignity of weavers and their sustainable livelihood.

Enhancing Sustainable Livelihoods of Small and Medium Varanasi Handloom Weavers

AIACA continues to work with the small handloom weavers of Varanasi since 2014 to mobilize them into an organized collective, develop their enterprise development capacities entrepreneurship skills, enable and direct market access and promote authentic handloom brocade weaves.



AIACA mobilized about 5000 small handloom weavers and also facilitated the formation of the Varanasi Weavers and Artisans Society (VWAS), a Society, which is a membership based organization of Varanasi handloom weavers and artisans. It is an inclusive platform of the weavers and artisans themselves established to promote, continue and preserve authentic handloom weaves and crafts directly sourced from the producers. The Hub is certified by Craftmark.



The Society takes forward the cause of sustainable livelihood generation and socio - economic empowerment of the actual producers through capacity development, facilitation of access to fair market share and promotion of the weavers and crafts persons. On the other hand, it also ensures supply of genuine handloom weaves and handicrafts produced in a socially and environmentally responsible way for the conscious markets, national and international.

The Society provides a range of business development services to its member - weavers including design development and product diversification, business skill development, direct access to markets, technology inputs, access to social welfare schemes, access to finance, etc.

Developing and Strengthening Crafts Based Enterprises

Through this project AIACA aims to build on its experience to provide strategic and need based business development support to the selected craft clusters/groups in terms of skill development and design innovation, production management, capacity building in organization and business management, strengthening of business skills, facilitation of marketing and branding of crafts, establishing direct linkage between rural craft clusters and the market and generating livelihood and profit for the producers.

Under this project, AIACA has been working with multiple small and medium enterprises across Orissa, UP, Punjab, Rajasthan, West Bengal, Tamil Nadu, Uttarakhand, and Gujarat with multiple handicrafts such as bamboo, brocade handloom weaving, Phulkari embroidery, tie and dye, appliqué, hand embroidery, and hand-beaded jewelry.



Creating Sustainable Livelihood Opportunities for Bamboo Artisans of Haldipada

Haldipada Bamboo Works is an initiative of AIACA, which aims to empower bamboo artisans through economic and social development.

Haldipada village is one of the poorest and most isolated Dalit artisans' villages in the Balasore district of Odisha. The skill of weaving locally available bamboo for making utility baskets from thinly sliced bamboo strips for daily household use existed locally, but was not a source of income. The villagers mostly worked as labourers in menial jobs. Adding to their plight was severe marginalization and lack of education, infrastructure, and decent livelihood opportunities contributing to the poverty cycle. However, this community had the potential of enjoying sustained and dignified livelihood from bamboo crafts through upskilling, design innovation and direct market linkages.

Our initiative led to organizing of the artisans into Self Help Groups, strengthening of their technical and business skills, design innovation and product diversification, introduction of new tools, and direct linkages of these artisans to diverse markets including exhibitions and orders. Today the artisans earn their livelihood from production of diverse bamboo products; their income is currently three times more than what they used to earn before; they have dignity in their work and they have the aspiration to reach out to national level buyers with their bamboo work.



In the long run, our aim is to ensure their right to an adequate standard of living as full and equal members of society, and to enable them to overcome marginalization.

Going Green Project in 6 Rural Clusters of Rajasthan and Uttar Pradesh

Implemented in partnership with Tradecraft Exchange, the Going Green project supported 500+ SMEs and 15000+ artisans and weavers in clusters across India including Varanasi and Lucknow in Uttar Pradesh, and Kota, Jaipur, Udaipur, Churu in Rajasthan. The project focused on developing eco-friendly production processes and partnerships with various stakeholders in the clusters of hand block printing, kota doria weaving, upcycling waste fabric, tie and dye, Banaras brocade weaving and chikankari embroidery.

The project significantly impacted the economic and social empowerment of these rural artisans and also contributed towards developing a range of green products through training and use of safe dyes and natural dyes, setting up of small ETPs for water treatment and recycling, measuring of the green parameters through lab testing, developing a Green framework for textiles and enabling social and direct market linkages.

The project achieved successful results under the following parameters:

- **Collectivization** - organized artisan clusters into registered body with 249 SMEs and 287 SHGs.



- **Empowerment** - facilitated capacity building for business intelligence thereby increasing negotiation power of artisans.
- **Innovation** - provided support for design development & education resulting in new designs and products developed, with artisans owning samples and stock.
- **Environment** - introduced environment friendly production processes with artisans using the ETPs and production happening with azo free dyes.
- **Well Being** - organized capacity building for Occupational Health & Safety.
- **Financial and Social Assistance** - enabled linkages for more than 5000 weavers and artisans to government schemes who have availed financial benefits worth INR 20,565,000.
- **Market** - facilitated market promotion and direct linkages to buyers, impacting sale, profit and income of the SHGs/enterprises.
- **Partnerships** - supported policy advocacy and multi-stakeholder collaboration.

Craftmark & Enterprise Support Programme

Craftmark currently has 87 active members and 13 applications in process with a total artisan base of more than 50,000 artisans. Out of all the active members 11 are individual artisans and master artisans; 6 are NGOs and Self Help Groups; 23 are Trusts or Societies; 5 are cooperatives. The balance are a mix of private companies and sole proprietors.

Craftmark has facilitated various **market linkages** for its members, both domestic and international, these include:

- Established and maintained **buyer networks** in countries like France, Denmark, USA, Australia, Kuwait, and Dubai.
 - AIACA added 10 new buyers (7 exporters) between April 2017- March 2018 who have the potential of becoming long term institutional buyers.
 - AIACA is currently facilitating business with 12 international buyers.
- **Organized 18 exhibitions/in-store events in different cities**, across India.

- **Craftmark** successfully completed 7 **online events**. It initiated online sales at platforms such as Jaypore and collaborated with Amazon to help facilitate its members to set up e-commerce stores at Amazon.in; 6 Craftmark members are live on Amazon.in



- **AIACA facilitated market linkages for 40 Craftmark members, with:**
 - 11 members: less than INR 10 Lac annual revenue
 - 9 members: between INR 10 – 30 Lac annual revenue
 - 11 members: between INR 30 – 60 Lac annual revenue
- **AIACA facilitated total sales** worth INR 65 Lac+ between April 2017 - March 2018, with order in process worth INR 11,18,414.
 - Export sale constituted 33% while Domestic sale was 67%.

As part of its Enterprise Support programme, through Craftmark membership, AIACA carries out various capacity building workshops to strengthen the artisan based enterprises. The various **initiatives** undertaken are as follows:

New Designs Developed with the Nabha Foundation

The women artisans of Nabha participated in a new product development workshop of ready to wear garments. The workshop aimed at developing garments that will cater to contemporary urban markets. The highlight of the initiative was to promote the authentic tradition of phulkari, which is embroidering on fabric with just the warp and weft as a guide and no use of traced motifs. Use of handloom fabrics with intricate phulkari embroidery was the focal point of this development which resulted in 36 pieces of kurtas, dresses, pants, stoles, jackets and sarees. Selected pieces from this collection were showcased at a sustainable fashion show at



Lakme Fashion Week in Mumbai in August 2017. The Nabha Foundation has greatly benefitted from the workshop and have started channelizing their resources towards a full-fledged line of ready to wear garments.

New Garment Line Developed with Purkal Stree Shakti

Purkal Stree Shakti Samiti, located in Uttarakhand, works with local women to make products using applique, patchwork and hand embroidery. As part of a design workshop, 40 new garments were developed using the handcrafted skills of these women. The objective of the workshop was to diversify the product range of the organisation. Apart from the beautiful home linen that the women were making, ready-made garments were introduced for the first time. Garments can command a higher price and move faster than home furnishings. Use of fabrics like malkha, kala cotton and other handlooms was encouraged while developing this collection. New designs were developed for stoles, skirts, dresses, kurtas, pants and jackets. This collection was showcased at a sustainable fashion show at Lakme Fashion Week in Mumbai in August 2017.



The show in Mumbai also attracted other designers who are keen on working with Purkal Stree Shakti. At present sampling is underway for a big brand in the fashion world at Purkal.

New Designs Developed with Sandur Kushal Kala Kendra

Sandur Kushal Kala Kendra (SKKK) works with Lambani women artisans in Bellary district of Karnataka. Craftmark conducted a product development workshop of 26 pieces of dresses, jackets, skirts, pants, kurtas, etc. The most stunning feature of this collection was that everything from spinning, weaving, dyeing, embroidery to stitching and finishing was done in the campus of



SKKK. This collection was showcased at a sustainable fashion show at Lakme Fashion Week in Mumbai in August 2017. The collection received a very good response from the audience, which resulted a lot of orders from the Show. SKKK is in the process of producing the garments for sales in the mainstream markets.

New Products Developed with Mubarakpur Weaves

Looking at the market demand of handwoven fabrics produced by the weavers of Mubarakpur Weaves (a handloom weavers' enterprise set up and nurtured by AIACA and a Craftmark member), a new product development workshop was organised for them. A textile designer has worked on 20 new designs of yardages, stoles, dupattas and sarees that will be presented in both retail and wholesale markets. The designs are on the loom and once completed, this will be showcased in various marketing events that the SHG participates in.



Craftmark Jury

Craftmark conducted an annual Jury for its members in May 2017. As part of the Jury, member organizations were invited to present their product samples to a panel of senior industry experts for design and market oriented evaluation and recommendations. This year 8 members presented their work to an expert panel comprising - Shilpa Sharma (Co-Founder and Head, Jaypore), Kalyani Kunche (Head of Design, Triburg), Sudha Dhingra (Chairperson, Department of Fashion and Textiles - Textile Design, NIFT) and Vivek Sahni (Founder, Vivek Sahni Designs and Kama Ayurveda). The members received valuable feedback on design development,



emerging market trends, business opportunities, export readiness and potential markets to tap. Uma Tewari, founder of Then & Now, a Craftmark member said that the jury feedback has been of immense help to her. This has given her a clear direction on which path she should take for her venture. A total of 8 Craftmark members with 511 artisan outreach attended the Jury.

Digital Media Training for KWWO

AIACA has been working towards strengthening Craftmark member - Kota Women Weavers Organization (KWWO) in Kaithun. Efforts have been made towards enabling KWWO to access greater market share and profit through access to new designs, stock building owned by KWWO, direct access to markets and promotion of KWWO's brand. KWWO has undergone design development workshops and has started new production, using azo-free dyes, and is taking active interest in their business development. The Ansari women weavers of KWWO are now selling directly to the buyers through exhibitions and e-commerce portals. Some of the products have recently been featured on leading online stores/e-commerce websites such as Jaypore and Gaatha as well as in-store exhibition in well-known Bandhej shop of Ahmedabad. As part of business development, AIACA also organized a workshop on use of digital media for marketing and promotion in collaboration with Digital Empowerment Foundation (DEF) in the month of May 2017 at Kota, Rajasthan. The objective of the workshop was to explain the use of different digital tools and about online marketing. The workshop was mostly about acquainting the women weavers and young women to digital media followed by how it can be useful in communication and promotion. A practical session on creating digital content about their products added a lot of fun and enthusiasm to the exercise. A total of 30 rural women weavers participated in this workshop.



Lakme Fashion Week – August 2017

- Craftmark showcased its artisanal products at the **Lakme Fashion Week** under the label of “Craftmark: Sustainable Creative Economy”. The show was on 17th August, 2017 and featured three collections from Craftmark members – Purkal Stree Shakti showcasing applique and patchwork, The Nabha Foundation showcasing Phulkari, and Sandur Kushala Kala Kendra showcasing Lambani embroidery, each of which has a unique story and way of sustaining the livelihood of women artisans that it works with. The three collections were co-created by the artisans and designers Hetal Srivastav, Sonal Chitranshi and Anshu Arora to create a garment range that was very wearable, and which the members could continue to easily produce and sell at their own exhibitions and outlets. This show was first of its kind, where the designers truly collaborated and co-created the collections with the artisans and artisan organizations, working with various authentic hand crafted processes and with the objective of promoting the artisan based enterprises at such a premium business platform. At the Lakme Fashion Week, Craftmark also had a B2B space where the artisans directly interacted with buyers, facilitated by AIACA’s team.



Policy Initiatives

As a network of artisans and crafts persons from across India, a major focus of AIACA's work is to represent the artisans on various policy formulation platforms and provide policy inputs for country level strategies and programmes undertaken by the Ministry of Textiles, Govt. of India.

Development of Handicrafts Policy Document for Ministry of Textiles, Govt. Of India

AIACA is a knowledge partner for Ministry of Textiles, Govt. of India for developing a certification and quality standards for handicrafts. AIACA recently developed the Handicrafts Policy Document for Ministry of Textiles in 2017 with a strategic framework for key programmes and interventions. As part of this research, AIACA carried out several interviews of artisans and crafts entrepreneurs, industry experts and market representatives as well as exporters from across India to support its key recommendations.

Participation in National Geographical Indication (GI) Workshop by Ministry of Textiles, Govt. Of India

AIACA was invited as a panelist on Quality Assurance of GI Products at a national level workshop organized by Textiles Committee (a Statutory Body under the Ministry of Textiles) at Vigyan Bhawan, New Delhi on 5 & 6th May 2017. The theme of the workshop was "IPR protection of unique textiles & handicrafts through Geographical Indication (GI) and Post-GI initiatives". The workshop was chaired by the Minister of Textiles and discussed the five important technical issues like Legal Framework and Registration process; Promotion and Marketing of GI registered products; Quality Assurance; Raising Awareness and Strengthening Enforcement and Activation of Producer Groups to take the benefit of GI registration



through participation of eminent national & international experts/speakers in the area.

Participation in Textiles India 2017

AIACA was invited to participate in a round table discussion on the importance of branding and quality assurance in the handloom sector, at the Textile India 2017 held by Ministry of Textiles, Govt. of India, in Gandhinagar, Gujarat.



Launch of Craftmark Green Framework

With over a decade's experience of running the Craftmark certification for handcrafted products of India ensuring economic and social sustainability for artisans and crafts enterprises, AIACA felt that a dialogue should be initiated on the aspects of environmental sustainability, an inherent quality of the Indian handicrafts sector. Based on the premise that the handicrafts and handloom sectors of India are essentially and traditionally environment friendly and carry the USP of being local, indigenous, culturally rooted, socially and economically enabling for the communities who have held these knowledge systems for centuries, a Policy Conference was organized by AIACA on 25th July 2017. This Policy Conference titled "The Crafts Sector: A Green Perspective" enabled multi-stakeholder participation in Delhi.



Among the speakers were Mr. Johann H. Hesse, Counsellor and Head of Cooperation of European Union, Mr. Rakesh Kumar, Executive Director of EPCH, various crafts enterprises such as Avani, Bodhi, Ethicus, Hunnarshala, donors and banks, individual experts, markets, fashion brands and designers. The objective of the conference was to deliberate on the issues involved in positioning the craft sector as a green industry. The response at the conference was overwhelming wherein participants unanimously voiced the need to ensure environmental sustainability as an essential component that calls for a collaborative effort by all actors working in this sector. It was discussed that the intersection between environmental vulnerability and economic vulnerability is critical and needs to be addressed. Best practices across the country towards environmental sustainability in the crafts sector were shared to reveal regional initiatives and projects that have attained success and have the potential to scale. At the end of the conference, the participants committed to a collaborative action for taking the green initiative forward in this sector. This conference has been a major step in getting together practitioners and experts to start a movement towards restoring the original values of the sector as well as to leverage the 'green' opportunity therein.



Staff Members

Staff Members 2017-18		
S. No.	Name	Designation
1	Anjali Bhatnagar	Manager- Enterprise Support Programme & Marketing
2	Anju Negi	Assistant Marketing Specialist - Craftmark
3	Arjun Kumar	Accounts Manager
4	Avanish	Textile Specialist
5	Bhupender Bhandari	Coordinator - Market support & Logistics
6	Gunjan Satija	Research and Communication Specialist
7	Jagriti Singh	Cluster Coordinator
8	Madhura Dutta	Executive Director
9	Manoj Kumar	Office Assistant
10	Mohd Rashid Jamal	Technical Expert
11	Poonam Das	Coordinator - Craftmark
12	Rujutaa Prayaag Joshi	Marketing Specialist
13	Sandeep	Accounts Officer
14	Santosh Kushwaha	Project Coordinator
15	Selvam	Assistant Manager - HR & Admin
16	Shashikant	Project Coordinator
17	Shiv Nath Roy	Admin Assistant
18	Soumen Chatterjee	Project Manager
19	Sudhir Samuel Bhakta	Project Coordinator
20	Sunil Kumar Pandey	Project Coordinator

21	Swapnal Rawat	Manager - Capacity Building & Training
22	Swati Bhartia	Manager - Capacity Building & Production
23	Veena Nayal	Accounts Executive
24	Vidusi Tiwari	Manager - Projects
25	Vikram	Market Access Coordinator
26	Vishnu Kumar Gautam	Cluster Coordinator
27	Mohd. Asif Ahmad	Field Coordinator - VWAS
28	Sanjay Kumar	Field Coordinator - VWAS
29	Moh. Aslam	Field Coordinator - VWAS
30	Hussain	Cluster Coordinator
31	Mustafa	Cluster Coordinator

Governing Body

1. Ms. Rathi Vinay Jha - President

Rathi Vinay Jha (President) retired as the Secretary, Ministry of Tourism, Government of India in 2004. Prior to that she has held many positions related to the crafts sector. She was one of the founders of NIFT and served as its Executive Director from 1987-93. She was also the Managing Director - Tamil Nadu Handicrafts Development Corporation and CMD - COOPTEx from 1985-87. After serving the government she was the Secretary General of the World Travel and Tourism Council India, and Director General of the Fashion Design Council of India. She was a Member of the NIFT Board of Governors and Chairman of the Durgabai Deshmukh College for Visually Impaired. Currently she is the President of AIACA Governing Board, Chair of Indian Heritage Cities Network (IHCN), and Member Board of Governors of Indian Foundation for Arts (IFA), Madras Craft Foundation (MCF), Plan India, Sasakawa Foundation, The Coorg Foundation, C to K Foundation (craft sector in J&K), and the Indian Institute of Craft & Design.

2. Ms. Roopa Mehta - Vice President

Roopa Mehta (Member) is the CEO of Sasha Association for Craft Producers ("Sasha") and the Secretary of Sarba Shanti Ayog (SSA) its associate development organization. Sasha/SSA provides business support inputs and market access for sustainable livelihoods to artisan groups based largely in rural communities and semi urban areas. She is on the Board of Sadhna, the handicrafts and income augmentation programme of Seva Mandir, Udaipur and the Managing Trustee of Ruro Agro Services Association, a registered trust which develops natural agro based products, trains producers and identify suitable markets. She is also on the Board of COMMACT International and World Fair Trade Organisation (WFTO). Roopa Mehta is an MBA from Delhi University with further professional qualifications in Social Communication. In the earlier part of her professional career, Ms. Mehta worked in hospitality and merchandising sector and she was the Chief Executive Officer of a renowned textiles manufacturing & retailing company before joining Sasha.

3. Madhura Dutta - Executive Director, Secretary

Madhura Dutta (Secretary), the Executive Director of AIACA, has 16 years of experience in the social development sector with extensive experience in livelihood generation models using culture across India. She has worked in UNESCO and has contributed towards development of Cultural Policy and Cultural Entrepreneurship focusing on creative industry models. Her vast experience on community development matched with her passion in handicrafts has brought her to AIACA, a dynamic organization in the crafts sector. She has a Master's degree in Sociology from University of Calcutta, a Master's degree in Sustainable Development from UK and a PhD from Tata Institute of Social Sciences, Mumbai. She is also a Commonwealth Scholar.

4. Mr. Adarsh Kumar - Treasurer

Adarsh Kumar (Treasurer), currently Rural Development Specialist at The World Bank, is a postgraduate from Harvard University. His previous work experience includes stints at the Ford Foundation and Urmul Marusthali Bunkar Vikas Samiti (UMBVS), a handloom weaver's society located in Phalodi, Rajasthan. Adarsh is also a founder member of AIACA and served as its Executive Director for 6 years.

5. Mr. VK Madhavan - Member

VK Madhavan (Member), after finishing his Master's degree decided to take a year off and go and live in a village. In 1991, VK Madhavan moved to Bikaner District of Western Rajasthan to work with the Urmul Trust. He was hooked and stayed on till 1998. He is also a Trustee of The Ant - an organization that works with Bodo tribals in Assam and The Ants Craft Trust, Bengaluru that runs a craft shop for produce primarily from the North-Eastern states of India.

6. Mr. Vipin Sharma - Member

Vipin Sharma (Member) is the founding CEO of ACCESS, set up to promote the organized growth of microfinance and to support sustainable livelihoods options for the poor in India. Vipin started his career in 1980 with the RBI, from where he moved to NABARD in 1983. In 1996, he was seconded to the Government of Rajasthan as Executive Director to set up the first of its kind “Rural Non Farm Development Agency”. In 2000 Vipin joined CARE India as Programme Director, heading the Microfinance programmes in the region. In 2006, ACCESS was spun out of CARE, which Vipin set up. He is also the Chief Advisor to ACCESS ASSIST, a new affiliate set up by ACCESS. Vipin has a Master’s Degree from Delhi University and has attended several programmes at Cranfield Institute of Management, UK; Boulder University, USA and School of Management, Yale University USA.

7. Ms. Vibha Pingle - Member

Vibha Pingle is President and Founder of Ubuntu at Work. Ubuntu at Work evolved out of her research on women micro entrepreneurs in South Africa, Egypt, Nigeria, India, Indonesia and Nepal. Her research examined why only a few women micro entrepreneurs are able to develop their businesses, while most remain survivalist businesses. After completing her Ph.D. in sociology at Brown University, Vibha lectured in social studies at Harvard University, was a visiting professor at Brown University, an assistant professor at Rutgers, and a fellow at the Institute of Development Studies. She has been a consultant to the World Bank, DFID, the Aga Khan Foundation, UNDP, and Fidelity Investments. Her publications include: Rethinking the Developmental State: India’s Industry in Comparative Perspective (St. Martin’s Press, NY, 1999), Identity Landscapes, Social Capital, and Entrepreneurship: Small Business in South Africa.

8. Mr. Madhukar Khera - Member

Madhukar Khera (Member) is the CEO of Bharat Carpet Manufacturers, one of the leading manufacturers of carpets in India.

9. Ms. Neelam Chhiber - Member

Neelam Chhiber (Member), co-founder of Mother Earth/ Industree, is an Industrial Designer from National Institute of Design, India, an alumnus of Social Impact International, Global Social Benefit Incubator, Santa Clara University, USA and the Harvard Executive Programme. She is recipient of the Social Entrepreneur of the Year award, from the Schwab Foundation, World Economic Forum 2011. Neelam is building a blended capital eco system, which comprises a private ltd. co. Industree Crafts Pvt Ltd. which creates market access, via brand Mother Earth, in Indian and global markets with investors - Future Lifestyle and Fashion, and Grassroots Business Fund, Washington. Neelam believes that design thinking leads to multiple stakeholders, solution based thinking, ideally suited to triple bottom line enterprise development.

10. Archana Shah - Member

Archana Shah studied textile design and graduated from the National Institute of Design (NID) in 1981. While at NID, she developed a keen interest in the traditional craft skills of the indigenous artisans. She travelled to remote corners of the country to study, understand and experience the vast variety of weaving, dyeing, printing, embroidery and ornamentation techniques practiced by different communities. This proved to be a very enriching journey, and the unique skills of the people of various regions, their distinctive colour palettes, and rich design vocabulary became the base for all her future work. In 1985, Archana started a clothing company, Bandhej, a label influenced by the traditional textile skills, offering a range of handcrafted contemporary clothing created for Indian women, with an eastern sensibility.

Organisation Financials - Financial Report FY 2017-18

ALL INDIA ARTISANS & CRAFTWORKERS WELFARE ASSOCIATION
B-223 BASEMENT, CHITTARANJAN PARK, NEW DELHI- 110019

BALANCE SHEET AS ON 31st MARCH 2018

		(In INR)	
	SCHEDULE	F.Y. 2017-18	F.Y. 2016-17
SOURCES OF FUNDS			
I. FUND BALANCES:			
a. General Fund	[01]	10,747,781	3,884,688
b. Asset Fund		243,826	-
		<u>10,991,607</u>	<u>3,884,688</u>
II. LOAN FUNDS:			
a. Secured Loans		-	-
b. Unsecured Loans		-	-
		<u>-</u>	<u>-</u>
TOTAL Rs.	[I + II]	<u>10,991,607</u>	<u>3,884,688</u>
APPLICATION OF FUNDS			
I. FIXED ASSETS			
Opening W.D.V	[02]	301,052	178,997
Less: Depreciation		57,226	32,889
Net Block		<u>243,826</u>	<u>146,108</u>
II. INVESTMENTS			
	[03]	662,222	16,621,254
III. CURRENT ASSETS, LOANS & ADVANCES:			
a. Loans & Advances	[04]	2,365,192	3,556,281
b. Other Current Assets	[05]	4,639,690	4,303,110
c. Cash & Bank Balance	[06]	37,247,645	16,481,184
	A	<u>44,252,527</u>	<u>24,340,576</u>
Less: CURRENT LIABILITIES & PROVISIONS:			
a. Unspent Grant Balance	[07]	28,638,644	33,091,620
b. Current Liabilities	[08]	5,528,324	4,131,630
	B	<u>34,166,968</u>	<u>37,223,250</u>
NET CURRENT ASSETS	[A - B]	<u>10,085,559</u>	<u>(12,882,674)</u>
TOTAL Rs.	[I+II+III]	<u>10,991,607</u>	<u>3,884,688</u>

Significant Accounting Policies and Notes to Accounts
The schedules referred to above form an
Integral part of the Balance Sheet.

For & On behalf of:
S. SAHOO & CO.
Chartered Accountants

[CA. Subhajt Sahoo, FCA, LLB]
Partner
M No. 057426
FR No.: 322952E

Place : New Delhi
Date: 24th July 2018



For & On behalf of:

All India Artisans & Craftworkers Welfare Association

Rathi Vinay Jha
President



Madhura Dutta
Secretary

ALL INDIA ARTISANS & CRAFTWORKERS WELFARE ASSOCIATION
B-223 BASEMENT, CHITTARANJAN PARK, NEW DELHI- 110019

INCOME & EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31st March 2018

(In INR)			
	SCHEDULE	F.Y. 2017-18	F.Y. 2016-17
I. INCOME			
Grants	[09]	45,299,765	33,114,431
Other Income	[9A]	1,512,774	1,133,769
Interest Income		1,343,573	725,346
Sales		6,364,756	2,429,779
Membership Fee		416,387	2,154,886
Total		54,937,255	39,558,212
II. EXPENDITURE			
Grant Related Expenses:			
Going Green	[10]	18,669,139	16,793,357
TraidCraft Exchange	[11]	-	3,887,348
RBS Foundation	[12]	5,599,719	4,657,446
CAF India- Oracle	[13]	3,792,681	2,650,646
Ford Foundation	[14]	4,270,635	3,382,521
Ford Foundation- 0160	[15]	5,189,933	418,992
SJNEFFL	[16]	-	6,325
Google	[17]	1,237,843	1,317,797
Axis Bank Foundation	[18]	2,380,105	-
Other Programme & Administrative Cost	[19]	1,396,885	1,710,018
Cost of Goods Sold		4,789,599	2,151,141
Account Receivable W/off		601,514	1,297,902
Depreciation	[03]	57,226	32,889
Less: Transferred to Assets Fund		57,226	-
Total		47,928,054	38,306,382
III. EXCESS OF INCOME OVER EXPENDITURE	[I - II]	7,009,201	1,251,829

Significant Accounting Policies and Notes to Accounts

The schedules referred to above form an Integral part of the Income & Expenditure Account.

For & On behalf of:
S. SAHOO & CO.
Chartered Accountants

For & On behalf of:

All India Artisans & Craftworkers Welfare Association

JCA. Subhajit Sahoo, FCA, LLB
Partner
M No. 057426
FR No.: 322952E



Ratni Vinay Jha
President



Madhura Dutta
Secretary

Place : New Delhi
Date: 24th July 2018

**ALL INDIA ARTISANS & CRAFTWORKERS WELFARE ASSOCIATION
B-223 BASEMENT, CHITTARANJAN PARK, NEW DELHI- 110019**

RECEIPTS & PAYMENT ACCOUNT FOR THE YEAR ENDED 31st March 2018

	(In INR)		
	Amount	F.Y. 2017-18	F.Y. 2016-17
RECEIPTS			
Cash & Bank Balance			
Cash in Hand	52,037		19,219
Cast at Bank	16,429,147	16,481,184	1,813,487
Grants		40,846,789	54,800,615
Sales		6,358,001	2,429,779
Membership Fee		416,387	819,358
Other Receipts		186,664	1,113,186
Interest Income		1,654,069	401,989
Investment Matured during the Year		15,959,032	-
Increase in Loans & Liability (Net)		1,965,485	-
TOTAL Rs.		83,867,611	61,397,633
PAYMENTS			
Grant Related Payments			
Going Green	18,669,139		16,793,357
TraidCraft Exchange	-		3,887,348
RBS Foundation	5,599,719		4,657,446
CAF India- Oracle	3,792,681		2,650,646
Ford Foundation	4,270,635		3,382,521
Ford Foundation- 0160	5,189,933		418,992
SJNEFFL	-		6,325
Google	1,237,843		1,317,797
Axis Bank Foundation	2,380,105	41,140,056	-
Other Programme & Administrative Expenses		1,476,031	1,710,018
Cost of Goods Sold		5,141,882	2,151,141
Investment Made during the year		-	7,921,284
Increase/ Decrease in Current Assets/ Current Liabilities		(1,138,002)	19,573
Cash & Bank Balance			
Cash in Hand	33,063		52,037
Balance at Bank	37,214,582	37,247,645	16,429,147
TOTAL Rs.		83,867,611	61,397,633

Significant Accounting Policies and Notes to Accounts

The schedules referred to above form an

Integral part of the Receipts & Payment Account.

For & On behalf of:
S. SAHOO & CO.
Chartered Accountants

[CA. Subhajit Sahoo, FCA, LLB]
Partner
M.No. 057426
FR No.: 322952E

Place : New Delhi
Date: 24th July 2018



Rathii Vinay Jha
President

For & On behalf of:
All India Artisans & Craftworkers Welfare Association



Madhura Dutta
Secretary