

**SAMPADA ENTREPRENEURSHIP & LIVELIHOODS  
FOUNDATION (SELF) AHMEDNAGAR**



**ANNUAL REPORT 2017-2018**



## Foreword

It gives me immense pleasure to present the Annual Report of Sampada Entrepreneurship and Livelihoods Foundation (SELF) for the year 2017-18. It has been a year of the highest achievements and activities by Sampada Entrepreneurship and Livelihoods Foundation (SELF), our main object of women empowerment in rural areas continues to be the thrust area and is drawing strength from the ever increasing number of participants in micro- financial, micro-entrepreneurial and micro insurance activities. A large number of rural poor women have availed financial and non financial services from the able staff of SELF, and for improving their fortunes.

Sampada Entrepreneurship and Livelihoods Foundation (SELF) provides women empowerment services by formation of Self Help Groups (SHGs) of the poor women, their capacity building, training, extension of micro-finance and insurance facility to the rural poor women mainly across four districts in the state of Maharashtra.

Alongside there have been associated benefits of girl child carrying on their school education because of the better financial, social and awareness of the family. Better health care, improvement in the standards of hygiene and cleanliness, participation in the family decisions and local governance etc has led to the overall betterment in the lives of the rural poor.

We have plans to enlarge our efforts and area of intervention to the capacity building towards the skill development, entrepreneurship and marketing of the products made by the women and exposing them the existing normal marketing channels so that they have a feel of the demand and supply change scenario and can compete themselves to sell their product. This will actually lead to the long term and sustainable benefits of the micro financial services being extended by Sampada Entrepreneurship and Livelihoods Foundation (SELF).

We invest in evaluating our work so that we can continue to learn from what we do and to improve further.

Crispino Lobo

Director

Anirudha Mirikar

Director

## About Us

Sampada Entrepreneurship and Livelihoods Foundation (SELF), with its head office at Ahmednagar, Maharashtra, are incorporated under Section 25 of the Companies Act, 1956. Registered on 6<sup>th</sup> March 2013 and having **Corporate Identity Number: U93000PN2013NPL146521**. The Company began as an informal outreach program of Sampada Trust. As the Sampada Trust's movement expanded across Maharashtra, women organized as a part of the self help groups (SHGs) and this further led to a need for credit support. Sampada Trust initiated credit operations on a small scale in 2002. As these operations reached out in a wider circle a need was felt for a separate institution to deal with micro-finance. Keeping this in mind, the Sampada Entrepreneurship and Livelihoods Foundation (SELF), was formed to undertake a variety of activities like Micro-finance, Business development Services for Micro enterprises and micro-insurance, thus it became the main responsibility of the organization. Sampada Entrepreneurship and Livelihoods Foundation (SELF), provides capacity building for enterprise development, training, extension of micro-finance and insurance facility to the rural poor women mainly across five districts in Maharashtra.

## Our Vision, Mission & Values

### The Aims & Objectives:-

- SELF, aiming to promote and carry technical, vocational, managerial training, handholding, mentoring, counseling, consultancy, guidance, capacity building and facilitation services to the youth, women, disadvantaged, underserved groups and marginalized communities of the society in rural and urban areas to empower them and to enhance their quality of life, awareness, abilities, skills, for securing and betterment of livelihoods and to promote activities aiding alleviation of poverty amongst the poor.
- To promote, undertake research, survey, consultancy, schemes and development of policies, welfare activities in the field of agriculture, horticulture, land and water resources conservation and its development, animal husbandry schemes, cottage industries, alternate resources of energy, natural resources management, rural industries, technology, agro processing, rural artisans development, microenterprises, housing and other fields which promote, provide, develop livelihood opportunities and improve quality of life of the society and to promote improvement of basic amenities like water supply, literacy, electricity, roads, housing, transport, drainage, sanitation, medical and health care welfare activities of rural and urban society and to provide services for undertaking and completion of the projects that better quality of life and livelihoods.
- To promote, undertake and provide micro finance, micro credit facilities, micro entrepreneurial and other related services and assistance (subject to such approval & sanction of RBI & other Government Authorities, if required) directly, indirectly or through self help groups for promoting development, economic and social well being of rural and urban people and to promote activities for aiding alleviation of poverty amongst the poor people and to act as micro insurance agent for distribution of micro insurance products relating to life insurance and general insurance, for protection of the lives of the clients and the livestock, medi-claim policies etc., stimulating savings and to render all other functions relating to micro insurance allowed by the Government Authorities from time to time.

**Values:-**

Values are timeless principles that guide an organization. They set the norms of behavior for everyone consisting organization. These values can be the basis of competitive advantage but this is not the reason for following them. Instead values are deeply held beliefs and are meant to be expressed through day-to-day behavior of all employees at Sampada Entrepreneurship & Livelihoods Foundation (SELF). These are the guiding principles that preserve our commitment to excellence and sustain our long term viability forming the architecture of our beliefs.

What follows below is the list of core values or a code of conduct that shall guide all employees at Sampada Entrepreneurship & Livelihoods Foundation (SELF).

- Sensitive and committed to excellence.
- Meeting the highest expectations of our partners.
- Transparency/Integrity.
- Clear communication.
- Maintaining Client Dignity

**Activities:**

1. Identification of potential SHGs & JLGs to undertake Microenterprises for their Livelihoods.
2. Capacity building
  - i. Personality development
  - ii. Skill based training
3. Micro-finance through SHGs and JLGs
4. Business Development Services
5. Micro-insurance

### **Board of Trustees**

Sampada Entrepreneurship and Livelihoods Foundation (SELF) is governed by a four-member Board of Trustees. They are:

#### **Mr. Crispino Lobo, Director**

Is a prominent Watershed Management expert & Economist. He was Program Coordinator of Indo-German Watershed Development Program (IGWDP) funded by GTZ Germany & NABARD. He is presently Managing Trustee of Watershed Organisation Trust, Sanjeevani Institute for Empowerment & Development (SIED and Executive Director of Sampada Trust. He has promoted the section 25 company Sampada Entrepreneurship & Livelihoods Foundation (SELF) in the year 2013. He is also member & advisor for many national and international rural development forums and financial advisory committees like IFAD.

#### **Mr. Anirudha Mirikar, Director**

Is leading micro enterprises & livelihoods development trainer & consultant in Maharashtra. He has worked previously with Maharashtra Industrial & Technical Consultancy Organization (MITCON) Ltd. And in International Fund for Agriculture Development (IFAD) assisted Maharashtra Rural Credit Project (MRCP) and at the Head Office.

#### **Mr. Asoke Basak**

Retired IAS, Worked as Addl. Chief Secretary for Government of Maharashtra. Presently, he is also CEO of NMIMS and Trustee of Watershed Organization Trust and Sampada Trust.

#### **Mr. Sukhbir Singh Sangra**

Post Graduate in Agriculture Economics from BHU Banaras, Started his career as banker in the commercial bank, thereafter worked in NABARD and retired as Chief General Manager.

## **Area of Operations**

Sampada Entrepreneurship and Livelihoods Foundation (SELF) have initially chosen to work in rural Maharashtra. SELF operates in four districts of Maharashtra through its seven Branches. The identified Self Help Groups/ joint liability Groups comprises small farmers or landless laborers. The women from the marginalized and disadvantaged sector of the community are focused for providing then the financial assistance with capacity building.

Sampada Entrepreneurship and Livelihoods Foundation (SELF) is operating in Ahmednagar, Amravati, Aurangabad, Beed, districts of Maharashtra. There are 7 full-fledged branches of SELF. The branches have been equipped with the connectivity, equipments, competent and devoted Field staff.

### **Microfinance:-**

“Microfinance is the provision of financial services to low-income clients or solidarity lending groups including consumers and the self-employed, who traditionally lack access to banking and related services.”

Microfinance is not just about giving micro credit to the poor rather it is an economic development tool whose objective is to assist poor to work their way out of poverty. It covers a wide range of services like credit, savings, insurance, remittance and also non-financial services like training, counseling etc.

- 1) Sampada Entrepreneurship and Livelihoods Foundation (SELF) works towards financial sufficiency of rural women as women being vital part of rural work force, a pivot in a family structure though largely disregarded part of society in perspective of financial sufficiency & financial inclusion.
- 2) Sampada Entrepreneurship and Livelihoods Foundation (SELF) strongly advocate & execute the principle of Comprehensive Financial inclusion. The comprehensive financial package includes need identification of rural clients to provide customized solutions to them by offering BDS (Business Development Services), Livelihoods Trainings, Technical Trainings, Market Development Services, Financial support through micro-financing as well



as linkages to Banks & other financial institutes, providing insurance facilities for general, life and crop & cattle insurance.

- 3) Sampada Entrepreneurship and Livelihoods Foundation (SELF) promote Group mode of financing, both SHGs & JLGs attaining eligibility norms are provided with micro-credit. Though individual need & requirements play major role when group is not involve in to joint group enterprise.

## How We Works

Area of operations – Though in present organizational form there is wide scope & jurisdiction of catering clientele across India, Sampada Entrepreneurship and Livelihoods Foundation (SELF) has initially chosen to work in rural Maharashtra. The entire cumulative disbursement over a decade is made in boundaries of Maharashtra. After cautious assessment of customer need & convenience of operations we derived at decision to restrict area of operation to radius of 20 kilometer from branch headquarters. It facilitates timely outreach to far placed clientele, timely collection of loan repayment and deposition of collection in to SELF bank accounts. The area restriction of 20 KM will be applied for first year of operations of a branch, for second year of operations the restriction may be relaxed to 25 KM from the branch office considering availability & competency of staff, sufficiency of eligible clientele in area & convenience of operations as well as cost efficiency.

The target clientele for micro-financing will be only women from lower income group households of rural areas. Sampada Entrepreneurship and Livelihoods Foundation (SELF) adopt extensively differential attitude to poverty & poor. Apart from catering financial & livelihood related needs of BPL groups we also cater to clientele who are not officially recognized as poor though they have similar financial backgrounds & conditions, belong to disorganized working class with or without small agriculture landholdings and fall out of ambit of formal banking facilities. While selecting clientele need assessment is a key factor in evaluating eligibility. SELF follows an organized recovery/ collection system. Sampada Entrepreneurship and Livelihoods Foundation (SELF) an organized recovery/ collection system. SELF provide suitable dates between 6th to 15th of each month to clients of particular village or center.

There are 7 branches in 4 districts of Maharashtra at present.

- |                 |                    |                   |                   |
|-----------------|--------------------|-------------------|-------------------|
| 1.Rahuri Branch | 2. Shrigonda       | 3. Bhenda Branch  | 4. Tisgaon Branch |
| 5.Bidkin Branch | 6.Ambajogai Branch | 7. Asegaon Branch |                   |



### **Our Products & Services**

SELF is dedicated to understanding the unique needs of the Urban Poor in order to serve them with the most relevant and effective products. Our engagement with customers guides us in the design and evolution of our product and services portfolio. Our customized offerings meet a wide range of borrowers' needs. While maintaining a core product line, we strive to innovate in a timely manner according to borrower insights. As we build and expand our portfolio we stay focused on our goal of enabling families to build assets, generate income, prepare for inconsistent cash flow, educate their children and achieve self-reliance. Each product and service offered by SELF is one that we truly believe can help each borrower to build a Better Life.

Micro Enterprise's Loan, Education Loan ,Livestock Loan ,Emergency Loan , for a small enterprises loan needs such as small working capital, capital investment, small equipment expenditure.

For a range of family needs including medical care, home repairs, social/religious obligations.

Loan Amount: Rs.5, 000 – Rs.40, 000 Interest Rate: 24% p.a. declining interest rate

Loan Tenure: 12 months/ 24 months

Processing fees: 1. % of loan amount.

Loans above Rs.25,000 are assigned 24-month tenure. Borrowers have the choice of two repayment options based on their credit history, capacity and cash flow.

## Operational Portfolio as of 31<sup>st</sup> March 2018

Table 1

Year Of activity	Disbursement During a Year	Branches	Villages covered	Borrowers Added During the Year	Outstanding Portfolio As on Year End of the Year
2017-18	111602000	07	248	4539	109340994

## Training & Counseling for Business Development

Business development services are defined as those non-financial services and products offered to entrepreneurs at various stages of their business needs. These services are primarily aimed at skills transfer or business advice. The field of business support has been growing alongside the SME development process. The exceptions were those that operate in the micro enterprise sector, which reports a higher number of female clients.

### Identified the following:-

1. Poor quality and viability of business ideas.
2. Inability to write a business plan.
3. People don't know how to differentiate the product or identify markets
4. Business viability should be a determinant of access to capital, not collateral
5. Women should learn from each other by forming small groups to support each other.

### **An array of business support options were presented to the women in the focus groups.**

The desired options for non-financial skills development or support were:

- Financial management
- Marketing

- Cash flow management
- Support for feasibility studies.

## Micro-Insurance

As a division of microfinance, micro insurance looks to aid poor families by offering insurance plans tailored to their needs. Micro insurance is often found in developing countries, where the current insurance markets are inefficient or non-existent. Because the coverage value is lower than a usual insurance plan, the insured people pay considerably smaller premiums. Women in the villages need

to protect their lives and livelihoods. However, insurance services were not accessible to the rural poor and women. Considering the demand from the rural areas and the need for security for women

Sampada Entrepreneurship and Livelihoods Foundation (SELF) arranged to start offering insurance plans to those in needs. on behalf of two major insurance companies in order to provide 'at the doorstep' services to women in remote rural areas who otherwise would have no security cover whatsoever. With access to micro insurance, poor people are able to cope with suddenly arising unexpected expenses associated with death, serious illness, and loss of assets etc. Risk coverage is provided by offering life as well as general insurance.

Group insurance for accident benefits of Rs. 50,000 is provided to the borrower and spouse incase of death

**Table2**

Year Of activity	Lives Insured During a Year	Claims Settled During The year	Claim Settled Amount
2017-18	9078		

## Financial Statement

## Balance Sheet As at 31st March 2016

As at March 31,

CA Girish Ghalsas  
Partner  
M.No.038995  
Firm Reg.No.126721W  
Date : 25.08.2018  
Ahmednagar

Crispino Lobo  
Director  
(DIN:05332041)

Anirudha Mirika  
Director  
(DIN:05332031)

**Sampada Entrepreneurship & Livelihoods Foundation**

**'Sampada' Plot No. 10, Survey No. 18,  
Behind Market Yard, Chahurana Budruk,  
Ahmednagar. 414001**

**Statement of Income & Expenditure for the year ended on 31<sup>st</sup> March 2016**

(Amount in Rupees)

Particulars	Note No.	For 2015-16	For 2014-15
I. Revenue From Operations	9	2,21,71,555	1,46,38,678
II. Other income	10	8,17,802	8,73,433
III. <b>Total Revenue (I + II)</b>		<b>2,27,89,357</b>	<b>1,56,12,011</b>
IV. Expenses:			
Cost of materials consumed		-	-
Purchases of Stock-in-Trade		-	-
Changes in inventories of finished goods work-in-progress and Stock-in-Trade		-	-
Operating Expenses	11	1,00,49,271	70,95,598
Employee benefits expense	12	88,46,000	68,48,268
Finance costs	13	77,604	75,815
Depreciation and amortization expense		71,877	87,171
Other expenses	14	18,05,535	13,50,308
Total expenses		<b>2,08,50,287</b>	<b>1,54,38,160</b>
<b>Surplus before exceptional and extraordinary items and tax (III-IV)</b>		<b>19,39,070</b>	<b>1,73,851</b>
V. Exceptional items		-	-
<b>VII. Surplus before extraordinary items and tax (V - VI)</b>		<b>19,39,070</b>	<b>1,73,851</b>
VII. Extraordinary items		-	-
<b>IX. Surplus before tax (VII- VIII)</b>		<b>19,39,070</b>	<b>1,73,851</b>
X. Tax expense:			
(1) Current tax		-	76,461
(2) Deferred tax		-8,936	-5,569
Total Tax		<b>-8,936</b>	<b>64,892</b>
<b>XI Surplus(Deficit) for the period from continuing operations (IX-X)</b>		<b>19,48,006</b>	<b>1,08,959</b>
XII Surplus(Deficit) from discontinuing operations		-	-
XIII Tax expense of discontinuing operations		-	-
<b>Surplus(Deficit) from Discontinuing operations (after tax) (XII-XIII)</b>		<b>-</b>	<b>-</b>
<b>XV Surplus(Deficit) for the period (XI + XIV)</b>		<b>19,48,006</b>	<b>1,08,959</b>
XVI Earnings per equity share:			
(1) Basic		-	-
(2) Diluted		-	-

Significant Accounting policies

Other Notes & Disclosures

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As per our report of even date attached

For Ghaisas & Associates

Chartered Accountants

For and on behalf of the Board

CA Girish Ghaisas

Partner

M.No.038995

Firm Reg.No.126721W

Date : 25.08.2016

Ahmednagar



Crispino Lobo

Director

(DIN:05332041)

Anirudha Mirikar

Director

(DIN:05332031)

## **Collaborations**

Sampada Entrepreneurship & Livelihoods Foundation (SELF) is actively considering collaborating with other financial service providers especially for offering savings services to clients. This includes Banks under banking correspondent mode, Sampada Entrepreneurship & Livelihoods Foundation (SELF) for expanding its outreach in terms of loan products and insurance, with risks minimized as the clients have sustained economic activity.

- Insurance companies for providing variety of insurance services.

### **Contact Details**

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**Executive Director,**

**Sampada Entrepreneurship & Livelihoods Foundation (SELF),**

**Behind Market Yard,**

**Ahmednagar - 414001**

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**Website: [www.sampada.org](http://www.sampada.org)**