

Training Rural Youth through Entrepreneurship



Education for Employability Foundation Annual Report (April 2019 - March 2020)

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1. Vision, Mission, and Model of the Trust

Vision of the organization

Villages are a happy place with plenty of jobs for disadvantaged youth, brimming with enterprises, and enhanced rural incomes, leading to improved lives and dignity of everyone.

Mission of the organization

Mission of the organization is to promote 1000 entrepreneurial initiatives by 2030, to improve ground level capacities and to establish support services for disadvantaged youth, rural entrepreneurs and StartUps.

Our Model

The model that E2F follows is two-fold:

- (i) To train rural disadvantaged youth in skills needed to build resilience among rural people against a variety of crises, be it unemployment, be it declining groundwater table, be it disease or disability, or be it low learning levels; and
- (ii) To attract, groom and mentor talented youth as entrepreneurs who will in turn create jobs for rural youth, establish rural entrepreneurs, and raise rural incomes.

2. Significant Outcomes: 127 jobs for youth and 38 microentrepreneurs

E2F attracted, groomed and mentored 11 talented youth from IITs and IIMs out of whom seven successfully graduated who in turn trained rural youth and created 127 jobs for them, and mentored 38 microentrepreneurs. This was done with help of Buddha Fellowship Program.

The names of the successful Buddha Fellows are:

1. Darshan Doreswamy (IIM Kashipur)
2. Jitendra (IIM Lucknow)
3. Kaushalendra Yadav (IIT Kanpur)
4. Madhu Kolli (IIM Ahmedabad)
5. Preeti Singh (IIT Kharagpur)
6. Ravi Gajraj (IIM Kashipur)
7. Rakesh Gupta (XIIS Ranchi)

Following pages tell the reader the details of the work being done in a graphic form.



RAKESH GUPTA

XISS, Ranchi (2004) | MD, Gramshree



MY MOTIVATION

I want to create sustainable businesses which also benefit farmers

PROBLEM

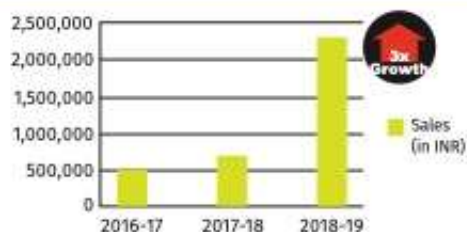
- Perishability of fruit results in farmer having low bargaining power



SOLUTION

- Frozen pulp of widely growing custard apple
- Sale to icecream companies and caterers round the year
- 60% of customer rupee goes to community

MY EFFORTS (FY 2019)



- 25% additional income for 800 women collecting custard apple from forest
- 250 women employed in processing centre
- 1 tribal entrepreneur set-up
- INR 3 Million capital infusion

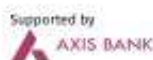


Gram Shree



HELP FROM BUDDHA FELLOWSHIP

- Financial Support
- Business Mentoring by Chitrnanjan Dar, Former Head, Food Business, ITC
- Buddha Entrepreneurs Network (BEN)



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RAVI GAJRAJ

IIM KASHIPUR (2018)

MY MOTIVATION

I always wanted to be an entrepreneur rather than an employee, I always stood up for the less fortunate and that is what is motivating me

PROBLEM

- 75% of all crop genetic diversity has been lost since the previous century
- No market for native produce, leading to lack of incentive to conserve diversity.

SOLUTION

- Conservation of over 300 native species of paddy, millets and vegetables
- Market linkages for native produce

MY EFFORTS (FY 2019)

- 8 varieties of indigenous rice is currently sold under the brand 'The Farming Monk'
- Regular availability of products in farmers market, Pune
- Sale of INR 0.112 million in the first quarter of its launch
- 10-15% additional price to farmers



HELP FROM BUDDHA FELLOWSHIP

- Financial Support
- Exposure to various development initiatives, which helped me choose the right path
- Association with BAIF, a platform with all the necessary resources, resulting in faster outcome
- Social entrepreneurship guidance from Professor Ankur Sarin, IIM Ahmedabad
- Buddha Entrepreneurs Network (BEN)

Incubated by
SEJAN  **सुजन**
सहकारितामय विकास संस्था

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KAUSHALENDRA YADAV

IIT KANPUR (2002) | CEO, FARMVEDA



MY MOTIVATION

After 16 years in the Corporate sector, I found working with farmers is far more meaningful

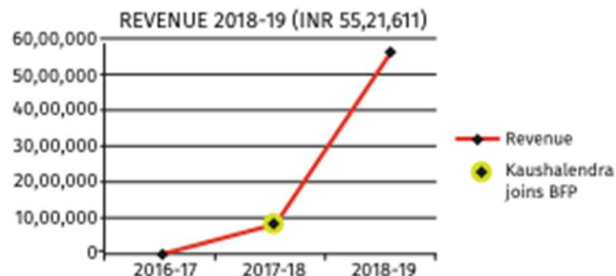
PROBLEM

- Continued impoverishment of the farmers
- Inability to raise their income by 2x or 3x

SOLUTION

- Get better price through value addition
- Pass maximum percentage of price to farmers through the company owned by themselves - Farmveda

MY EFFORTS (FY 2019)



- 13 types of Farmveda products
- 500+ stores in Bangalore, Hyderabad, and Udupi and on e-commerce platforms BigBasket, Amazon, Flipkart, Qtrove



HELP FROM BUDDHA FELLOWSHIP

- Financial Support
- Business skill mentoring by Chitrnanjan Dar, Former Head, Foods, ITC (FMCG company)
- Quarterly entrepreneurship learning clinics
- Peer to peer learning among Buddha Entrepreneurs'
- Learning fund raising skills Network
- Buddha Entrepreneurs Network (BEN)



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JITENDRA YADAV

IIM LUCKNOW (2016) | DIRECTOR, AIKYA ORGANICS



MY MOTIVATION

I want to make farming lucrative and bring back our rural youth

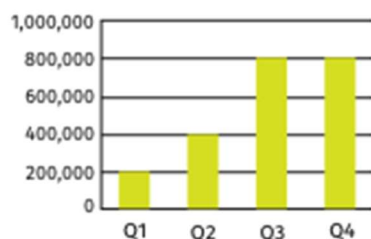
PROBLEM

- Over time Indian food has become unsafe due to excessive use of chemicals
- Organic farmers don't get fair price for their produce

SOLUTION

- Affordable organic food, healthy and safe
- Supply chain for 60 percent of kitchen grocery items
- Lower input costs, no pesticides

MY EFFORTS (FY 2019)



Annual Sales
INR 2.2 Million

- Mobilized 1,200 farmers into Farmer Producer Organization (FPO) and doing business with them
- 35+ products
- Mobilized capital infusion of INR 3.0 Million



HELP FROM BUDDHA FELLOWSHIP

- Financial Support
- Mentoring by various sector experts
- Provide synergy and lifelong mentoring
- Buddha Entrepreneurs Network (BEN)

Incubated by
Srijan  **सृजन**
Buddha Entrepreneurship through social sector

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DARSHAN DORESWAMY

IIM KASHIPUR (2018)



MY MOTIVATION

Be the change you wish to see!!

PROBLEM

Poor families cant afford proper nutrition while

- Adequate nutrition upto 3 years is crucial for brain development
- After 6 months child is weaned away from mother's milk
- Poor mothers have to go out for work to supplement income

SOLUTION

- A creche where baby gets nutrition diet and stimulating environment
- It is called 'Phulwari'

MY EFFORTS (FY 2019)

- Improving efficiency of Phulwari
- Replicating Phulwari in a new district

BENEFITS OF THE PROJECT

- 12% drop in malnourished children
- Reduction in frequent illnesses such as diarrhoea, cold and fever
- Mother and Elder siblings able to go back to jobs and school ensuring their livelihoods and education



HELP FROM BUDDHA FELLOWSHIP

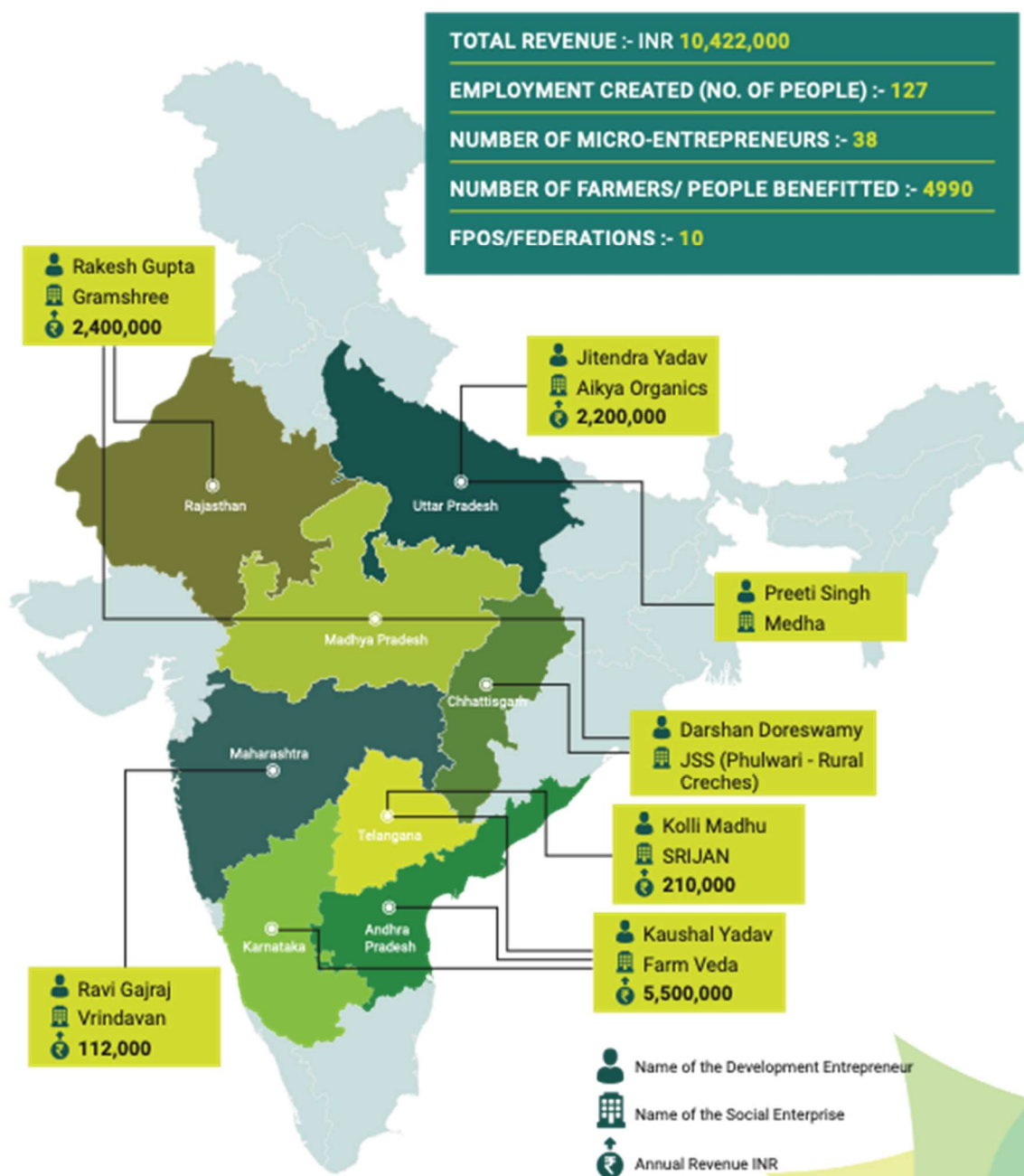
- Financial Support
- Connecting me to experts from the sector and exposure to work of other organizations
- Mentoring by Dr. Raman Kataria, Co-founder, Jan Swasthya Sahayog (JSS)
- Buddha Entrepreneurs Network (BEN)



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A SNAPSHOT OF THE JOURNEY



3. Financial Statements for Financial Year 2019-20

**Education for Employability Foundation (E2 Foundation)
New Delhi**

Balance Sheet as at 31st March 2020

		Amount in Rupees	
Particulars		31-Mar-20	31-Mar-19
Sources of Funds			
Corpus Fund		5,000	5,000
Income and Expenditure Account			
Brought Forward from pervious year	950,675		
Excess of income over expenditure for the year	152,557	1,103,232	950,675
Loans from Trustees		110,000	110,000
Current Liabilities and Provisions		143,752	179,141
Total		1,361,984	1,244,816
Application of Funds			
Fixed Assets-Vehicle	8,722		10,261
Less Depreciation For the Year	1,308		1,539
		7,414	8,722
Current Assets, Loans & Advances			
Bank Balance with SBI,Saket	354,520		1,231,385
Deposits with Banks	1,000,000		
Cash In Hand	50		-
Amounts recoverable in Cash or kind			4,709
		1,354,570	1,236,094
Total		1,361,984	1,244,816

As per our report of even date

For **Manoj Chhabra & Co**
Chartered Accountants
FRN: 013440N

Manoj Chhabra
Proprietor
M.No: 090781

Date: 30-12-2020
Place: New Delhi
UDIN: 20090781AAAAFF8353

On Behalf of Board
Education for Employability Foundation

Trustee

Trustee



Education for Employability Foundation (E2 Foundation)
New Delhi

Income & Expenditure Account for the Year Ended 31st March 2020

Particulars	Amount in Rupees	
	31-Mar-20	31-Mar-19
Incomes		
Grants & Donation Received		
From Nabard	-	-
Trustees Contribution	81,250	11,58,901
Voluntary Donations	70,000	
Bank Interest	23,964	10,271
Total	1,75,214	11,69,172
Expenditure		
Direct Activity Expenses	-	-
Depreciation	1,308	1,539
Administrative Expenses	21,349	15,340
Excess of Income over Expenditure	1,52,557	11,52,293
Total	1,75,214	11,69,172

As per our report of even date

For **Manoj Chhabra & Co**
Chartered Accountants
FRN: 013440N

Manoj Chhabra
Proprietor
M.No: 090781

Date: 30-12-2020
Place: New Delhi



On Behalf of Board
Education for Employability Foundation


Trustee


Trustee

Contact:

Ved Arya, Trustee

Sushil Ramola, Trustee

Shipra Singh, Theme Leader

Shruti Singh, Research Assistant

Leena Binoy, Accountant

Phone: 011-4142067

Website: <https://www.e2findia.org>

Head Office

Education for Employability Foundation

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Saidullajab

New Delhi 110068
