
Give Foundation



ANNUAL REPORT 2004-05

About GIVE Foundation

GIVE Foundation was conceptualized in December 1999 and formally registered on April 28, 2000, as a nonprofit company u/s25 of the Companies Act 1956, in Ahmedabad, Gujarat.

MISSION

GIVE's mission is to promote efficient and effective giving that provides greater opportunities for the poor in India.

VISION

A strong "giving" culture where Indians donate 2% of their income every year to give the poor a chance. A vibrant "philanthropy marketplace" to ensure that the most efficient and effective nonprofits get access to the most resources.

OPERATING MODEL

The fundamental premise of GIVE's operating model is that the donor is an "investor" looking for "social returns" (most commonly the satisfaction of knowing that their money made a difference to someone else's life). The "philanthropy marketplace" model is described in page 8 of this report.

ACTIVITIES

Over the last 5 years, the Foundation has evolved and introduced several new services & activities; these include

Internet Giving - www.GiveIndia.org is an online portal that allows donors to donate directly to any of the "listed" nonprofit organisations. Organisations that meet the Credibility Alliance norms and certain other objective criteria are listed on GiveIndia.

Payroll Giving - The Payroll Giving Programme allows employees of member companies to contribute a fixed sum (as low as Rs50) every month to charity through their Payroll. The automated system employed by GiveIndia allows donors to choose the specific projects they wish to support with their contributions.

Charity events - Our approach to hosting fundraising events is very selective and based on ensuring that fundraising costs are extremely low and proceeds generated benefit a cause to the maximum extent. GIVE is the charity partner to the Mumbai Marathon and Delhi Half Marathon.

Corporate Philanthropy Services - Helping companies design appropriate giving strategies that create stronger links between philanthropy and business objectives

Certification & Project Mgt Services - This service covers identification of organisations/projects for institutional donors to support, appraisals, monitoring and evaluation of grants to ensure effective and efficient utilisation.

Nonprofit Accounting - This service helps nonprofit organisations in a variety of donor reporting, transparency & accountability related areas, particularly in accounting.

SPECIAL ACKNOWLEDGEMENT

GIVE acknowledges the exceptional support it continues to receive from the ICICI Group covering not just financial assistance, but a range of other partnerships.

PEOPLE BEHIND GIVE

The list of Directors is provided on page 12 of this report. A list of staff and key volunteers is provided on the inside back cover.

Year that was

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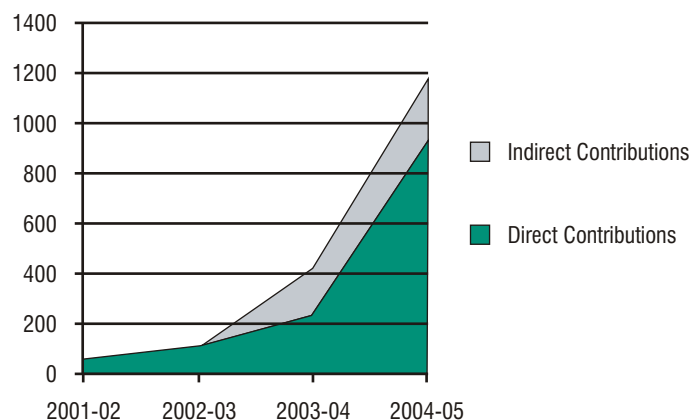
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Completing 5 years in 2004-05, GIVE Foundation channeled over Rs11.5 crores to more than 100 nonprofit organizations all over India, reaching out to over 30,000 donors and touching the lives of more than 100,000 underprivileged. Total Direct Contributions reached Rs9.4 crores, whereas Indirect Contributions (from donors directly to partner nonprofit organizations) crossed Rs2 crores. Additionally, the Foundation advised several companies on philanthropy budgets in excess of Rs20 crores, during the year.

Resources Mobilised (Rs lacs)	04-05	03-04	02-03	01-02
Funds Raised Online	51.0	32.0	15.5	14.5
Funds Raised Offline	269.5	52.5	37.2	16.6
Payroll Giving	45.4	2.5	0.0	0.0
Give2India	67.3	49.8	0.0	0.0
Grants to Channel Partners	30.0	23.0	23.8	29.6
Disaster Relief Funds	410.9	0.0	0.0	0.0
Grants Disbursed to NGOs	65.0	74.4	31.1	0.0
Total Direct Contribution	939.1	234.2	107.6	60.7
Channeled directly by client to NGOs	235.0	190.7	0	0
Total contribution (direct + indirect)	1174.1	424.9	107.6	60.7

Across GIVE Foundation India, GIVE UK and GIVE USA. Disaster Relief Funds include funds raised online, offline and through the Marathon

Resources Mobilised (Rs lacs)



Growth in funds raised was uniform across all activities of the Foundation, and arose largely due to consolidation of the various activities. In 2004-05, GIVE Foundation concentrated on doing what it already did better, as opposed to trying new things to do. A lot of effort went into strengthening internal systems and making them more efficient. This, backed with extraordinary commitment from the staff and volunteer team, allowed us to handle much higher levels of resource mobilisation without adding to the head count or incurring much other expenditure.

All the key performance indicators showed a significant improvement in 2004-05 over previous years. Efficiency of fundraising grew dramatically as cost of funds raised fell below 10% overall, and below 15% for retail funds raised. Organizational sustainability inched closer to reality as the Foundation recovered over 61% of its expenditure through earned income from a variety of fee based services. Parts of the retail fundraising effort continued to remain subsidized through grants.

Performance Indicators (Rs in lacs)	04-05	03-04	02-03	01-02
Fee Based Income	54.1	26.1	15.0	5.9
Income from investments	22.7	34.4	38.8	3.9
Expenditure	88.9	80.2	58.8	44.2
Earned income as % of total expenses	61%	33%	26%	13%
Expenditure as % of funds channeled directly	10%	23%	>50%	>50%
Exp as % of funds channeled directly+indirectly	8%	19%	32%	>50%
Manpower	19	17	16	13

The Tsunami in January 2005 fuelled giving as never seen before in India- galvanizing not only people from within the country and NRIs/PIOs living abroad, but for the first time, getting citizens from all over the world contributing.

In many ways, the disaster is a watershed for the development of Global and for Online Philanthropy as millions of Americans (traditionally givers within their country) dug deep into their pocket to send money outside their country to help those affected. GivelIndia's fundraising efforts in the USA were boosted by a partnership with GlobalGiving.com, raising close to US\$200,000 for various projects in India.

Dec 26, 2005	Tsunami strikes India and SE Asia, destroys everything
Dec 28, 2005	GivelIndia starts receiving funds online for those affected
Dec 31, 2005	First disbursements by GivelIndia to partner NGOs including ARDAR in Srikakulam, Vizianagaram in Andhra Pradesh
Jan 05, 2006	Boats repaired, first batch of over 100 fishermen hit the sea again, earning an average of Rs380 for the day's catch.

More importantly, the Internet as a medium allowed instant reporting of ground situations and their linking to donations. Within 2 days of the disaster, people were able to support specifically identified projects in the areas of health, provision of basic necessities or restoration of livelihoods through boat repairs. Individuals sitting half way around the globe were able to see the impact of their support within a week of making a contribution.

That, perhaps, is the sign of times to come in the world of philanthropy.



Tsunami Relief and Medical Camp

Online giving continued to grow on the GiveIndia.org and GiveWorld.org websites. Several functionalities were added to the GiveIndia website during the year, to enable Payroll Giving, pledge-raising for the Marathon and responding to natural disasters like the tsunami. The “Gift A Donation” feature allowed people to make donations on important occasions as a gift to their loved ones.

Website	No. of donations	Rs lacs
GiveIndia	402	20.57
GiveWorld	884	15.27
ICICIcommunities	608	53.04
Total	1,894	88.89

Includes disaster funds raised online

ICICIcommunities.org was modified to a single page window into the various channels- the donation channel was merged into www.GiveIndia.org, shopping into www.ShoptheCause.org, volunteering into www.iVolunteer.org.in and news into www.infochangeindia.org.

THE GIVEINDIA REDIFF INITIATIVE

GiveIndia tied up with rediff.com, to launch a website on January 5, 2005- <http://giveindia.rediff.com>.

The launch, originally scheduled for later in January, was preponed in response to one of the largest natural disasters that hit several nations in Asia. The channel set up a Tsunami Rehabilitation Fund to support immediate initiatives undertaken

by partner NGOs to help those affected by the Tsunami waves that washed over southern India on December 26, 2004. The response was overwhelming.

giveindia.rediff.com provides a safe and secure online donation platform to approximately 4-5 million rediff visitors both in India and US. Having an association with rediff.com, the trust is further ensured. The channel provides information to donors about the work done by registered NGOs located in various parts of India and also provides donors with a range of donation options to choose from. This improves donor's knowledge of the voluntary organisations in India and the various causes they support.

Thanks to rediff.com, the partnership has given boost to online donations. Within the first 3 months, the channel managed to raise Rs5 lacs through 316 individual transactions. It has also provided useful insights on website usability and promotional methods.

The key learnings have been that providing an easy 2-click donation option makes it more-user friendly thereby increasing number of donations.

In the coming years, our key challenge would be to integrate all our websites (giveindia.org, giveworld.org, giveindia.rediff.com) into one full-fledged online donation portal, combining the rich functionalities of one site with the speed and usability of another, and the reliability of the third.



GiveIndia gratefully acknowledges supports from **rediff.com**

The Standard Chartered Mumbai Marathon

The Standard Chartered Mumbai Marathon 2005 was several times as big as the 2004 (first) edition. Funds raised through the event rocketed to roughly Rs4 crores, as against an estimated Rs1cr in 2004. Funds channeled directly through GiveIndia alone exceeded Rs2.5 crores, as against Rs37 lacs channeled in 2004.

Several factors contributed to this success. The marked impression left by the 2004 event on Mumbaikars' minds created a ripe environment. More than 100 NGOs came forward to use the event enthusiastically to raise funds for their cause. GiveIndia designed unique packages customized for an audience that was hungry for more-

Segment	#run	Rs lacs
Dream Team	68	139
Corporate Challenge	1,100	82
Pledgers' United	3,000	32
Total	4,168	253

1. The Dream Team, where celebrities, corporate honchos and opinion leaders ran for causes of their choice, each raising at least Rs1 lac for the cause.
2. The Corporate Challenge, with 35 corporate teams vying to make a difference and to help different charities that they supported
3. The Pledgers' United, which surprisingly threw up a lot of individuals who managed to raise unexpectedly large sums of money- a few in excess of Rs1 lac, and several who raised tens of thousands.

Pledge Raiser	Rs lacs
Sachin Tendulkar	26
Ha Chan, Hong Kong	10
T K Mathew	8

The Pledge Kit, another GiveIndia innovation not found in marathons elsewhere, brought tips and ideas on fundraising into the hands of first-time runners, case studies of successful runners who'd raised a lot of money in 2004, FAQs, a unique pledge tracker and other materials. Runners could thus get off the block and hit the ground running, instead of having to learn from their own mistakes and experiences.

NGO	Rs lacs
Apnalaya	34.4
Deepalaya	10.5
Aakanksha	9.1

Master Blaster Sachin Tendulkar had the crowds go wild- so much that the organizers simply wouldn't let him run, out of security concerns for the entire event!

TK Mathew, 70 year old veteran CEO of Deepalaya, not only finished the 7km Dream Run, but was also the highest pledge raiser in the Dream Team (excluding Sachin), raising over 7 lacs for his organisation.



2004-05 was a year where the Payroll Giving Programme stabilized, and confirmed its potential to generate regular funds for deserving NGOs. We started the year with just 8 companies implementing the programme and around 400 employees signed up, contributing just under Rs1 lac to charity every month. By March 2005, we had grown to 21 companies implementing the programme, over 1500 employees enrolled and contributing Rs3.36 lacs every month. In addition, we had companies matching their employee contributions which added another Rs2.21 lacs per month, thus, taking the total monthly collections to Rs5.57 lacs.

The support received from participating companies has been most heart-warming. At HDFC Bank, the entire HR dept. were the first to sign up before going out to encourage their colleagues to do the same. At ICICI Bank, the Head of HR personally addressed all the employees on each floor inspiring them to join the programme. Samtel, Publicis, I-Sec, HDFC Bank and ICICI Bank are matching employee contributions.

OTHER EVENTS:

An Art Raffle sponsored by Orra Diamonds was organized by ArtWorks, as part of the Mumbai Festival in January 2005. The event helped raise over Rs5 lacs for various charities, as people purchased raffle tickets for a chance to win paintings very kindly donated by Kahini Arte Merchant, Paresh Maity and Satish Gupta.

Employees of ICICI Bank Ltd. came together to organize Samarpan 2005, a variety entertainment event that showcased in-house talent, and raised funds for 3 wonderful organizations- Ummeed, NAB and Ashadeep. Rs15 lacs were raised through the event.

COMPANIES PARTICIPATING IN THE PAYROLL GIVING PROGRAMME



Corporate Philanthropy Services(CPS)

Corporate Philanthropy Services (CPS) was started in 2002 help companies strategise their philanthropy. Together with our clients, we develop philanthropy practices that are strategic, focused, and outcome-oriented. In addition, we also help facilitate productive and accountable partnerships between companies and NGOs.

Indian corporations have the motivation and the resources to make a strong impact on the social development of India, but there are still significant challenges with regard to implementation. Companies are confronted with an often confusing and interlocking set of challenges: searching for the best way to link philanthropy to their strategic interests; choosing a meaningful cause with visible impact; involving their employees in volunteering and charitable activities and fostering and sustaining effective partnerships with community organizations. CPS aims to help companies meet these challenges by providing expertise, advisory services and time-tested processes and methods.

HIGHLIGHTS OF OUR CLIENT WORK

Fiscal Year 2004-2005 has been an enriching experience for CPS. We had the opportunity to work with a diverse set of clients, including companies such as ING Vysya, Vedanta and ICICI Bank to design and develop a unique philanthropy strategy.

CLIENTS-TO-DATE

- ▶ ICICI Securities
- ▶ Taj Group of Hotels
- ▶ MphasiS BFL Software
- ▶ Godrej Sara Lee
- ▶ Philips India
- ▶ Bombay Stock Exchange
- ▶ Geometric Software
- ▶ ING Vysya
- ▶ UTI Bank
- ▶ ICICI Bank
- ▶ Vedanta
- ▶ ICICI OneSource

ING VYSYA

CPS assisted ING Vysya in setting up the ING Vysya Foundation in India, the future home of all the organization's charitable activities. We also designed a unique philanthropy project for the company in Hyderabad:

- ▶ Through senior management interviews and employee workshops, CPS selected "primary education" as the main philanthropy focus area for ING Vysya Foundation
- ▶ Identified ARDAR, a Hyderabad based NGO to implement a school adoption project in six government schools of Hyderabad and work with 1100 underprivileged children
- ▶ Developed a process to facilitate and promote sustainable quality education in the identified government schools and increase the enrolment, retention ratios and competency of the students

VEDANTA

Our most ambitious client project, Vedanta sought our assistance with two key issues:

- ▶ understanding the benefits and drawbacks of their community activities to-date, and
- ▶ producing a strategy for Vedanta group community development activities, including an actionable plan for specific interventions in key Vedanta plant locations.



Gammat Shala Participants

Our experience with GIVE CPS has been very good. Particularly since ING Vysya is new to this and since focus on charity has not been given a top priority, it was helpful to have CPS provide some structure to our work. They also helped identify (through various surveys, interviews, etc.) our primary charitable objectives. The CPS team has been great to work with, providing guidance and advice, but also offering us sufficient flexibility to allow us to do what was best for ING Vysya

- Eapen Chandy
Vice President, ING Vysya Bank

To achieve this, we engaged in the following

- ▶ Conducted field visits at three plant locations to understand community needs, corporate reputation, and impact of previous Vedanta initiatives
- ▶ Developed recommendations about processes and management structure for community development work for the corporation as a whole
- ▶ Facilitated CSI (corporate social initiatives) workshops for individual group companies and provided strategic inputs for unit level companies to assist them in developing a “business plan” for community activities that can be submitted to Vedanta Group
- ▶ Provided advice on hiring a CSI Head and CSI Managers at the Vedanta Group and unit level to manage community development of the companies

ICICI BANK

In 2004-05, CPS started work on a unique corporate partnership effort for ICICI Bank's Social Initiatives Group (SIG), which works in the focus areas of early child health, elementary education and microfinancial services. Building on SIG's 4 years of intense efforts in these areas, working with some of India's most respected nonprofit organizations, the idea was to develop models that would allow companies (typically ICICI Bank clients) to partner with local NGOs in different parts of the country and initiate projects with SIG-funded NGOs as resource partners.

On a pilot basis, CPS worked with the Jindal group to initiate partnerships in Bellary (Karnataka) and Vasind (Maharashtra).

- ▶ The Microfinance and livelihood promotion initiative in Bellary is a partnership between BASIX, Hyderabad and Jindal Vijaynagar and Steel Limited (JVSL), Bellary with co-ordination and funding from the Jindal South West Foundation (JSWF), aimed at increasing income generation opportunities for the poor and lower-middle class in and around JVSL areas of operation.

- ▶ The Education initiative is a partnership between Center for Learning Resources (CLR), Department of Women and Child Development, Government of Maharashtra, the Jindal Iron and Steel Company (JISCO) and the Jindal South West Foundation (JSWF) in Vasind. This project aims at developing the skills of Anganwadi workers around Vasind to be effective early childhood educators.

LOOKING AHEAD...

In 2004-2005, Corporate Philanthropy Services expanded its geographical coverage and variety of philanthropy services to companies. In the coming year, apart from providing the traditional philanthropy services to companies, CPS will provide additional services in the form of:

- ▶ Innovative Giving Solutions (IGS): providing a range of tailor-made unique low cost ready-to-implement philanthropy project options for companies to pick from
- ▶ Philanthropy Outsourcing Model: allowing GIVE to hire and depute a highly-motivated individual to implement the philanthropy strategy for a company, as part of their team.
- ▶ District approach: taking the joint initiative ICICI Bank's SIG a step further to create multistakeholder partnerships that will try to impact human development at a district level.



KSWA students sharing their
experience at the BSE CSR seminar

Certification & Project Management (CPM)

Integrating with the Global Philanthropy Marketplace

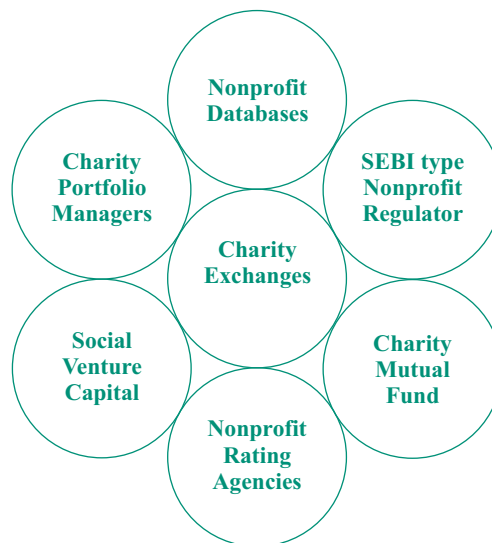
The year gone by was particularly exciting for GiveIndia (the retail fundraising arm of GIVE Foundation) to share its model and learnings with other global players in the philanthropy marketplace. In October 2004, GIVE was invited by Keystone (then known as ACCESS) to South Africa to co-create a reporting framework for nonprofits. The interactions with GuideStar, GlobalGiving, GEXSI, PCNC and Shuttleworth Foundation led to some interesting partnerships.

GiveIndia is participating in the development and use of reporting tools aimed at enabling donors and social investors to assess organisational performance taking into account the perspectives of those most affected by the NGOs.

GiveIndia invited GuideStar International, now known as Civil Society Systems (CSS), to explore the setting up of a comprehensive nonprofit information system in India, similar to www.GuideStar.org in the US. GiveIndia assisted GuideStar in its India exploration in March 2005. CSS, in association with GiveIndia and Credibility Alliance, is launching its Development Phase in India in October 2005.

GiveIndia partnered with GlobalGiving.org to raise funds for the tsunami affected in India. Over US \$200,000 were raised through GlobalGiving.org for various relief and rehabilitation projects of GiveIndia NGOs.

Philanthropy Marketplace Actors



GiveIndia believes that a vibrant philanthropy marketplace needs a comprehensive nonprofit database, a market regulator, rating agencies, charity mutual funds, social venture capital and charity portfolio managers. GiveIndia is currently playing multiple roles, but seeks to eventually focus on running charity exchanges, offering charity portfolio management services and see the emergence of its certification services into a full-fledged rating service. The marketplace also needs to be globally connected to channelise resources across boundaries. GiveIndia is working closely with CSS to ensure that our systems are capable of connecting with each other so as to allow donors seamless access across boundaries.



“I have been impressed from my first exposure to GIVE. GIVE brings to philanthropy a creative, highly professional approach, a strong sensitivity to the individual needs of and challenges faced by charities, a belief in personal responsibility and its own exemplary institutional values and commitment to its work. I am convinced that GIVE will provide a forceful engine to enliven and strengthen India's civil society for many years to come.”

- Buzz Schmidt
Founder, GuideStar and President, Civil Society Systems

GiveIndia NGO Certification

In August 2004, GiveIndia announced the first list of 75 NGOs that were certified as 100% compliant with the minimum and the desirable norms of the Credibility Alliance (www.credall.org.in). The Credibility Alliance, which is a national consortium of nonprofit organisations, was set up in 2004 to establish a consensus-driven set of “credibility norms” for the voluntary sector in India. The norms of the Credibility Alliance are gradually becoming an “industry standard” for the nonprofit sector in India. The norms require NGOs to make several disclosures about their board members, governance, and financials and also document certain policies to institutionalise good practices. GiveIndia's certification is reviewed annually. In March 2005, GiveIndia had over 85 certified NGOs.

Project Management

We continued to offer project management services to high net worth individuals and corporations. During the year we helped a large American corporation identify and support projects in Chennai and Mysore, places of their India operations. These projects included providing facilities and support for training in nursing and supporting awareness in reproductive and child health. We developed customized projects for an Indian Insurance company to support underprivileged children in 5 cities across India.

Our project management team identified Tsunami relief and rehabilitation projects. GiveIndia NGO partners were ready for providing relief within a few hours of the Tsunami. Our team was regularly in touch with the NGOs to understand the needs on the ground (that were changing by the hour). We carried out quick verification of costs, confirmed that the NGOs had put in place systems for identifying beneficiaries, tracking distribution of relief material and for ensuring there is no duplication of support (it is not uncommon to see the same beneficiaries receiving multiple sets of the same item from different donors).

We also listed out the kind of feedback information that NGOs would report without having to spend too much time in paper work and yet provide verifiable information. These NGOs had already been screened using GIVE's rigorous due diligence tools and they have been providing feedback reports for donations raised through GiveIndia. We are supporting over 25 projects worth over Rs50 million in livelihoods restoration, shelter, rebuilding schools and education. These include projects that were listed on www.GlobalGiving.com, projects that are being managed for Indian corporates, Foundations and overseas donors.



Tsunami- on the road
to restoring livelihood.

Financial and Accounting Management Services (FAMS)

Charity, they say, begins at home. 2004-2005 for FAMS was spent more in internal functions of Accounting and Back Office of GIVE Foundation than in working with other NGOs. GIVE Foundation has always believed in practising what we preach and given the unprecedented response to the Mumbai Marathon (January 15) and the Tsunami (December 26), we needed impeccable systems internally to handle the growth in transaction volumes.

Between January 1 and March 31, 2005, the GIVE team processed over 30,000 individual donations, sending out receipts to donors and disbursing over Rs7 crores to more than 100 nonprofit organizations all over India. FAMS along with the Back office team of GIVE Foundation worked towards efficiently managing the accounting, banking, recording and disbursing these funds. Errors were well below 1%, and all of this was managed by a team of just 4!!

Workshop on Value Added Accounting

The FAMS team organised a workshop in partnership with Centre of Advancement of Philanthropy. The workshop was focused on "Value Added Accounting" and consisted of discussions, case studies and presentations on the various issues of Accounting pertaining to NGOs. With over 40 participants spread across the 2 day workshop, the event was well-received.

FAMS also began work with Childline India Foundation, to help them computerise their manual accounting system. Additionally, FAMS continued to support past clients like Pratham, Magic Bus, KMVS, etc. with their reporting and MIS requirements.



Workshop on
Value Added Accounting

Financial Statements

BALANCE SHEET AS AT MARCH 31, 2005

	Schedule	As at March 31	
		2005 (Rupees)	2004 (Rupees)
Sources of Funds			
Capital Funds			
Share Capital	1	25,200	25,200
Capital Grant	2	977,448	2,283,276
Reserves & Surplus	3	6,579,444	5,799,833
Funds Earmarked for disbursement to developmental organisations			
- Funds raised for other developmental organisations	4	5,022,240	1,612,081
for application as per Donors' preferences			
- Grant Balances	5	1,029,938	9,881,932
Loan Funds			
Secured Loans	6	10,000,000	10,000,000
Unsecured Loans	7	668,207	-
TOTAL		24,302,477	29,602,322
Application of Funds			
Fixed Assets			
Gross Block	8	3,670,326	3,672,788
Less : Accumulated Depreciation		2,732,409	1,364,117
Net Block		937,917	2,308,671
Investments	9	15,784,275	24,633,484
Current Assets, Loans and Advances	10		
Stock of Promotional Materials		63,231	76,111
Sundry Debtors		2,606,786	1,324,116
Cash and Bank Balances		5,792,974	589,227
Other Current Assets		500,819	1,030,970
Loans & Advances		294,342	742,362
		9,258,152	3,762,786
Less: Current Liabilities and Provisions	11	1,677,867	1,102,619
Net Current Assets		7,580,285	2,660,167
TOTAL		24,302,477	29,602,322
Significant Accounting Policies and Notes to the Accounts	20		

As per our report of even date attached

For Deloitte Haskins & Sells
Chartered Accountants

For GIVE Foundation

R. Laxminarayan
Partner

N Vaghul Chairman
Venkat K.N. Director

Place: Mumbai
Date: 30/07/2005

Place: Mumbai
Date: 30/07/2005

Funds raised for other developmental organisations

	As at March 31,	
	2005 (Rupees)	2004 (Rupees)
Balance as per last Balance Sheet	1,612,081	183,885
Add: Received during the year	69,870,882	7,561,514
	71,482,963	7,745,399
Less: Disbursements during the year	66,460,723	6,133,318
	5,022,240	1,612,081

STATEMENT OF INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2005

	Schedule	(Rupees)	Year ended March 31	
			2005 (Rupees)	2004 (Rupees)
Income				
Revenue Grants drawn			2,267,448	4,379,283
Fees from Charity Advisory Services	12		5,313,946	2,355,023
Fees from NGO Capacity Building Services	13		103,640	251,010
Income from Current Investments	14		1,546,332	3,442,104
Other Income	15		711,564	36,847
			9,942,930	10,464,267
Expenditure				
Personnel Expenses	16		4,332,412	4,118,202
Technical Expenses	17		448,793	417,084
Promotional Expenses	18		1,406,703	630,911
Administrative and Other Expenses	19		1,236,683	1,918,175
Depreciation (including Rs. NIL in respect of earlier years, PY Rs. 2,146)	8	1,384,096		931,540
Less: Transferred from Capital Grant Reserve		(1,308,228)		(885,561)
			75,868	45,979
			7,500,459	7,130,351
			2,442,471	3,333,916
Less: Transferred to Funds Earmarked for disbursement to developmental organisations			1,662,860	1,036,635
Excess of income over expenditure for the year			779,611	2,297,281
Add: Balance brought forward from the previous year			5,799,833	3,502,552
Balance Carried to the Balance Sheet			6,579,444	5,799,833
Significant Accounting Policies and Notes to the Accounts	20			

STATEMENT OF FUND FLOW FOR THE YEAR ENDED MARCH 31, 2005

	For the year ended on March 31	
	2005 (Rupees)	2004 (Rupees)
Sources of Funds		
Unsecured Loans	668,207	-
Transferred from Secured Loan to Grant	-	10,000,000
Grant Received	-	200,000
Fees on Consultancy Services	5,417,586	2,606,033
Received for Small Grants Program	1,555,356	-
Received from sale of fixed assets	3,683	36,848
Other Income	711,564	-
Donations for Earmarked Funds	69,870,882	7,561,514
Decrease in Net Current Assets	-	10,185,820
Redemption of Investments	8,849,209	2,746,495
Income on Investments	1,546,332	3,442,104
	88,622,819	36,778,814
Application of Funds		
Addition to Fixed Assets	17,025	2,790,753
Transferred to Grant balances from Loan	-	10,000,000
Disbursements under Small Grants Program	6,137,502	7,433,736
Disbursements for Earmarked Funds	66,460,719	6,133,318
Grants Disbursed to other organisations	3,662,860	3,336,635
Personnel Expenses	4,332,412	4,118,202
Technical Expenses	448,793	417,084
Promotional expenses	1,406,703	630,911
Administrative and other expenses	1,236,683	1,918,175
Increase in Net Current Assets	4,920,122	-
	88,622,819	36,778,814

Complete schedules, notes to the accounts and the auditors' report are available at www.givefoundation.org

Credibility Alliance Norms Compliance Report

IDENTITY

- ▶ GIVE Foundation is registered as a not-for-profit company under section 25 of the Companies Act, 1956. (Reg. No. 04-37902, dtd. April 28, 2000), with the RoC, Gujarat.
- ▶ MoA and AoA are available on request
- ▶ GIVE is registered u/s 12A of the Income Tax Act, 1961, and with the DIT(Exemptions), Gujarat u/s 80G, valid till March 31, 2008. (Reg. No. DIT(E)/80G(5)/862/04-05.
- ▶ GIVE is registered under section 6 (1) (a) of the Foreign Contribution (Regulation) Act, 1976 (FCRA Reg. No. 041910285).

Visitors are welcome to the addresses given on the "contact us" link on our website.

NAME & ADDRESS OF MAIN BANKERS: ICICI Bank Ltd., Drive In Road Branch, Ahmedabad 380 054

NAME & ADDRESS OF AUDITORS: M/s Deloitte Haskins & Sells, Chartered Accountants, 12, Dr. Annie Besant Road, Opp. Shiv Sagar Estate, Worli, Mumbai 400 018, India.

VISION AND IMPACT

Mission: To promote efficient and effective giving that provides greater opportunities to the underprivileged.

Vision: A strong "giving" culture where Indians donate 2% of their income every year to a cause that matters. A vibrant "philanthropy marketplace" to ensure that the most efficient and effective nonprofits get access to the most resources.

GOVERNANCE -

Details of Board Members: (as at March 31, 2005)

Name	Age	Sex	Position on Board	Occupation	Area of Competency	Meetings attended
Mr N. Vaghul	69	M	Chairman	Chairman, ICICI Bank Ltd	Banking & Finance	3/3
Ms Rama Bijapurkar	48	F	Director	Strategic Mktg. Consultant	Strategic Marketing	2/3
Mr Tarun Das	66	M	Director	Chief Mentor-CII	Management & Strategy	1/3
Mr Vijay Mahajan	50	M	Director	Managing Director- BASIX	Management, Vol. Sector	2/3
Mr Venkat Krishnan	35	M	Director	Director- GIVE Foundation	Management	3/3

- ▶ The GIVE Board met 3 times in the FY 04-05 on July 17, 2004, November 18, 2004 and March 30, 2005. Minutes of Board meetings are documented and circulated. During the year, Mr RK Krishnakumar resigned from the Board. Mr Kishore Chaukar took his place in FY2005.
- ▶ A Board Rotation Policy exists and is practised.
- ▶ The Board approves programmes, budgets, annual activity reports and audited financial statements. The Board ensures the organisation's compliance with laws and regulations.

ACCOUNTABILITY AND TRANSPARENCY

- ▶ No remuneration, sitting fees or any other form of compensation has been paid since inception of the Foundation, to any Board member, trustee or shareholder.
 - ▶ The following reimbursements have been made to Board Members:
 - ▶ Travelling Expenses (to attend Board meetings) Rs. 9,800
 - ▶ Travelling Expenses to Mr. Venkat KN during the year - Rs. 17,204
 - ▶ No other reimbursements have been made to any Board member, trustee or shareholder.
 - ▶ CEO's REMUNERATION: Rs 0.00 (Nil)
 - ▶ REMUNERATION OF 3 HIGHEST PAID STAFF MEMBERS:
 - ▶ Rs. 60,000 p.m. Rs. 52,005 p.m. Rs. 50,013 p.m.
 - ▶ REMUNERATION OF THE LOWEST PAID STAFF MEMBER: Rs. 3,508 p.m.
- STAFF DETAILS: (as at March 31, 2005)*

Gender	Paid full time	Paid part time	Paid Consultants	Unpaid Volunteers
Male	9	0	0	>10
Female	5	0	2	>10

*All Directors are "volunteers" giving their time pro bono. They are not included in the details above.

- ▶ DISTRIBUTION OF STAFF ACCORDING TO SALARY LEVELS (as at March 31, 2003)

Slab of gross salary (in Rs.) plus benefits paid to staff	Male	Female	Total
<5000	1	0	1
5,000 - 10,000	1	0	1
10,000 - 25,000	5	4	9
25,000 - 50,000	1	1	2
50,000 - 1,00,000	1	2	3
1,00,000 >			
TOTAL	7	10	16

The staff table includes the salaries of both staff as well as paid consultants in the respective categories for the year ending March 31, 2005.

- ▶ TOTAL COST OF NATIONAL TRAVEL BY ALL STAFF DURING THE YEAR: Rs. 1,41,612 (including Rs. 27,004 reimbursed to Board

No	Name	Designation	Destination	Purpose	Gross Expense (Rs)	Sponsored by
1	Venkat KN	Director	Canada, USA, UK, Dubai	CoF Seminar in Canada, Chapter promotion in USA, UK and Dubai	1,26,000	66,735 - CoF 59,265 - self
2	Pushpa Aman Singh	Vice President - Programmes	South Africa	Keystone Bosberaad - building global nonprofit reporting system	54,778	51,767 SWF 3,011 - GIVE
TOTAL					1,80,778	



Staff, trainees and volunteers after the Standard Chartered Mumbai Marathon 2005

(kneeling, L->R) Hem, Janabee, Jasmine, Bela, Amita, Seema, Tejas

(standing, L->R) Lalitha, Meredith, Binu, Dharmesh, Pravin, Aman, Shekhar, Venkat, Prabhakar, Javed, Vasundhara, Pushpa, Amanda

List of Personnel as on March 31, 2005

Amanda Greene	Mangesh Valodra
Binu Thomas	Mathan Varkey
Dharmesh Valera	Praveen V
Gurdeep Gill	Pravin Dhuri
Jasmine Wadhawan	Pushpa Singh
Javed Sheikh	Ronak Shah
Kala Balan	Shalaka Joshi
Lalitha Jayaraman	Tejas Merh

Key Volunteers as on March 31, 2005

Aarti Madhusudan	Reena Swaroop
Amita Chauhan	Subhashini P- USA
Bela Parekh	Upendra Bhatt- USA
Deepa Damera- UK	Vasundhara Sanghi
Deepika Mathur- UK	Zainab Jamal- USA
Meredith Bock	and many others...
Pawan Mehra- USA	



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www.givefoundation.org

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