
Give India

the power to change lives



ANNUAL REPORT 2005-06

About GiveIndia

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

MISSION

Our 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 our 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).

ACTIVITIES

Over the last 6 years, GiveIndia 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. GiveIndia 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 high value individual and 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

GiveIndia 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 GIVEINDIA

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

TABLE OF CONTENTS

Year that was-----	1
Internet Giving-----	3
Events-----	4
Payroll Giving -----	5
Corporate Philanthropy Services(CPS)-----	6
Certification & Project Management(CPM)--	8
Financial and Accounting Management Services(FAMS)-----	10
Financial Statements-----	11
Credibility Alliance Norms Compliance Report-----	12

2005-06 saw a lot happening at GiveIndia within the space of 12 months- among other things, it saw us cross Rs25 crores in cumulative funds channeled to voluntary organizations in the last 6 years of our existence. We crossed 100,000 cumulative donations, more than 20,000 individual donors and have touched the lives of at least a million poor people in India. We consolidated offices and operations into one city- Mumbai, while simultaneously broadening our global footprint through several new initiatives.

Payroll Giving almost touched the Rs1 crore p.a. mark in 2005-06, signaling its arrival as a serious method of fundraising, and notching up over 3,000 regular, monthly payroll givers.

All figures are Rs in lacs

Resources Mobilised	05-06	04-05	03-04	02-03
Funds Raised Online	89.2	51.0	32.0	15.5
Funds Raised Offline	505.2	269.5	52.5	37.2
Payroll Giving	95.2	45.4	2.5	0.0
Give2India	107.9	67.3	49.8	0.0
Grants to Channel Partners	15.0	30.0	23.0	23.8
Grants to other NGOs	8.2	65.0	74.4	31.1
Regular Direct Contributions	820.7	528.2	234.2	107.6
Disaster Relief	117.4	410.9	0.0	0.0
Total Direct Contributions	938.0	939.1	234.2	107.6
Funds channeled directly to NGOs	200.0	235.0	190.7	0.0
Direct + Indirect Contributions	1,138.0	1,174.1	424.9	107.6

includes US, UK and India contributions

The partnership with Rediff went beyond the tsunami and helped raise a lot of money for several good causes. More importantly, we learnt a lot about Internet usability from the experts, and that will reflect soon on our own website. Online Giving in the US grew in leaps and bounds and UK has started picking up pace as well.

The Hutch Delhi Half Marathon was launched and raised Rs81 lacs in its maiden edition. The Mumbai event grew to cross over Rs3 crores in direct funds channeled and over Rs4.5 crores in all.

And an interesting experiment in placing a GiveIndia executive as the person driving the CSR programme of a company took off well, helping ICICI OneSource set up a great partnership with Dr Reddy's Foundation and roll out a batch of underprivileged youth trainees in Bangalore with a 100% placement record!

THE EXPANDING GLOBAL FOOTPRINT

The Indo-US HIV AIDS Fund was announced by US President George Bush and Indian Prime Minister Manmohan Singh. GiveIndia has been nominated as the agency that will manage the deployment of this fund in India, using our "marketplace model" of allowing donors to choose the projects they would like to support.

GiveIndia's partnership with Guidestar to launch GuideStar India was formalised and we signed a relationship with GlobalGiving.com to evaluate their projects in India.

3000 delegates at the World Economic Forum in Davos received "gifts" from ICICI Bank. Instead of yet another dinner hosted, the Bank sponsored a child's education on behalf of each of the delegates, through GiveIndia.

SHIFTING FOCUS

A conscious effort was made to increase our focus on individual giving, to find ways to reach out to the "common man" and make a donor out of him. A lot more effort, time and resources are going into building and scaling up the Payroll Giving Programme, and we see it as the key driver of a "giving culture" in the years to come.

SEARCHING FOR VIABILITY

Even as GiveIndia continues to raise funds at significantly "lower than industry" costs, viability remains a challenge. Retail fundraising costs currently are in the 5%-25% range, depending on the channel used, and individual donors seem to resist the idea of paying anything upwards of 10%. A lot of effort will go in donor education on this front, as we help givers realise that "normal" fundraising costs when donating through traditional and well-known channels typically exceeds 33% of their contributions, and often crosses even 50%.

Events are able to meet their own costs entirely now, and Payroll Giving is beginning to cover roughly 50% of its costs.

The decision to charge a "listing fee" to NGOs was implemented in 2005-06, making that activity nearly self-sufficient. We expect listing and accreditation services to be self sustaining from this year onwards. The decision to charge fees for online donations was taken in 2005-06 and implementation is expected towards the end of 2006.

Other Performance Indicators	05-06	04-05	03-04	02-03
Fee based income*	46.6	54.1	26.1	15.0
Investment income*	9.9	22.7	34.4	38.8
Expenditure*	90.6	88.9	80.2	58.8
Earned income as % of expenditure	51%	61%	33%	26%
Expenditure as % of funds channelled directly	11%	10%	23%	55%
Expenditure as % of total funds channelled	8%	8%	19%	32%
Manpower	23	19	17	16

** All figures are Rs in lacs*

As a result of the shift in focus to individual giving, fee-based income fell marginally and viability took a slight hit. In the years to come, we hope to overcome this challenge by scaling up the level of activity.



Projects supported by donors through GiveIndia

Internet Giving

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

Online giving continued successfully on the GiveIndia.org and Giveworld.org website.

During the Standard Chartered Mumbai Marathon, 2006, we uploaded 53 individual pledge pages on the GiveIndia.org website. Automated account balance emailers for payroll givers were also introduced in the year.

GiveIndia Rediff Initiative

Online giving continues to grow on the GiveIndia Rediff site. We have raised Rs22.89 lacs in 1629 transactions this financial year. Our aim, during the year, was to stabilise and refine the giveindia-rediff channel with the help of the learnings over the initial months. We identified online properties and banners that helped us appeal to the right donor thereby increasing conversions on the site.

To monitor performance on a day to day basis, we utilised a tracking system on our text links and banners. The tracking system provided us with useful insights that helped us analyse user behaviour.

Based on the analysis we resolved to concentrate on Rediff India Abroad for high value donors and Rediff India to build the volume of donations.

We also started implementing promotional plans that would result in increased conversions. One of them was mailing out Direct mailers to rediff users. The theme of the direct mailers varied from festivals to events like Hellen Keller Day, Child Labour Day, Women's Day, etc. Direct mailers following the 2-click model for donation have been most successful on the site. Direct mailers were also tracked to identify mailers that got better responses.

As part of our promotional plans we also tied up with HDFC Bank. A GiveIndia banner was put up on the HDFC Bank website and Direct mailers were sent out to HDFC customers. We appreciate the efforts taken by the team at HDFC Bank for helping us in this endeavour.

Based on the learnings from the GiveIndia-Rediff channel we plan to restructure site navigation of the GiveIndia.org website with a focus on communication through content and design.

We would also like to express our gratitude to Rediff.com for providing their continued support.



“I believe the manner in which GiveIndia is structured is fantastic. GiveIndia is the only charitable organisation I know of which allows me to make contributions for specific, self-contained causes. As a result, I receive the satisfaction of having helped particular individuals with a given aspect of their livelihood, rather than merely contributing to a large pool of funds. I very much like the fact that specific feedback is provided on how the contribution was utilised.”

- Saikat Chaudhuri,
GiveIndia Donor

Events

Marathons continued to be an effective way of raising funds for a large number of organisations in 2005-06. GiveIndia's expertise in the marathon fundraising arena is growing and this is reflected in the financial results as well as in the positive feedback from individuals and companies that participated in the runs.



This was GiveIndia's first year as Official Charity for the Hutch Delhi Half Marathon held on October 16, 2005. In its inaugural year, the event raised just over Rs80 lacs in clearly tracked funds for over 35 nonprofit organisations.



The Standard Chartered Mumbai Marathon, held on January 15, 2006, continued to do well. Our Corporate Challenge category was completely sold out and we had to turn away companies who wanted to participate.



Media coverage of the charity angle was extensive with leading publications like the Times of India, the Economic Times, DNA and Mid-Day devoting space to it.

Fundraising through the marathon is hugely popular because of transparency in fundraising costs and combined efforts of NGOs and the GiveIndia team to reach out to individual donors, corporate teams and celebrities.

"More than just raise money for Charities, the event is helping raise awareness about the NGOs that are active in the city. Thanks to the fund raising drive associated with the event, these NGOs will benefit a lot on a sustainable basis. The follow up leading up to the event was professional, personal, courteous, and yet very persistent. The arrangements at venue were superb and the overall experience therefore would encourage anyone who participated to come back the next year and also get along others."

- Archana & Amit Chandra,
GiveIndia Dream Team Members

Payroll Giving

During the year, we nearly doubled our sign ups and contributions. New companies that implemented the programme included CRISIL, HSBC and STAR TV.

During the year, our list of contributors rose from 1500 in 04-05 to nearly 3000 employees. At the beginning of the year, the total monthly contributions were Rs 3.33 lacs per month, which rose to Rs 6 lacs by the year-end, with the companies matching contributions adding another Rs 4.5 lacs. Payroll Giving raised Rs 95 lacs during the year, up from Rs 45 lacs in 04-05.

HSBC launched the programme with a formal event, with the CEO, Mr Niall Booker announcing that HSBC would be contributing an amount equal to the employees contributions, which would go to the employees own donation kitty. STAR TV, like HSBC, also showed how they practise what they preach. STAR TV contributes a flat \$10 (Rs 450) for every employee's contribution, every month.

Advisory support for the Payroll Giving programme also came in the form of the internationally-renowned Monitor Consulting (founded by Michael Porter), providing valuable research, insight and advice on how Givelndia could scale up the programme. Our thanks to Monitor Consulting for the considerable time and effort they spent in helping us in this effort. The entire service was provided to Givelndia, pro bono.

COMPANIES PARTICIPATING IN THE PAYROLL GIVING PROGRAMME

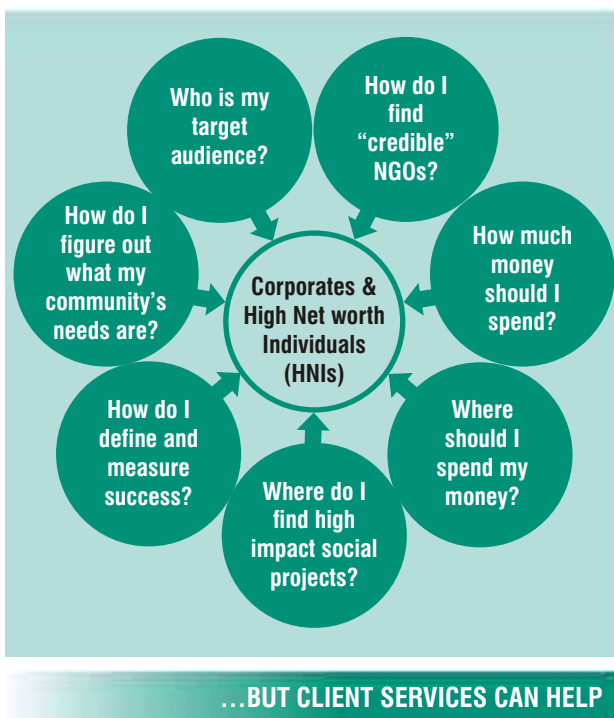


Corporate Philanthropy Services

Corporate Philanthropy Services now called Client Services works with corporates and High Net worth Individuals (HNIs) by responding to their philanthropic needs with unique solutions.

A PEEK INTO 2005-2006

We got the opportunity to work with organisations like the Nicholas Piramal Group and the U.K. Modi Group that were interested in



supporting community interventions outside their corporate headquarters. ICICI OneSource gave us the opportunity to manage their social initiatives. For the first time, Client Services hired and placed an individual at the client office to manage its Corporate Social Initiatives.

Nicholas Piramal

Client Services assisted Nicholas Piramal group in setting up a family foundation that focused on implementing sustainable interventions in the Bagar town of Jhunjhunu District, Rajasthan. To achieve this, we engaged in the following:

- ▶ Met and spoke with key government officials in Rajasthan, heads of reputed non-profits in Jhunjhunu and heads of reputed educational institutions to understand and analyze previous development history and current development indicators in Bagar and other surrounding areas.
- ▶ Conducted field visits in Bagar and adjoining areas to understand community needs and requirements, existing infrastructure, existing community interventions done by local NGOs and impact of community work done by the Piramal family.
- ▶ Based on the field visits and the need assessment research, we recommended specific community interventions in the areas of E-connectivity, Water, Health, Vocational training and Tourism development, which the Piramal Foundation would implement over a 2 year period in order to improve their local knowledge and identify their future core competency.

“GiveIndia has been our partner in the Corporate Social Initiatives program. They helped us identify the issue that most employees identified with & helped us get started in that area. We continue to work with them to keep increasing our contribution to the society that we live in. The people at GiveIndia are knowledgeable, responsive and have exhibited a keen understanding of ‘where we come from’ in this context. ”

- Aashu Calapa

EVP - HR, ICICI OneSource

- ▶ The recommendations also included an analysis of the financial and human resources needed to execute the interventions, scale-up opportunities, as well as implementation vehicles and partnership opportunities.

The Piramal group took a decision to engage and utilise youth as 'change agents' in the interventions at Bagar. In addition, the company also decided to engage a full time person to head the foundation who would then build local knowledge, test and refine models and provide an enabling atmosphere for youth to act as agents of development in Bagar.

U.K. Modi Group

The company sought our assistance to improve and increase the standard of living of farmers and their families residing in village Malakpur of Baghpat district, Uttar Pradesh through company branded community programs. Our team was engaged in the following activities:

- ▶ Interviewed senior management of the Malakpur Sugar Mill to gather historical data, understand 'farmer-mill relationship' and mill related challenges.
- ▶ Conducted field visits in Malakpur, met with company representatives, locals and government officials to understand corporate reputation, define target audience, determine community needs and investigate implementation options.
- ▶ Visited Modinagar Sugar Mill to analyse existing community interventions and learn from best practices.
- ▶ Assisted U.K. Modi Group in selecting village adoption (focusing on gender sensitisation, provision of electricity and water and local health care) and vocational training as the key focus areas for philanthropy.

ICICI OneSource

Corporate Social Initiatives Management (New Model)

A corporate philanthropy programme involves many challenges, such as demonstrating continuous success on the project, setting certain standards in terms of the NGO's work (programming and monitoring of the project), focused management and appraisal of all corporate social initiatives (future NGO partners, projects), etc. To overcome these challenges, a corporate needs to invest in a full time dedicated person to handle its philanthropy activities.

A GiveIndia team member manages the social initiatives program of ICICI OneSource. This person takes care of all NGO partnerships, promotes employee volunteering, advises international clients - all this while keeping philanthropy strategic and focused.

At ICICI OneSource, we instituted a steering committee comprising the CFO and other senior managers of the company to take decisions on philanthropy. Based on the survey findings, we helped ICICI OneSource select a theme- 'Education for Sustainable Livelihood'* and partner with Dr. Reddy's Foundation to implement "Livelihood Advancement Business School" (LABS) project in Bangalore. The LABS program (launched in October 2005) will train approx 1400 underprivileged youth in various vocations such as BPO Skills, Housekeeping, Retail, Advanced Computing, etc and support 7 batches of training over a period of 28 months.

A study was conducted for the Population Foundation of India (PFI) to analyse corporate interventions on health. We interviewed sixteen corporates representing consumer, automotive, pharmaceuticals and manufacturing sectors. The study brought insights on CSR interventions and the reasons or drivers which had prompted them to take up community development through a dedicated vehicle.

*This ICICI OneSource program empowers deprived youth through Vocational training to become more employable.

Certification & Project Management (CPM)

CERTIFICATION

The Credibility Alliance norms form the core of our certification process and we use detailed application forms (partly self certified and partly certified by a Chartered Accountant) and supporting documents for verification. In cases where third party accreditations recognized by GiveIndia are unavailable, we visit the NGO. This year we developed a visit format that gives entirely fact based reports, thus eliminating individual bias.

The past year has been quite eventful for listing with a number of changes being introduced. Keeping in mind the long-term goal of eventually becoming self-sufficient, we introduced an annual fee of Rs. 4000 for listing on our website, with an additional fee of Rs. 2000 for first time registration. We had a 100% membership renewal, with every single NGO on our website deciding to renew annual membership at the fee of Rs. 4000.

With the addition of 9 NGOs to the site, the number of certified NGOs listed on www.GiveIndia.org crossed 95. Our rigorous certification process gives donors the confidence to contribute to NGOs not known to them. We endeavour to provide greater choice to donors not just at the level of picking NGOs and end-use options but help them exercise choice in the criteria to select NGOs. The idea is to provide information and the convenience to exercise choice. As the first step towards this, we offered a separate list of 106 NGOs certified specifically for the marathon using a minimum set of criteria. We did not guarantee to provide feedback for contributions to these NGOs, yet several donors made contributions to them and used our services for the convenience we offered.

DONOR FEEDBACKS

GiveIndia tracks every single donation and sends donation specific feedback reports giving verifiable information of who was benefited and how it made a difference. We aim to provide feedback within 8 months of donation. Feedback reports are drafted by programme staff in the NGO and GiveIndia checks them to ensure consistency in reporting before sending them off to donors. GiveIndia processes and sends approximately 3,500 feedbacks to donors around the year.

GiveIndia appreciates the commendable efforts put in by NGOs in drafting these feedbacks. Despite the challenges NGOs face while working on the field and lack of resources, NGOs try to give the minutest details possible in their reports ranging from which date the donation amount was used to sponsor a one-day meal to tracking information about the beneficiary, taking on-site pictures, etc. Many of our NGOs are regular in sending feedbacks. We are working with the rest to help them track and report. During the year we created a pool of volunteers across the country to help with feedback processing by carrying out tasks such as creating PDFs, resizing pictures and formatting documents. We believe greater automation and a large volunteer force are critical to provide timely feedbacks for an ever increasing number of donations.

Pictures from feedback reports sent to donors



"GiveIndia is one of the most interesting innovators in philanthropy on the planet. The type of giving marketplace that they are pioneering will be as important to 21st century philanthropy as the invention of the foundation was to 20th century philanthropy."

- Katherine Fulton

President, Monitor Institute and co-author of *Looking Out for the Future: An Orientation for Twenty-first Century Philanthropists*

PROJECT MANAGEMENT

We successfully managed 2 projects for restoration of livelihoods of Tsunami affected fishermen in Kothapallithum and Chinnamainavani, Andhra Pradesh. We back-ended these Donor Advised Funds for a client of GlobalGiving (www.globalgiving.com). We also carried out an evaluation of 21 India projects for GlobalGiving using a framework developed by Keystone (www.keystonereporting.org).

Most of our Tsunami projects for school reconstruction and for livelihood restoration in Tamil Nadu and Andhra Pradesh were completed. However housing projects in Andhra Pradesh have suffered delays due to cyclones, floods and delays in receiving government contribution.

PHILANTHROPY MARKETPLACE INTEGRATION

We initiated a 3-way partnership between GiveIndia, Credibility Alliance and Civil Society Systems (CSS) to implement the development phase of GuideStar India. Credibility Alliance leads

institutional and government alliances while GiveIndia directs the project team, promotes the concept of GuideStar and works on securing voluntary sector participation. An India Steering Committee formed of very eminent persons from the voluntary sector advises on strategic issues. CSS is providing the initial funding, the technology platform that has been developed for similar systems worldwide and its expertise in setting up GuideStar in the US, UK and several other countries.

Today when a donor expresses desire to support an NGO working for a cause in a particular geography where GiveIndia does not have a pre-certified NGO, say education in Kerala, it may take 3 to 6 months to find such an NGO. A similar request 2 years later may take only a couple of weeks: GiveIndia would access the GuideStar database for NGOs, check for those with Credibility Alliance certification and focus on screening through the additional GiveIndia criteria and appraise the project that needs support, structure "giving", facilitate fund transfer, monitor and report.



Lives touched by
GiveIndia donors

Financial and Accounting Management Services(FAMS)

FAMS restarted its work with various NGOs after a self-imposed, inward looking exercise.

We realized that before we go to the sector with a service that helps NGOs to improve the accounting and financial management, we need to have concrete data on the existing capacity of the accounting function in various organizations and find out the specific areas where they need capacity building. For that, we designed a survey through which we could assess the above and approached various organizations to partner with us for one such survey to be conducted with a sample of NGOs in Gujarat. The survey was conducted in association with Human and Institutional Development Resource Centre (HIDRC), Ahmedabad during the months of February and March 2006.

FAMS was invited by the Asia Pacific Philanthropic Consortium to be a part of a "Trainers Training" held in Bangkok, Thailand which aimed at creating consensus amongst trainers and resource persons in Asia on the Accounting Standards for NGOs and ways in which these could be communicated and disseminated to various organizations in their respective countries. It was an enlightening experience for FAMS to meet with organizations from other countries who are doing similar work and to share ideas and inputs about various accounting practices.

We worked on creating various shortcuts and platforms through which the system design process becomes faster and less error prone. We used the new process while designing the systems for Deepak Charitable Trust, Baroda.



Financial Statements

BALANCE SHEET AS AT MARCH 31, 2006

	Schedule	As at March 31	
		2006 (Rupees)	2005 (Rupees)
Sources of Funds			
Capital Funds			
Share Capital	1	25,200	25,200
Capital Grant	2	261,331	977,448
Reserves & Surplus	3	9,031,079	6,579,444
Funds Earmarked for disbursement to developmental organisations			
- Funds raised for other developmental organisations	4	17,229,062	5,022,240
for application as per Donors' preferences			
- Grant Balances	5	1,440,356	1,029,938
Loan Funds			
Secured Loans	6	10,000,000	10,000,000
Unsecured Loans	7	234,272	668,207
TOTAL		38,221,300	24,302,477
Application of Funds			
Fixed Assets			
Gross Block	8	3,766,948	3,670,326
Less : Accumulated Depreciation		3,491,611	2,732,409
Net Block		275,337	937,917
Investments	9	30,812,337	15,784,275
Current Assets, Loans and Advances	10		
Stock of Promotional Materials			63,231
Sundry Debtors		4,981,794	2,606,786
Cash and Bank Balances		3,984,291	5,792,974
Other Current Assets		241,628	272,819
Loans & Advances		669,825	522,342
		9,877,538	9,258,152
Less: Current Liabilities and Provisions	11	2,743,912	1,677,867
Net Current Assets		7,133,626	7,580,285
TOTAL		38,221,300	24,302,477
Significant Accounting Policies and Notes to the Accounts	20		

As per our report of even date attached

For Deloitte Haskins & Sells
Chartered Accountants

R. Laxminarayan
Partner

Place: Mumbai
Date: 27/07/2005

For GIVE Foundation

N Vaghul **Venkat K.N.**
Chairman Director

Place: Mumbai
Date: 27/07/2005

Funds raised for other developmental organisations

	As at March 31,	
	2006 (Rupees)	2005 (Rupees)
Balance as per last Balance Sheet	5,022,240	1,612,081
Add: Received during the year	67,251,046	69,870,882
	72,273,286	71,482,963
Less: Disbursements during the year	55,044,224	66,460,723
	17,229,062	5,022,240

STATEMENT OF INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED MARCH 31, 2006

	Schedule	(Rupees)	Year ended March 31	
			2006 (Rupees)	2005 (Rupees)
Income				
Revenue Grants drawn			5,096,053	2,267,448
Fees from Charity Advisory Services	12		4,565,352	5,313,946
Fees from NGO Capacity Building Services	13		95,500	103,640
Income from Current Investments	14		994,726	1,546,332
Other Income	15		164	711,564
			10,751,795	9,942,930
Expenditure				
Personnel Expenses	16		5,615,168	4,332,412
Technical Expenses	17		430,962	448,793
Promotional Expenses	18		581,897	1,406,703
Administrative and Other Expenses	19		1,629,048	1,236,683
Depreciation (including Rs. NIL in respect of earlier years, PY Rs. 2,146)	8	759,202		
Less: Transferred from Capital Grant Reserve		(716,117)		
			43,085	75,868
			8,300,160	7,500,459
			2,451,635	2,442,471
Less: Transferred to Funds Earmarked for disbursement to developmental organisations				1,662,860
Excess of income over expenditure for the year			2,451,635	779,611
Add: Balance brought forward from the previous year			6,579,444	5,799,833
Balance Carried to the Balance Sheet			9,031,079	6,579,444
Significant Accounting Policies and Notes to the Accounts	20			

STATEMENT OF FUND FLOW FOR THE YEAR ENDED MARCH 31, 2006

	For the year ended on March 31	
	2006 (Rupees)	2005 (Rupees)
Sources of Funds		
Unsecured Loans	-	668,207
Fees on Consultancy Services	4,660,852	5,417,586
Received for Small Grants Program	8,964,936	1,555,356
Received from sale of fixed assets	-	3,683
Other Income	164	711,564
Contribution to Earmarked Funds	67,251,046	69,870,882
Decrease in Net Current Assets	446,659	-
Redemption of Investments	2,471,937	50,649,209
Income on Investments	994,726	1,546,332
	84,790,320	130,422,819
Application of Funds		
Addition to Fixed Assets	96,622	17,025
Purchase of Investments	17,500,000	41,800,000
Decrease in Unsecured Loans	433,935	-
Disbursements under Small Grants Program	1,958,465	6,137,502
Disbursements from Earmarked Funds	55,044,224	66,460,719
Grants Disbursed to other organisations	1,500,000	3,662,860
Personnel Expenses	5,615,168	4,332,412
Technical Expenses	430,962	448,793
Promotional Expenses	581,897	1,406,703
Administrative and other expenses	1,629,047	1,236,683
Increase in Net Current Assets	-	4,920,122
	84,790,320	130,422,819

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

Credibility Alliance Norms Compliance Report

IDENTITY

- ▶ We are 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
- ▶ We are 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).
- ▶ We are 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: Our 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 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, 2006)

Name	Age	Sex	Position on Board	Occupation	Area of Competency	Meetings attended
Mr N. Vaghul	70	M	Chairman	Chairman, ICICI Bank Ltd	Banking & Finance	2/2
Ms Rama Bijapurkar	49	F	Director	Strategic Mktg. Consultant	Strategic Marketing	2/2
Mr Tarun Das	67	M	Director	Chief Mentor-CII	Management & Strategy	1/2
Mr. Kishore Chaukar	59	M	Director	Managing Director - Tata Ind. Ltd.	Management & Strategy	2/2
Mr Venkat Krishnan	36	M	Director	Director- GIVE Foundation	Management	2/2

- ▶ Our Board met twice in the FY 05-06 on July 30, 2005, and February 26, 2006. Minutes of Board meetings are documented and circulated. During the year, Mr Vijay Mahajan resigned from the Board.
- ▶ 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) Nil
 - ▶ Travelling Expenses to Mr. Venkat KN during the year - Rs. 37,628

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. 57,500/- p.m. Rs. 45,003/- p.m. Rs. 40,000/- p.m.
- ▶ REMUNERATION OF THE LOWEST PAID STAFF MEMBER: Rs. 6,000/- p.m.
- ▶ STAFF DETAILS: (as at March 31, 2006)*

Gender	Paid full time	Paid part time	Paid Consultants	Unpaid Volunteers
Male	8	0	3	>10
Female	8	0	4	>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, 2006)

Slab of gross salary (in Rs.) plus benefits paid to staff	Male	Female	Total
<5000	2	2	4
5,000 - 10,000	2	0	2
10,000 - 25,000	5	8	13
25,000 - 50,000	1	1	2
50,000 - 1,00,000	1	1	2
1,00,000 >			
TOTAL	11	12	23

The staff table includes the salaries of both staff as well as paid consultants in the respective categories for the year ending March 31, 2006.

- ▶ TOTAL COST OF NATIONAL TRAVEL BY ALL STAFF DURING THE YEAR: Rs. 1,09,208 (including Rs. 37,628 reimbursed to Boardmembers as above)
- ▶ TOTAL COST OF INTERNATIONAL TRAVEL BY ALL STAFF DURING THE YEAR

No	Name	Designation	Destination	Purpose	Gross Expense (Rs)	Sponsored by (Rs)
1	Pushpa Aman Singh	Chief Operating Officer	United Kingdom	Civil Society Systems - London Assembly of Guidestar to represent Guidestar India	43,974	43,174 - Civil Society Systems 800 - Self
2	Pushpa Aman Singh	Chief Operating Officer	South Africa	Synergos - To attend Synergos Fellows Meet	36,426	36,426 Synergos
3.	Tejas Merh	Sr. Manager	Thailand	Asia Pacific Philanthropy Consortium - Trainer's Training on Developing Financial Accounting Standards for NPOs in Asia Pacific."	15,568	15,568 - APPC



Staff, trainees and volunteers after the Annual Review

Kneeling (L to R): Tahira, Anupama, Jasmine, Kala, Srinivas, Prajith
 Sitting (L to R): Reena, Lakshmi, Dharmesh, Venkat, Agast, Sambhaji
 Standing (L to R): Lalitha, Sweta, Pushpa, Mathan, Amita, Aarti, Tejas, Shalini, Binu

List of Personnel as on March 31, 2006

Agast Kumar Anand	Pushpa Aman Singh
Amitabh Menon	Sanjay Avsare
Anupama Sivan	Sambhaji Kesarkar
Binu Thomas	Shalini D'Souza
Dharmesh Valera	Shruti Divakar
George Philips	Sweta Nahata
Jasmine Wadhawan	Swati Anil
Kala Balan	Subodh Purohit
Lakshmi Iyer	Sushil R Yadav
Lalitha Jayaraaman	Tahira Thekaekara
Mathan Varkey	Tejas Merh
Prajith Kumar	

Key Volunteers as on March 31, 2006

Aarti Madhusudan
 Amita Chauhan
 Deepika Mathur-UK
 Pawan Mehra-USA
 Prashant Rallabandi-UK
 Reena Swaroop
 Upendra Bhatt-USA
 and many others...



3rd Floor, West Khetwadi Municipal School, Lane #5, Khetwadi, Mumbai-400 004. India Tel: +91-22-23894942/3

Email: info@giveindia.org
www.GiveIndia.org