



YEARS OF CHANGING LIVES

ANNUAL REPORT 2016-17

Deafblindness is a unique, dual disability that currently affects an estimated 500,000 children and adults in India. A deafblind person faces challenges of both blindness as well as hearing loss in varying degrees.

20 years back, Sense India began its journey at the dining table of our Founder and Director Akhil Paul in Ahmedabad. With the support of Richard Hawkes, then International Officer of Sense (UK), services began.

We started working with 23 children with deafblindness through three partner organisations with funds provided by Sense UK.

1997

“When we started, deafblindness was not a known disability. Over the years, we were able to generate awareness and momentum to a level that today, we are able to influence our neighbouring countries like Bangladesh, Sri Lanka and Nepal to have nationwide programmes.”

--- Akhil Paul, Director, Sense India

Scan the QR code on the picture below to hear Akhil Paul





2017

Our programmes now provide direct quality services through a network of 59 partner NGOs throughout India assisting 14,000+ children with deafblindness; and in collaboration with government's Sarva Shiksha Abhiyan (Education for All) programme a further 63,500+ children are being included into regular local schools.

Our programmes are now supported financially by a compassionate network of well-wishers and supporters of almost 14,000 individuals and 700+ small, medium and large Trusts, Foundations and Companies predominantly from India; and we are delighted to be part of Sense International family.

Finally after 20 years of advocacy, deafblindness is recognised and included in the Rights of Persons with Disabilities Act, 2016 by the Government of India; and Sense India now has consultative status with the United Nations.

“ 20 years ago, there was hardly anything for deafblind people in India. Today there are services everywhere, more than 70,000 deafblind people in India are now receiving services. It is really one of the biggest success stories in the whole of International Development.”

--- Richard Hawkes, CEO, British Asian Trust

Scan the QR code on the picture above to hear Richard Hawkes

Today we have a diversified programme – which

 **3,084**
babies screened



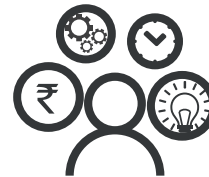
472
children receiving
individualised care and
education at home



414
children receiving
customised education at
our centres



430
young adults being
trained in over 20
different vocational skills



64
adults now earning
members of families

ich includes Research, Advocacy and Networks

3,815

government teachers
trained in communicating
with deafblind children

99

monitoring, evaluation,
onsite and mentoring
visits done



1,852

members connected through our
national networks for deafblind
adults, teachers and parents

Received our first
research grant for
'Classroom and social
inclusion for children
with deafblindness under
Sarva Shiksha Abhiyan'

Launched India's first
portable video sign
language guide to
make learning sign
language easier



Akshu loves rhythms. Whenever his special educator claps her hands or taps her feet, Akshu's face breaks into a big smile and he starts imitating her. His love for playing drums and tambourines has helped his educator break communication barriers. Today, Akshu has learnt to sit, stand and walk with support.

Public Engagement

This year, we unveiled two of India's first ever interactive tactile art experiences specifically designed to raise public awareness about deafblindness.

SensX, a space that simulates an experience of deafblindness to help generate awareness and sensitivity - it's a kind of a maze in the dark.

Art makes Sense, first art show that brought together 63 of India's celebrated artists to create tactile artworks in their signature style using textures and art installations that can be seen as well as touched.



A big thank you to all our well-wishers, volunteers and donors

Individuals:

Amith Dholakia
Anupam G Gupta
Austin Clement Pereira
Bandana Joseph
Bharati Samir Shah
Champaklal Zaveri
Devraj Sirohi
Eileen Rodrigues
Gaurav Jain
Harold A Gomez
Harsh Vardhan Thakur
Hitesh Patel
K Shiva Rao
Madhavi Vadera
Marzban Noshirwan Parekh
Murlidharan Nair
Nandini Rawal
Niru Prasad
Perviz Bommy Lashkari
Priya Vasudevan
Rajiv Sakhardande
Ropak V Vaidya
Roopang Shah
Sam Baman Balsara
Sreenath KV
Sunil K Gandhi
Sunil Sheth
Ton Visser
Tushar Arvind Mavani
Vishwa Weir
Late Vinaykant C Shah
Vasant Deokule

Institutional:

ABIL Infraprojects Ltd.
Alkyl Amines Chemicals Ltd.
Australian High Commission
Azim Premji Philanthropic Initiatives
Boeing International Corp India Pvt. Ltd.
CDG Technical Services India Pvt. Ltd.
Citrin Cooperman India LLP
CLSA
Disha Microfin Pvt. Ltd.
European Union
Federal Republic Of Germany
GRUH Finance Ltd.
Gujarat Tea Processors And Packers Ltd.
Havmor Restaurants Pvt. Ltd.
Jay Chemical Industries Ltd.
Kuehne + Nagel Pvt. Ltd.
Meghraj Charitable Foundation (UK)
Nitin Charitable Trust
Ozone Properties Pvt. Ltd.
Paul Hamlyn Foundation
Rangoonwala Foundation (India) Trust
Rotary Club Of Bombay Pier
Scottish Government
Sense International
Sonata Software Ltd.
Bombay Community Public Trust
British Asian Trust
Hans Foundation
VCARE Foundation (Vatika Group)
Velankani Information Systems Ltd.
Mid Valley Health Care Services Pvt. Ltd.
Seneca Media

Note: Random names of donors who have contributed Rs 10,000 or above.

Financials and Legal Matters

All figures are in ₹ Lakh

Balance Sheet	As on March 31			
	2017	%	2016	%
Sources of Funds				
Trust Fund	17.97	4%	17.91	5%
Endowment Funds	29.29	7%	22.58	7%
Specific/ Earmarked Funds	170.50	41%	170.21	50%
Grants received in advance	199.61	48%	132.68	39%
Income & Expenditure Account	0.60	0%	(2.76)	(1%)
Total	417.96	100%	340.62	100%
Application of Funds				
Fixed Assets	18.23	4%	15.54	5%
Investment	26.35	6%	35.20	10%
Current Assets	379.07	91%	293.61	86%
Less: Current Liabilities and Provisions	(5.68)	(1%)	(3.73)	(1%)
Total	417.96	100%	340.62	100%

Income and Expenditure	Year ended March 31			
	2017	%	2016	%
Income				
Interest	20.99	3%	15.96	4%
Donations	321.62	42%	223.17	51%
Programme Grants	421.63	55%	202.16	46%
Total Income	764.24	100%	441.29	100%
Expenditure				
Expenditure in Respect of Properties	9.81	1%	6.84	2%
Establishment Expenses	9.09	1%	12.52	3%
Audit Fees	2.53	0%	2.61	1%
Depreciation	4.72	1%	3.00	1%
Amount Earmarked for Programme Development	28.16	4%	-	-
Expenditure on Objects of the Trust	706.57	93%	422.16	94%
Total Expenditure	760.88	100%	447.13	100%
Excess of Income over Expenditure	3.36		(5.84)	
Brought forward from previous financial year	(2.76)		3.08	
Balance carried over to Balance Sheet	0.60		(2.76)	

Receipts and Payments					
Receipts	As on March 31		Payments	As on March 31	
	2017	2016		2017	2016
Opening Balance	280.50	317.88	Current Liabilities	3.72	3.97
Contribution towards Corpus & Endowment Fund	6.76	5.11	Acquisition of Fixed Assets	7.40	2.63
Grants & Donations	810.18	489.44	Current Assets - Deposits	-	1.60
Interest Income	21.98	15.94	Spent on the Objects of the Trust	761.75	539.68
Redemption of Investments	15.00	-	Closing Balance	361.54	280.50
Total	1134.42	828.38	Total	1134.42	828.38

*Detailed audited accounts available on request

Credibility Alliance Disclosure Norms

Credibility Alliance is an independent organisation established by the NGO sector to promote good governance and the public accountability of NGOs. Sense India is a fully accredited member. Registration No. CA/79/2011 valid till 15.12.2021. For more information refer to: www.credibilityalliance.org

Identity

Legal Information: Sense International (India) is registered as a Public Charitable Trust under Bombay Public Trusts Act, 1950 Registration No. E/11279 dated 29 March 1997, with Public Trusts Registration Office, Ahmedabad, Gujarat. For general use we use the name 'Sense India'. Sense International (India) is registered u/s 12AA and u/s 80G of the Income Tax Act, 1961.

Contact Details: Visitors are welcome to the address given on the back page of this report; and on our website www.senseindia.org.in

Bankers: Bank of India, Panchvati Branch; ICICI Bank, Drive-In Branch; HDFC Bank, Vejalpur and Panchvati Branch; Central Bank of India, Ahmedabad Stock Exchange Branch; Axis Bank, Ashram Road Branch, Ahmedabad

Auditors: External - CA Kalpen Shah, K Pravinchandra & Associates, 1 Harihar Park Society, Nr. Old High Court Underbridge, Navrangpura, Ahmedabad 380 009 and Internal Auditor - CA Jahir Mansuri, KCJM & Associates, 47/6 Bimanagar, Satellite Road, Ahmedabad 380 015

Governance

Details of Board Members as on 31 March, 2017

Name	Age	Sex	Position	Area of Competency	Meetings
Mr Murray Culshaw	78	M	Chairperson	Communications and Fundraising	3/3
Dr Bhushan Punani	63	M	Member	Management	3/3
Mr R Ramachandran	69	M	Member	Advocacy and Campaigning	1/3
Ms Gill Morbey	64	F	Member	Strategic Direction	2/3
Mr Sanjaya Krishnamurti	64	M	Member	Management	3/3
Mr Amith Dholakia	52	M	Member	Corporate Relations	3/3
Ms Divya Bhalla	39	F	Member	Communications	1/3

None of the board members are related to any other. A Board Rotation Policy exists and is practiced.

The Board met three times in the Financial Year 2016-17 on 17 May, 2016; 12 November, 2016 and 20 February, 2017. Minutes of Board meetings were documented and circulated.

Accountability and Transparency

No remuneration, sitting fees or any other form of compensation has been paid since the inception of the organisation, to any board member. Traveling and other expenses to attend board meetings have been: Rs 1,17,059/-.

Staff Remuneration - per month:

CEO's Remuneration: Rs 1,56,816/-. Remuneration of next highest paid staff members: Rs 73,784/- and Rs 73,728/-. Remuneration of the lowest paid staff member (Full time): Rs 9,443/- .

Slab of monthly gross salary (in Rs.) plus benefits paid to staff	Male	Female	Total
<5,000	0	0	0
5,000 - 10,000	1	7	8
10,000 - 25,000	6	12	18
25,000 - 50,000	3	7	10
50,000 - 100,000	7	1	8
100,000 >	1	0	1
Total	18	27	45

Gender	Paid (Full Time)	Paid (Part Time)	Paid (Consultants)	Unpaid (Volunteers)	Paid (Volunteers)
Male	18	0	1	0	0
Female	27	0	1	0	0

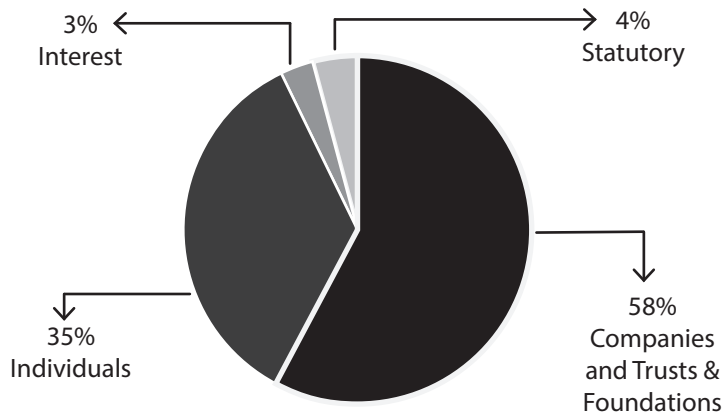
Travel Costs

National travel for staff to visit programmes and projects throughout India: Rs 12,47,855/-

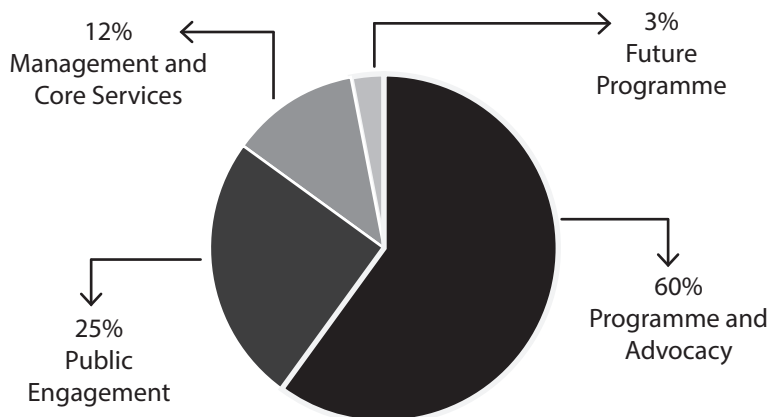
International Travel for staff sponsored through Sense International and other sources: 6,62,267/-

No	Name	Designation	Destination	Purpose	Gross Expense (Rs)	Sponsored by External Organisation (Yes/No)
1	Akhil Paul	Director	Srilanka, Bangladesh, UK, Nepal	Strategic development	3,20,032/-	Yes
2	Richard Mascarenhas	Head of Finance	Nepal	Monitoring	24,618/-	Yes
3	Sachin Rizal	Sr. Manager Training	Nepal, Bangladesh	Training on deafblindness	68,545/-	Yes
4	Uttam Kumar	Head of Programme	Bangladesh, Srilanka	Training on deafblindness	2,24,546/-	Yes
5	Smriti Dhingra	Manager Research	Bangladesh	Training on deafblindness	24,526/-	Yes

Money In 2016-17



Money Out 2016-17



All donations enjoy 50% exemption from Income Tax u/s 80G of the Income Tax Act, 1961

To receive this report in another format such as Braille, Large Print, CD or Audiotape

Please contact us: Sense International India, 2nd Floor Andhjan Mandal Campus, Vastrapur, Ahmedabad 380 015

Phone: +91 79 26301282 Email: info@senseintindia.org Website: www.senseindia.org.in Deafblind Helpline: 1800 233 7913

Note:

- We at Sense India print our annual report in black and white. This helps us to partially understand and present our work from the perspective of people with deafblindness.
- Donors who contribute above Rs 3,000/- receive a printed Annual Report. This year we are sending out 5,600+ printed Annual Reports. For donors who contribute below Rs 3,000/-, we distribute a post card Annual Report. This year we are sending out 8,000 post card Annual Reports.