



# Annual Report 2010 - 2011



**Dream A Dream**

No. 11/17, 3<sup>rd</sup> Cross, 1<sup>st</sup> Block, Jayanagar,  
Bangalore 560 011, Karnataka, India

[www.dreamadream.org](http://www.dreamadream.org)

## Directors Report

Resilience is the ability to work with adversity in such a way that one comes through it unharmed or even better for the experience.

Refusing to give up and facing life's difficulties with courage and patience was the kind of resilience we saw in our young people. It gave us the strength to be resilient in the face of deep challenges faced by Dream A Dream in the year gone by.

I saw resilience in Girish, a young man from our partner Makkala Jagriti who was chosen to be in the India Team at the Homeless World Cup in Paris; a trip that changed his life forever.

I saw the never give up attitude in Prasanna, a young man from our partner Ananya Trust, who despite all odds continued his education and also started working with us as a Life Skills Facilitator.

I saw courage in Shankar's eyes, a young girl from Round Table School who had to drop out of education and go to work, but she didn't give up on her learning and chose to spend every extra time after work and on weekends to attend sessions at the Dream Connect Centre. She ultimately fought her adversity and continued her education.

Girish, Prasanna and Shankari gave us important lessons on resilience and helped us find our courage in a year filled with challenges and adversity.

It was not easy to lose over 50% of the team in just 4-months and then to be facing a severe fundraising crisis that could have wiped us out. Self-doubt crept in easily. Yet, in the face of all that happened we impacted the lives of over 3123 young people like Girish, Prasanna and Shankari.

The resilience of the team and their ability to trust and believe in the work we did, finally created the impossible turnaround and the organization that was born from this resilience has never been stronger than today.

For me, this year was all about our power of resilience and our dogged determination to 'Not give up'. We celebrate this Life Skills as part of our Annual Report for 2010-11

Thank you,

Vishal Talreja  
Co-founder and Executive Director  
Dream A Dream



## Summary

Dream A Dream is a professional, registered, charitable trust. We are empowering over 10,000 young people from vulnerable backgrounds since 1999. We work on a strong collaborative approach with local charities, corporates, volunteers and a host of national and international strategic partners.

Our Vision is “Empowering young people from vulnerable backgrounds by developing life skills and at the same time sensitizing the community through active volunteering leading to a non-discriminatory society where unique differences are appreciated.”

*Reddy Shekar is a 15 year old boy from our partner NGO Bosco Mane, a center for street and runaway boys, He is been a part of the Dream Life Skills through Football programme since early 2010. During a Life Skills session, the facilitator noticed Reddy was upset about something. On talking to him, the facilitator realized he wanted to quit the program due to some personal challenges. The facilitator heard him with empathy, validated him and advised him that he should not let personal obstacles come in his way and deviate his mind from what he is good at and likes to do. Reddy listened intently and decided not to allow personal issues come in the way of his learning.*

*Building a personal connection with young people and active listening are key foundations of Dream A Dream’s life skills approach. We understand that young people need to be seen and heard and are looking for positive role models in the facilitators.*

In 2010-11, Dream A Dream strengthened its work towards its two fold objectives: One, to equip young people from Bangalore’s urban slums, orphanages and shelter homes with critical life skills. Life skills that would help them fight the cycle of poverty and life on the street. Two, sensitize the community through active volunteering.

### Some Highlights of the year included:

- 3123 young people enrolled in Dream Life Skills Programmes.
- 44% girls in all programmes.
- 670 active volunteers who clocked over 14213 volunteer hours.
- Built and nurtured partnerships with 12 NGOs, Community Centres and Shelter Homes
- Life Skills through Sports curriculum completed in partnership with Grassroots Soccer, South Africa.
- Life Skills through Creative Arts curriculum being developed in partnership with Partners for Youth Empowerment (PYE).
- Training and Development: 7 prototype Life-Skills Facilitation workshops conducted as part of scale plan. Prototypes conducted with 2 potential NGO partners and one

school.

- At the global level, the organisation strengthened its presence in UK through the Advisory Board established under the chairmanship of Ed Williams.
- We continued to deepen our strategic partnership with PYE (Partners for Youth Empowerment), run by Ashoka Fellow – Charlie Murphy.
- Dream A Dream is the Winner in the Medium Category at the Outstanding Annual Report Awards for 2011.
- Selected to participate in the Ashoka Globalizer Program to help strengthen our growth strategies and gain insight from some of the best Ashoka Fellows and successful entrepreneurs in the world.
- Dream A Dream’s the total income and expenditure for 2010-11 was: Rs. 12.5 Million (\$ 277,778) and Rs. 16.9 Million (\$ 375,556) respectively.

# The Dream A Dream Approach: Empowering

## Young People with Life Skills

We at Dream A Dream believe education is not preparation for life; education is life itself. It's crucial for young people to be equipped with literacy, numeric skills and life skills. It is these skills and abilities, inculcated in childhood, that make us successful as adults. They help people build a meaningful life for themselves and become productive members of the society.

In India however, due to widespread poverty<sup>1</sup>, young people with the misfortune of being born poor are trapped in the cycle of poverty. They do not have access to the learning environment that prepares them for a bright future. Many of these young people do not even get an opportunity to attend school, while young people already in schools do not receive a complete education and are thus drawn away from academic pursuits. The schooling system for young people from vulnerable backgrounds typically focuses on academics (rote curriculum) neglecting, along the way, the building of psychosocial and life skills. The development of the emotional and intellectual maturity required to make difficult life-choices are ignored in school, while homes and community environments are unable to compensate for such a shortcoming.

UNICEF refers to Life Skills as ***“a large group of psycho-social and interpersonal skills which can help people make informed decisions, communicate effectively, and develop coping and self-management skills that help them lead a healthy and productive life”***.

If education is to be a route to eradicate poverty and create conditions of true and substantive equity, we need to change the schooling system and make school learning spaces that address the complete needs of the vulnerable child as a learner.

*Shabana (8<sup>th</sup> grade) is a participant in the Dream Life Skills through Creative Arts Programme from Annaswamy School. A naturally shy child, she had difficulty interacting with others. During one of the experiential sessions, the facilitator decided to play a game whereby anyone who lost had to do an action for the group. Shabana lost the game and was shy to perform an action. The facilitator invited the group to support and encourage her to try. The group was aware of the creative challenge this was for Shabana so they requested her to just say her name. She did. Since that day, the facilitator has seen a marked improvement in Shabana's engagement in the program.*

*Creating a safe space where each individual can be who they are and the group that encourages each other to take creative risks in one of the foundations of Dream A Dream's Life Skills work.*

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<sup>1</sup>Poverty in India is widespread; a third of the global poor now reside in India. The World Bank estimates that 456 million Indians (41.6% of the total Indian population) now live under the global poverty line. In the UN Human Development Index, India is positioned at 132<sup>nd</sup> place in 2007-08. It is the lowest rank for the country in over 10 years suggesting that on non-pecuniary dimensions such as health, education and access to infrastructure the poor are badly hit.

Impacting over 10000 young people through 5 key programmes since 1999, **Dream A Dream's programmes use innovative, interactive methods to engage with young people from vulnerable backgrounds. We provide non-traditional educational opportunities designed to allow them to explore, innovate and build important life skills. These include:**

1. Interpersonal skills such as teamwork, communication, negotiation and coping skills.
2. Cognitive skills such as decision-making, problem solving and critical thinking.
3. Creativity, confidence, self-awareness and a passion for learning.

The curriculum in Dream programmes ensures that young people use the space to explore interests, gain self-awareness, develop self-confidence, a healthy self-esteem, assume leadership roles, develop critical thought and other life skills that are necessary for success in a dynamic world, but often fall outside the pale of the conventional schooling system.

The intervention provides young people with the “tools” necessary for engaging with life in a wholesome manner. The organization has adopted the UNICEF definition of life skills and life skills parameters. The 5 life skills focused in Dream programmes are:

- Ability to Interact with one another
- Ability to take Initiative
- Ability to Manage conflicts
- Ability to solve problems and overcome difficulties
- Understanding and willingness to follow instructions

It is envisaged that young people graduating from Dream programmes will make informed choices about their career and life, will show a higher school achievement with lower school drop-out rate. They are less likely to get involved in crime, drugs, etc. due to higher engagement, lower dropout rates and higher school achievement which would better prepare them for a long-term career. Our experience is that Dream A Dream intervention makes a difference in building the ‘prerequisites’ to learning, supporting not only school achievement, but long-term competencies and success as well.

Our programmes

1. Are innovative, interactive and fun – participants enjoy themselves and socialize, which motivates them to attend the programmes for a longer period.
2. Let them explore interests, gain self-awareness and a healthy self-esteem, and assume leadership roles.
3. They develop critical thought and other life coping skills, which often fall outside the pale of the conventional schooling system.
4. Provide them with the ‘tools’ necessary to engage with life in a wholesome manner.

*Dhanush is a 9 year old from our partner NGO, Annaswamy School participating in the Dream Life Skills through Creative Arts programme. He had behavioural challenges and the facilitators had a tough time keeping him engaged. The facilitators while being stern with him also respected his independence and his need to rebel against structured learning.*

*During a particular arts session, after the facilitator had given their instructions, Dhanush chose to draw and thoroughly enjoyed himself. The facilitator appreciated his efforts and his work making him feel proud. The facilitator has seen him transform from a difficult child to someone who now enjoys structured learning time. Giving authentic appreciation and praise is a key foundation of our Facilitator training.*

They include:

1. Dream Life Skills through Sports, which uses football as a medium to develop skills and complement classroom education.
2. Dream Life Skills through Arts for interactive sessions where young people use art and craft to communicate effectively.
3. Dream Outdoor Experiential Camps, where adventure sports and outdoor camps build self-esteem and team work in participants.
4. The Dream Connect Programme for livelihood and career development. It offers the tools and foundational life skills that help transform ability to capability.
5. Dream Fundays, where young adults learn on fun, educational visits to new places.
6. Dream Mentoring, where a caring adult mentor encourages young adults to find answers to the challenges of growing up.



#### **Demographic profile**

Dream A Dream offers its Life Skills programmes in partnership with schools/institutions run by NGOs across Bangalore. Young people at Dream A Dream come from extremely challenging and difficult circumstances. These include - Young people of migrant families, daily wage labourers, living in urban slum communities, orphaned, abandoned or run away from home.

## Dream Life Skills Programs: Performance in 2010-11

Name of Program	Child Outreach			Program attendance	Program dropout	Partner school	Volunteers engagement	
	Total	Boys	Girls	Average			Unique volunteers	Volunteer hours
<b>Dream Life Skills through Sport</b>								
Life skills education through team sport. Children aged 8 - 16 years receive 8 hours of intervention per month for the entire academic year from trained Life Skills Facilitators	1411	908	503	77.80%	20%	8	14	650
<b>Dream Life Skills through Creative Arts</b>								
Life skills education through creativity. Children aged 8 -16 years received 8 hours of intervention per month for the entire academic year from trained Life Skills Facilitators	1001	484	517	86.20%	17%	6	27	367
<b>Dream LearnIT</b>								
Life skills education through technology. Young people aged 14-18 years received 16 sessions from volunteer facilitators having knowledge of computer applications and internet and trained in life skills approach to facilitating	431	197	234	89%	2%	4	156	2184
<b>Dream Mentoring</b>								
A One-on-One mentoring program for young people aged 14-18 years paired with one adult volunteer. Each mentee receives minimum of 12 mentoring sessions.	79	36	43	-	-		-	-
<b>Dream Connect Centre</b>	80	32	48					

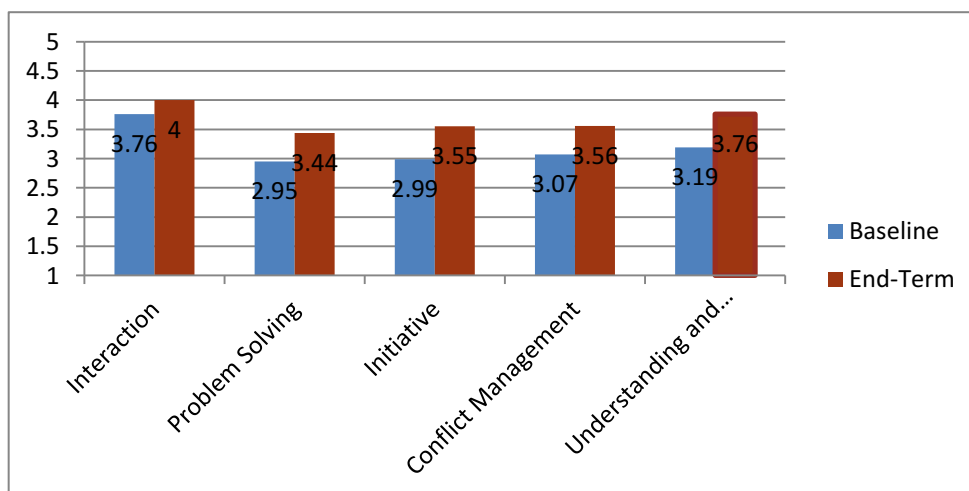
Life Skill's for Livelihood programme for the young people in the age of 14-18								
<b>Dream Outdoor Experiential Camps</b>								
Teaching life skills through outdoor experiential activities. Children aged 8-14 years received outdoor camping opportunity for two or four days depending on age under guidance of a trained outdoor specialists and volunteers.	884	527	357	-	-	7	36	1631

## IMPACT

The organization has evidence to suggest that the Life Skills Intervention model has a positive impact on the behavior of its primary target group – young people from vulnerable backgrounds. Dream A Dream measures this impact in multiple levels;

- a) Immediate behavior change measured within an intervention year by a quantitative measurement tool (5 point Scale) developed in-house
- b) Observed behavior change of children in the form of narrative stories within an intervention period by adults,
- c) Long term impact of their behavior change to convert that in to actions in their communities and their own career, effect on their socio-Economic Life
- d) The long term impact of Dream A Dream work in partner NGOs work.

Graph 1.1 shows the difference between the baseline and end-term average Life Skills assessment scores of 1300 children in the programme in the year 2010-11





Over the period of time, it's observed that all the stakeholders are also positively impacted by Dream A Dream's intervention. For example, partner schools report that Dream Programs has helped them strengthen their educational work with children. Feedback from volunteers participating in Dream Programs is that the experience is helping them become more sensitive human beings and active, participating citizens. We have witnessed the change in mindsets amongst communities, schools and their staff about the need to support the "Right to Development and Play" for each child and the power of after-school interventions.

## Story of Change

Girish is a 17 year old graduate from the Life Skills through Football Programme. He joined our program through our partner NGO – Makkala Jagriti who has worked hard in instilling in him a sense of pride and responsibility. Makkala Jagriti runs community learning centers in urban slum communities in Bangalore. He shares his story of empowerment with us.

*"I am playing Football in Dream A Dream for the last 3 years. Before joining this programme I was not able to pass the ball or dribble properly. After joining to the Dream football programme I have improved a lot. When I was studying in 9<sup>th</sup> there was a team selection. I went for the selection but they didn't select me. That moment I was very sad. I was practicing hard and still they did not select me. Then from the next day I went again for the practice I thought if I practice then I may get a chance next time.*

*I practiced and obeyed everything the coach told me. The day for the selection came again. This time I was not only selected for the team but also for being the captain. This is when I realized hard work will never fail. My class 10 public exams were near, so I did not play football for some time. Here also I worked hard and knew that hard work will help me to succeed. After my exams I started playing football again.*

*My mother is my supporter and encouraged me to play whereas my father always shouted at me for going for practice. He wanted me to sit at home and study all the time. I continued to play with my mother's support.*

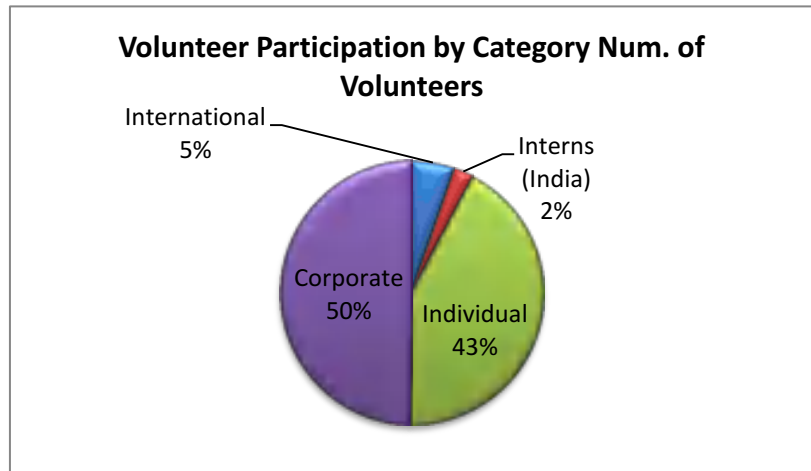
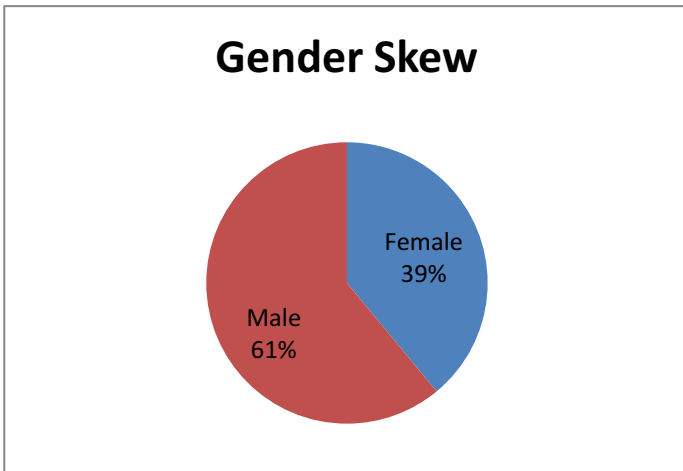
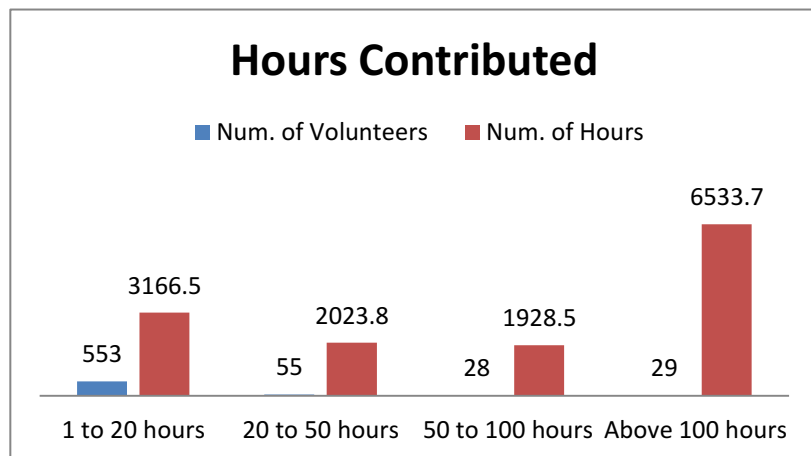
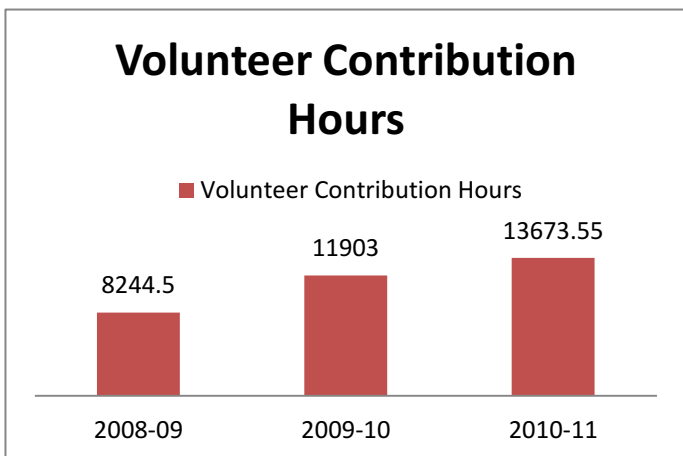
*In sometime, I was selected to play in the football team in Nagpur and represented not only Dream A Dream but also Karnataka. The team went to Nagpur. Here the rules were different & difficult to understand. We watched the other teams play and thought that it would be very easy. It was only when we played our first match I realized that it was not as easy as it looks. We played well and won some matches.*

*The players from other states were very good but we gave them a good fight. We did not win all matches but were awarded the fair play award and that felt very good. The other teams were all cheering us during our last match. After the match my confidence level increased I understood how to play a match with strong teams. I also realized the mistakes we made and will now know how to play the next time".*



# The Dream A Dream Approach: Sensitizing the community through active volunteering

In the year 2010-11, we actively engaged 668 volunteers from our total network of over 1500 volunteers. These 668 volunteers contributed a whopping *Thirteen Thousand Six Hundred and Seventy Hours* to Dream A Dream. This further strengthened our belief that professional volunteering is alive and kicking and there is an increased sense of awareness and activism in society to give back.



*“I decided to work with Dream A Dream as I had previous knowledge of the cause and also because it is a rare occurrence to find a team so young, so motivated. In the period that I was involved, every activity has been a great inspiration. To interact with kids with absolutely nothing yearning and thirsty for knowledge touched my heart. They have had a large impact on my life and have taught me lessons that I will carry with me all along”. - Vishwadha Chander, Student Intern*

*“Satisfaction of A Saturday well spent. Spending time with these children, sharing their energy and excitement, brought back fond memories of my childhood. I felt awful when I heard that this was their first visit to any museum, and wished that these children get more such opportunities to see and experience more places. I*

*would like to believe; the entire event was well organized, and hardly anything left to chance. My first volunteering experience with Dream A Dream, and I must say I was impressed with their eye for detail.” – Jaysham Shetty, Corporate volunteer*

## **Story of Change**

In November 2010, Dream A Dream started its first Football Programme at Citizen’s High School and so did I.

The program is designed to implement Life Skills for children through teaching football. In practice that means that the coaches are not only conducting football sessions but they are also functioning as life skills facilitators. My role as a volunteer is to support the coaches in delivering life skills. We always include a lot of reflection and group sharing to set the focus on life skills such as team work, group dynamics and self-courage.

From the very first session, I loved my work. The children’s excitement and their joy and interest in the session amazed me a lot. But we faced a lack of discipline problems which challenged everybody from the beginning, including the kids themselves. Furthermore, there was no real team spirit. Accordingly, the coaches and I conducted a lot of team building activities. The children’s response was amazing! Soon, I was able to observe little changes, starting from increased interaction within the group, fewer finger-pointing and insulting up to encouragement of team-mates!

At the same time, the relationship between the coaches and the children and between the children and me developed. Every time the Dream A Dream coaches and I reached the school, we are welcomed by the children! After a few weeks they shared personal issues with the coaches and after a month the girls especially opened up to me as well. One of my happiest moments was when I realized how close these children have become to me and how genuinely they respond to me.

Every day, I am looking forward to the session and to meeting both the children and team of coaches. Their work deserves to be praised because it is their coaching and constant attempts to give the children a safe space and a chance to enjoy themselves.

Further, the experience of teamwork and the strength felt within a group that works together have an impact on their learning. By reflecting on everything that happens on the ground and applying it to their lives, the actual life skill education begins. Another way of teaching life skills in a very powerful way is to have one on one conversation, during which the children are able to share anything that upsets them or makes them happy.

These conversations need a lot of trust while they also are a great opportunity to find out more about the child and to encourage it. The children I am working with are in grade 7 and 8. They are already concerned about their future after their graduation from high school. Accordingly, we talk a lot about their wishes and dreams for their future which gives me a great opportunity to help them believe in it! It makes me proud to see their confidence in these dreams grow so that they are not dreams anymore but goals to reach out for!

I believe that my work and also the work of every single member of “Dream A Dream” make a big difference in the children’s life. It provides a foundation for building life skills and self-confidence that will help them to fulfill their dreams!

***Nathalie Schlutz, International Volunteer, Germany***

# Strategic Partners

## NGO Partners

- Ananya Trust
- Bangalore Metropolitan Round Table 44 (Round Table School)
- Bosco Mane
- Christ Education Society (Center For Social Action)
- Each One Teach One (Guru Harkishin School, HPP Indian School)
- Helpline Charitable Trust (Vishwas)
- Makkala Jagriti
- Raza Educational and Social Welfare Society (Excellent English School)
- Rao Bahadur BP Annaswamy Mudaliar CIE's Public Charities (Annaswamy School)
- Citizens High School, Frazer Town
- Citizens High School, Hosakote
- Sri Veerabhdra Swamy Educational Society (Vibhuthipura Mutta School)

## Professional Service Partners

- J-Sporting
- SPT Sports Management Pvt. Ltd
- Karnataka Rugby Football Union
- The Adventurers – A Wilderness School
- Edu-Sports Private Ltd (Sports Village)
- The Explorers School

## Collaborative Partners

- Grassroots Soccer
- Partners for Youth Empowerment (PYE)
- Dr. Dave Pearson and Dr. Fiona Kennedy
- Ashoka – Innovators for the Public
- Innovation Alchemy



## The Road Ahead - 2011-2014

Quality Education, in addition to numeracy and literacy skills, also includes development of skills to deal with life. According to the World Development Report 2007, despite great progress in primary schooling in developing countries, the preparation of youth for work and life is very low.

'Life Skills', defined as the ability to effectively deal with the challenges of daily living, though an essential part of a child's overall development is a largely un-supported issue in India. With 140 million children in India needing access to equal learning opportunities and critical life coping skills, the problem is huge. Understanding the criticality and scale of the problem, Dream A Dream embarked on its growth strategy last year.

Broadly the growth strategy is based on creating an eco-system that adopts life skills based interventions and delivers them to the target group. The 3 Year Strategic Growth Plan broadly involves: Engaging 240,000 vulnerable young people in Dream Programs by 2014 by building an enabling eco-system that supports other partner organizations to adopt Dream Life Skills Development Program.

The foundation for scale is based on consolidating the learning's of the last 11 years and disseminating the learning's across an existing infrastructure of NGO partners, Individual Life-skills Collaborators and training school teachers on Life-Skills based Education.

The most important element of the overall scale plan is creating "Personal Transformations" amongst the adults in the community to deliver life-skills based education to young people. Adults who work with young people are uniquely positioned to unlock the creative potential



of young people. Skilled adults can empower young people to make positive life choices, express themselves, commit to their own learning, and become leaders in their families and communities. The Dream A Dream growth model is based on building an ecosystem of skilled adults who through the experience of life-skills building for themselves are able to guide young people through transformatory experiences. The end goal is for young people to understand and recognize their own efficacies and make life-choices that help them break the cycle of poverty.

# Governance

## Jurisdiction and tasks of board and management during 2010-11

### The Board

- Is ultimately responsible for strategy, policy, budget and results.
- Approves audited financial statements and ensures the organization's compliance with laws and regulations
- Sees to it that the activities of the organization are aimed at realizing the target and contribute to its mission
- Examines the strategic long term plan and the individual annual plans and budgets and reviews the progress of the plan throughout the year
- Decides adjustments of plans, budgets and investments
- In 2010-11, the Board met 3 times: 17<sup>th</sup> June 2010, 28<sup>th</sup> October 2010, and 19<sup>th</sup> March 2011.

### Management: Executive Director

- Is responsible for developing long term strategy, annual plans and policy
- Informs the board of all relevant facts and development
- Evaluates the execution of Dream A Dream's annual plans. Presents it to the board
- Engages in new partnerships and core fundraising
- Financial management and operational governance

## Composition of the board (as on March 31, 2011)

Name	Position on Board	Meetings attended	Years on the Board	Age	Gender	Occupation
Srikrishna S	Chairperson	3	6	30	Male	Chairman & Director Consulting, Sattva Media & Consulting Ltd.
Nandita Lakshmanan	Board member	2	6	42	Female	Founder & CEO of The PRactice
Hema Hattangady	Board member	3	2	48	Female	Vice-Chairman & CEO of Schneider Electric Conzerv.
Bhasker Sharma	Board member	2	2	52	Male	General Manager and Director of Operations, mFormation Technologies.

## Notes on Board of Trustees

- None of the board members are related to each other
- A Board rotation policy exists and is practiced
- 1 Board resigned at the end of this year – Ms. Hema Hattangady
- Dr. Ajay Kela and Mr. Umesh Malhotra are currently serving on the Advisory Board
- No board members have received any remuneration from the organization

## Advisory Board – United Kingdom

Name	Position on Board
Ed Williams	Chairperson

Rajesh Gandhi	Board member
Meenakshi Iyer	Board member
Gopi Billa	Board member
Meera Rao	Board member

Management: Distribution of staff according to salary levels as March 31, 2011

Gross salary (in Rs.)	Male staff	Female staff	Total staff
<5000	5	0	5
5000 – 10,000	4	1	5
10,000 – 25,000	4	5	9
25,000 – 50,000	3	2	5
<b>Total</b>	<b>16</b>	<b>8</b>	<b>24</b>

**Notes on Staff**

- Vishal Talreja, Executive Director has been paid a remuneration of Rs. 40,500 per month
- Remuneration of 3 highest paid staff members: Rs. 35,980, Rs. 30,000 and Rs. 30,000 per month
- Remuneration of 3 lowest paid staff members: Rs. 3,300, Rs. 5,000 and Rs. 7,000 per month
- Total cost of national travel by all staff was Rs. 58,633/-
- International travel: Vishal Talreja, Executive Director: Rs. 153,748/-. This included
  - Travel to United Kingdom in June 2010 covered by Dream A Dream
  - Travel to United States of America in November 2010 which was sponsored by College of Wooster
  - Travel to Stockholm, Sweden in January 2011 which was sponsored by Ashoka – Innovators for the Public
  - The above expenses also include Visa fees and Travel Insurance.
- There was no other International travel by any member of the staff or Board

## Summary Financial Statements

The financial statements provide an overview of revenue, expenses and sources of Dream A Dream funding for the financial year 2010-11.

### Receipts and Payments Account for the period 1<sup>st</sup> April 2010 to 31<sup>st</sup> March 2011

RECEIPTS	AMOUNT (Rs.)	AMOUNT (Rs.)	PAYMENTS	AMOUNT (Rs.)	AMOUNT (Rs.)
<b>OPENING BALANCE</b>		₹ 13,75,704.44	<b>PAYMENTS</b>		
Cash in hand - Domestic	₹ 9,590.00		Direct Program Expenses		₹ 1,56,34,731.14
Cash in hand - FCRA	₹ 1,935.00		Administrative Expenses		₹ 45,263.95
ICICI Bank – FCRA	₹ 4,06,088.64		Fundraising & Communication Expenses		₹ 10,63,196.39
ICICI Bank – Domestic	₹ 1,62,018.57		Capital Expenditure		₹ 70,868.00
Canara Bank	₹ 7,96,072.23		Investments in Fixed Deposits		₹ 8,35,000.00
<b>REVENUE RECEIPTS</b>			<b>OTHER PAYMENTS</b>		₹ 38,42,009.00
Donations Domestic		₹ 82,28,081.46	Merchandise Purchased	₹ 48,844.00	
Donations International		₹ 38,10,364.51	TDS on Bank Interest	₹ 22,872.00	
Other Income		₹ 2,750.00	Advances for Expenses Paid	₹ 21,33,767.00	
Interest Income		₹ 5,88,534.00	Staff Advances Paid	₹ 1,49,483.00	
			Others	₹ 1,000.00	
<b>OTHERS</b>			TDS remittance	₹ 9,03,932.00	
Fixed Deposits Matured		₹ 67,84,600.00	PF Remitted	₹ 5,22,911.00	
Staff Advances Recovered		₹ 1,67,383.00	Profession Tax Remitted	₹ 59,200.00	
Advance for Expenses Recovered		₹ 21,56,978.89			
Office Rental Deposit Recovered		₹ 35,000.00	<b>CLOSING BALANCE</b>		₹ 31,34,303.82
TDS recovered		₹ 9,51,191.00	Cash in Hand - Domestic	₹ 11,262.00	
Provident Fund Recovered		₹ 4,64,284.00	Cash in hand - FCRA	₹ 585.00	
Others		₹ 1,101.00	ICICI Bank - FCRA	₹ 13,22,635.15	
Professional Tax Recovered		₹ 59,400.00	ICICI Bank - Domestic	₹ 3,52,588.53	
			Canara Bank	₹ 14,47,233.14	
<b>TOTAL</b>		₹ 2,46,25,372.30	<b>TOTAL</b>		₹ 2,46,25,372.30



## Income and Expenditure Statement for the period 1<sup>st</sup> April 2010 to 31<sup>st</sup> March 2011

EXPENDITURE	AMOUNT (Rs.)	AMOUNT (Rs.)	INCOME	AMOUNT (Rs.)	AMOUNT (Rs.)
<b>DIRECT EXPENSES</b>			Donations Received - International	₹ 38,10,364.51	
Program Delivery	₹ 91,27,507.00		Donations Received - Domestic	₹ 82,28,081.46	
Program Design	₹ 6,27,490.00		Interest Income	₹ 4,83,774.00	
Dream Connect Program	₹ 38,06,548.14		Other Income	₹ 2,750.00	₹ 1,25,24,969.97
Human Resources	₹ 66,238.00				
Impact Assessment	₹ 1,31,649.00				
Partnership Management	₹ 1,49,520.00				
Training & Development	₹ 4,79,836.00				
Volunteer Engagement	₹ 11,19,153.00				
Operations Management -Domestic	₹ 1,26,790.00	₹ 1,56,34,731.14			
<b>INDIRECT EXPENSES</b>		₹ 11,57,304.34			
Administrative Expenses	₹ 45,263.95				
Fundraising & Communications	₹ 10,63,196.39				
Purchase of Dream Merchandise	₹ 48,844.00				
Depreciation	₹ 91,847.00	₹ 91,847.00			
<b>Excess of Expenditure over Income</b>		₹ -43,58,912.51			
<b>TOTAL</b>		<b>₹ 1,25,24,969.97</b>	<b>TOTAL</b>		<b>₹ 1,25,24,969.97</b>

## Balance Sheet as on 31<sup>st</sup> March 2011

LIABILITIES	Amount (Rs.)	Amount (Rs.)	ASSETS	Amount (Rs.)	Amount (Rs.)
<b>CURRENT LIABILITIES</b>			<b>FIXED ASSETS (As per Schedule)</b>	₹ 4,98,069.00	₹ 4,98,069.00
Duties and Taxes	₹ 92,253.00	₹ 92,253.00			
			<b>INVESTMENTS</b>		
<b>PROFIT AND LOSS ACCOUNT</b>		₹ 46,41,697.93	Fixed Deposits	₹ 8,35,000.00	₹ 8,35,000.00
Opening balance	₹ 90,00,610.44				
Add: Excess of Income over Expenditure	₹ -43,58,912.51		<b>CURRENT ASSETS, LOANS &amp; ADVANCES</b>		₹ 34,00,881.93
			Cash in Hand	₹ 11,847.00	
			Cash at Bank:	₹ 31,22,456.82	
			Staff Advances	₹ 22,100.00	
			Merchandise Inventory	₹ 10,938.00	
			Accrued Interest	₹ 8,650.00	
			Loans & Advances	₹ 25,492.11	
			Tax Deducted at Source	₹ 45,999.00	
			Office Rental Deposit	₹ 1,50,000.00	
			Telephone Deposit	₹ 3,399.00	
<b>TOTAL</b>		<b>₹ 47,33,950.93</b>	<b>TOTAL</b>		<b>₹ 47,33,950.93</b>

Complete Audited Financial Statements including the Auditor's Report and Notes to accounts are available by email upon request.

### Notes on Finance

## Bank and Auditor details

Canara Bank, Langford Town, Bangalore. Account number: 0424101019432

ICICI Bank Ltd, Jayanagar, Bangalore. Account number: 005301021789

ICICI Bank Ltd, Jayanagar, Bangalore. FCRA account, Account number: 005301041506

Auditors - Sathish & Ravi Associates, G-10, Naveen Apartments, 13th Main Road, Vasanthnagar, Bangalore 560 052

## Administration

Dream A Dream is a registered public charitable trust under the Indian Trusts Act (**Reg No.: 66/2000-2001 IV**).

We are also registered under:

- U/S 12A of the Income Tax Act, 1961.
- Section 80G of the Income Tax Act, 1961 (Order no.: DIT (E)BLR/80G(R)/169/AAATD3096K/ITO(E)-1/Vol 2008-2009, dated September 12, 2008). Permanent Validity.
- The FCRA Regulations of the Ministry of Home Affairs, Government of India (Permanent Reg No.: 094421298, dated December 10, 2008).

Dream A Dream's operations are managed out of the Bangalore office; the management team takes the programme and operational decisions with oversight from the Board of Trustees.

Our funds come from multiple sources, including individuals who provide support through annual fundraising events and through direct donations as well as funding from institutions and corporates.

### **Registered Address:**

No. 2, High Street Cross, Cooke Town, Bangalore 560 084, India

### **Mailing Address:**

No. 11/17, 3rd Cross, 1st Block, Jayanagar, Bangalore 560 011, India

Dream A Dream is accredited by the Credibility Alliance as complying with the national accountability, transparency and reporting standards. This annual report is drawn up in accordance with the guidelines set by The Credibility Alliance and Give India.

## Support



Dream A Dream had a difficult fundraising year. We were not able to raise sufficient support to meet our growth plans and had to dip into some of our emergency reserves. This turned out to be a huge opportunity in disguise. It helped us strengthen our fundraising approach, tighten our belt, let go of some non-core activities and become more efficient in the process. Having said that, we did get some strong support from some of our existing and new supporters.

We continued to have a strong support from Individual donors who form the backbone of our organization. This happened through direct donations and also through participation in events such as the Bangalore

10K Run, Mumbai Marathon, British 10K Run amongst others. A heartfelt thank you for all the individuals who believe in this work, believe in the future of young people and have come forward to invest in that future.

A special thank you to the following institutional and corporate donors whose ongoing support for our programs and operations is greatly appreciated:

### **Grant Agencies:**

Global Fund for Children | Silicon Valley Community Foundation | Global Development Network | Juniper Networks Foundation | Yahoo Employee Foundation

### **Companies:**

Nike India | The Fuller Life | SSgA Investments Research Services Pvt. Ltd. (State Street Foundation) | IDG Ventures | Ariba | TPI Advisory Services India | Neev Technologies | Dell International Services Pvt. Ltd. (Dell Youth Connect Foundation) | Modi Apollo International Group Pvt. Ltd. | Microsoft GTSC

Lastly, the various strategic partners who help us raise invaluable funds through their platforms, campaigns and events.

Give India | Global Giving | Ammodo | Mondo Challenge Foundation | Futuresense Foundation | B1G1 | Charities Aid Foundation | Bangalore Cares Trust | United Way of Mumbai

## DREAM WITH US

Support dream life skills development program through

- Monetary support
- In-kind support through equipment and materials
- Engage as a volunteer
- Participate in fundraising campaigns - Run For A Dream at the Mumbai Marathon, Delhi Half Marathon, Bangalore 10K, London 10K or any other Marathon across the world

Come join this journey of empowerment and change with us!

Dream A Dream

No. 11/17, 3rd Cross, 1st Block, (Near Ashoka Pillar), Jayanagar, Bangalore 560 011, India

Ph: +91-80-6534 9980 / 4095 1084. [info@dreamadream.org](mailto:info@dreamadream.org). [www.dreamadream.org](http://www.dreamadream.org)

## THANK YOU