



Annual Report 2011 - 2012

*“There are many NGOs working on making a short term difference but very few NGOs make permanent difference in someone’s life and Dream A Dream is one of them. Dream A Dream has identified the need of life skills to vulnerable kids and it is making a permanent change in them.” ~ **Ajit Patil, Dell***

DIRECTORS NOTE

The year 2011-12 was a turnaround year overcoming challenges with fundraising and people management and yet we kept our eyes firmly on our goals to enhance and deepen impact in the lives of thousands of young people from vulnerable backgrounds.

Amongst the many significant milestones of the year, the ones that strengthened the organization and deepened our impact were:

17-year old Girish getting selected to represent India at the Homeless World Cup in Paris. He was a transformed young man when he came back from the experience and decided to pursue his education, pursue his passion for Football and also start working with Dream A Dream as a Life Skills facilitator wishing to take his experience to other young people like him.

Manjunath, 21-year old Graduate from Dream Life Skills program and currently working as a Life Skills Facilitator at Dream A Dream has been selected to be part of a year-long Sports Coaching Project by Dekeyser and Friends Foundation. He will be spending 2-months in Hamburg, Germany as part of the program.

Santhosh and Vishwa Dewan, 20 year old Graduates from Dream Life Skills Programs have been selected by the US Consulate to be part of a 1-year graduate study program in the US starting August 2012.

Pavithra and Revanna, Graduates and currently working at Dream A Dream were selected to be part of the Adobe Youth Voices Program for a year to get trained as Movie makers and then take the skill of movie making to young people from Dream A Dream

In the next few pages, you will see how we are deepening our impact in the lives thousands of young people like Girish, Manjunath, Santhosh, Vishwa, Pavithra and Revanna as they find the courage and resilience within them to pursue their dreams.

In addition, we rolled out a new People Philosophy based on the values of accountability, trust and dignity. Learning from our past, we embarked to build an organizational culture that reflects the society we would like to see where everyone is a Changemaker.

This work would absolutely not be possible without the continued support and belief of hundreds of individuals, volunteers, donors, corporates, trusts and foundations who have helped us achieve this fantastic turnaround. Most importantly, the one group of people who stood by us through the crisis and helped the organization emerge stronger was the team who worked tirelessly and relentlessly because they believed Dream A Dream will turnaround and achieve its goals.

Forever grateful,

Vishal Talreja
Cofounder & Executive Director



THE YEAR THAT WAS...



Dream A Dream is a professional, registered, charitable trust. We are empowering over 12,000 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.”*

In 2011-12, Dream A Dream strengthened its work towards its two fold objectives:

1. 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.
2. To sensitize the community through active volunteering.

Dream Life Skills Programme

3066 young people engaged in our core program of Life Skills Thru Football (LSTF) and Life Skills Thru Creative Arts (LSTCA) in 2011-12

- 1185 young people enrolled in LSTCA
- 1881 young people enrolled in LSTF
- A healthy **42% girls** in the programme
- Average **75% attendance** across all batches
- Over **90% retention**
- **65% of the young people** assessed have shown a significant improvement in Life-Skills in the year.
- Core programme costs reduced by **28%** substantially bringing down cost per participant.
- **300** young people graduated from our programmes

DreamConnect Programme

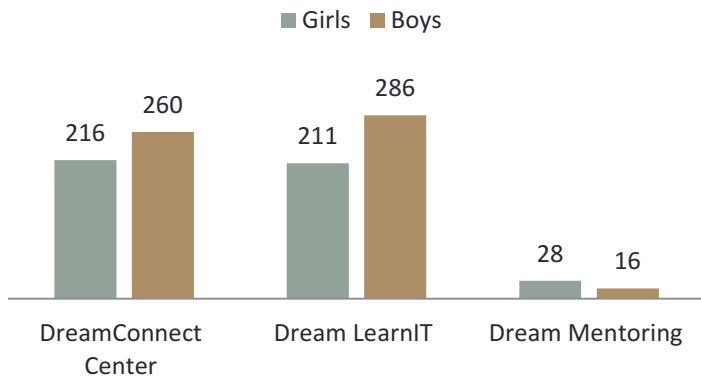
The DreamConnect Program is a Life Skills for Career and Livelihood development program for young adults in the age group of 14-18 years old from disadvantaged, vulnerable backgrounds. In 2011-12, the Program was supported by Dell Giving and achieved the following

1017 young people engaged in various Life Skills for Career Development Programmes

- a. 476 engaged in short-term skill development modules at the DreamConnect Centre. This included modules in Spoken English, Computer Education, Life Skills, Money Management, Communication Skills and Workplace readiness

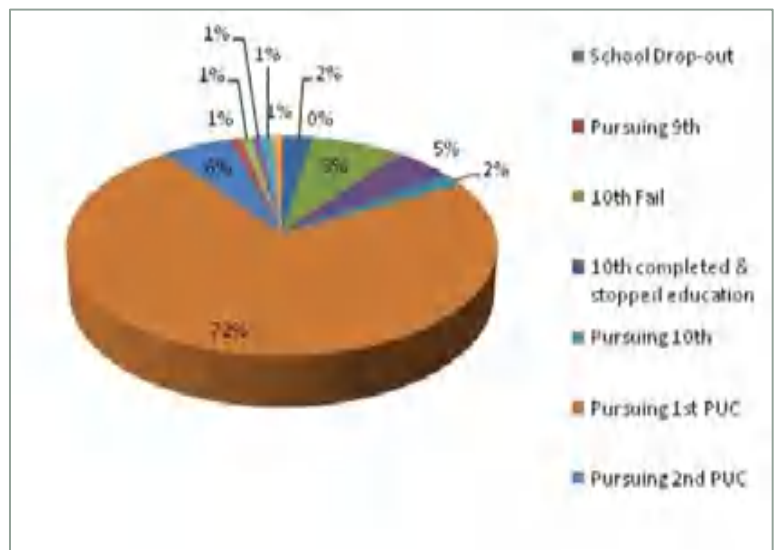
- b. 497 engaged in the Dream LearnIT Programme delivering computer education coupled with Life Skills in communities through a Mobile Lab model.
- c. 44 young people had one-on-one relationships with volunteer mentors for a period of 6-months to 1-year

Gender Breakup



"This program helped me learn how to communicate with people and how to find jobs on the internet. And it also helped me understand how to manage money." ~ Sreerag, attended courses at DreamConnect Center.

"I feel it is good program for my son. I will also send my daughter from April. Our son is learning a lot. Thanks for helping him." ~ Satyavandan, father of a student who attended courses at DreamConnect Center.



Teacher Development Programme

Completed Prototype training with 3 NGOs for building their staff capacity to deliver Life Skills Education within their programs.

120 teachers/instructors

1. **Agastya International Foundation** – We have completed 4 prototype trainings with approximately 80 trainers and facilitators.
2. **Hippocampus Learning Centres** – We have completed one prototype training with 20 core facilitators and coordinators.
3. Completed a Teacher Training Program on Life Skills Development for **Shikshayathan Trust School**, Munirabad in Rural Karnataka for 15 teachers.

According to Charlie Murphy, CEO, PYE Global, *"This past July I lead series of trainings for Dream A Dream staff and a core group of lead facilitators. In addition, we lead a teacher training together for teachers*

associated with the Agastya Foundation. I admire Dream A Dream's commitment to developing their staff on a deep level and the progress they are making in spreading best practices to their partner organization while developing new partners like Agastya. Dream A Dream is proof positive of the "multiplier effect" and I predict their impact on the youth development sector in India will continue to expand and deepen. "

"It is a great learning experience and it is a good platform for introspection. It helped learn that learning happens best when it is fun." - **Karishma Shetty, T &D Manager, Hippocampus**

"(It was) very interactive. My knowledge, activity levels, leadership and creativity have all improved with this program. "- **Instructor, Agastya International Foundation**

Volunteer Engagement



At Dream A Dream, we recognize that the creation of non-discriminatory society where young people from vulnerable backgrounds can continue to develop is crucial to their inclusion into the mainstream society.

Volunteering at Dream A Dream primarily gears towards bringing personal transformation in the life of a volunteer wherein they undergo attitudinal changes while interacting with young people from vulnerable backgrounds.

Through a unique integration model, Dream A Dream has developed volunteer engagement models in its programmes such as life skills through sports, creative arts, fundays, skill development, mentoring and outdoor experiential camps. Volunteers are a part of Dream A Dream to contribute their passion and energy and to encourage young people from vulnerable backgrounds to follow their dreams with confidence and determination.

Dream A Dream believes in creating partnerships by collaborating with various entities. Corporate volunteer engagement is a key component of our volunteer model. This helps us in reaching out to the corporate community enabling them to experience our work and build stronger relationships to impact a change in our society.

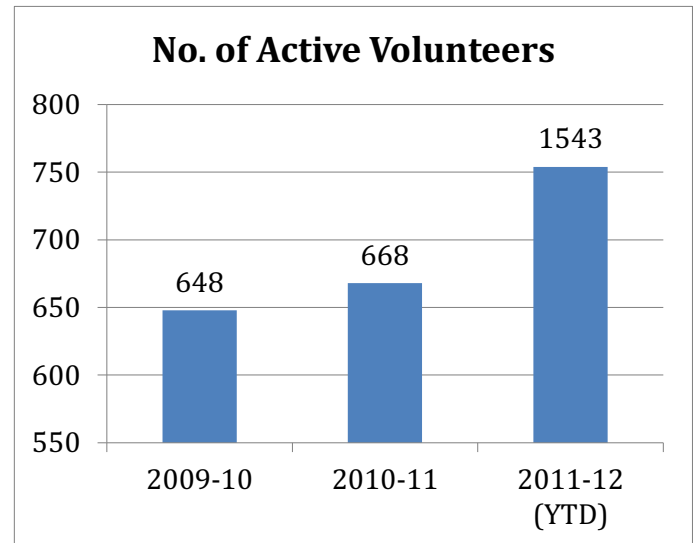
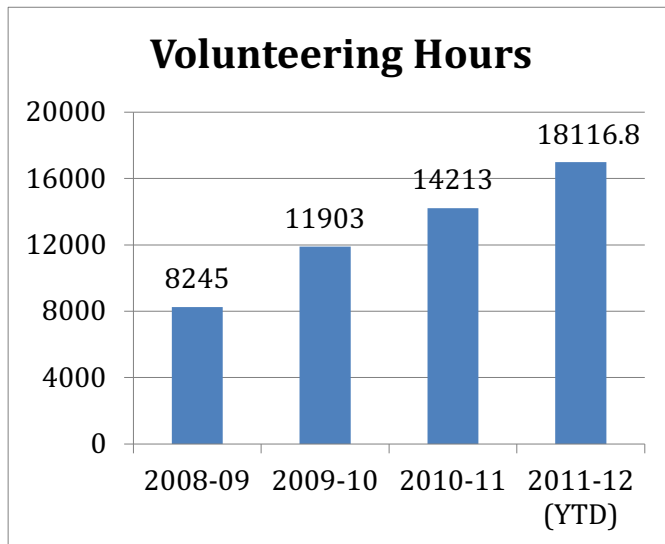
Key Highlights:

1543 volunteers clocked 18116 hours

1. 754 Active volunteers
2. 45 volunteers clocked more than 80 hours in Dream A Dream volunteering program in 2011-12. These 45 volunteers clocked 6606 hours in Dream A Dream.
3. Engagement with DELL: **2718 hours of volunteering**
4. "...Because I Dream" campaign to engage corporate employees- These events were conducted a total of 14 times. A total of Rs.3,48,542.00 were raised through these events
5. Nature of volunteering work

| | No. of Volunteers | Hours |
|-----------------|-------------------|----------|
| Programme Based | 421 | 8497.50 |
| Skill Based | 322 | 4177.50 |
| Events | 1112 | 5441.80 |
| | | 18116.80 |

6. Growth of Active Volunteers over the years



Creating a sensitive community – Pallavi Singh, Intern

Life for me was always easy going, I will not hesitate to say that I was a spoilt brat but meeting the kids personally, knowing how they are happy even with the limited resources changed me and my thinking. During the experiential camp we got more time to have an interaction with the kids.

One of the kids named Noor Pasha became very close to me, though each and every kid was special in them self but he had a different thinking. Whenever he used to talk he used to talk about the welfare of others (at that young stage), instead of me teaching him, I guess I started learning from him that real happiness lies with the happiness of our loved ones, our family and friends.

Every kid there had some special quality and the passion to make their dream a reality. Kids were not the only one from whom I learned but the working staff also taught me a lot. They were so positive and lively about everything that work was not a job but it became a passion. To end my story of change I would like to say that only a Dreamer can be an Achiever and now I have started dreaming.

Volunteering transforms – Phebega Pericho, Dell

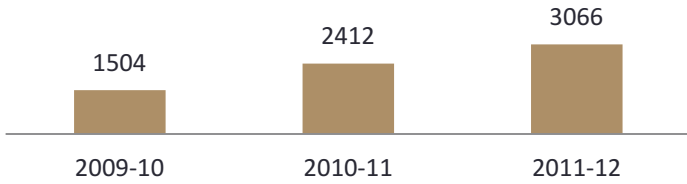
I have been involved in various activities like- Share Your Workspace, Outdoor Experiential Camp, Color a Tee, Walk for a Cause. At the first Outdoor Camp that I was a part of, one of our camp goals was –Try New Things. I put this to use while I was in the camp. I usually take time to talk to people I meet for the first time. But in the camp, I made an effort to talk to them and get to know them. My transformation had begun!! I tried playing new games and wasn't shy or embarrassed. I also spoke in Kannada a lot. My Kannada is not fluent, but I tried none the less.

This “Try New Things” was etched in my mind. I have always wanted to learn to drive. I was scared of the traffic on the roads and honestly did not make the time for it. After I came back from the camp, I joined a driving school and learnt to drive. I feel myself open up a little more. I have always been a very shy and timid person. But now I am coming out of my little shell.

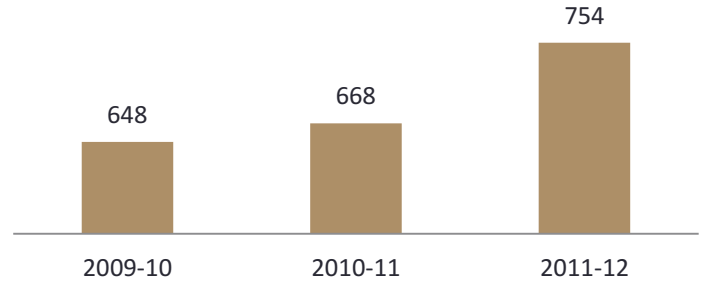
Every time I see these kids try without thinking of the result, or who is watching them, it gives me the courage to do the same. I have pushed myself to go that extra mile. I believe that it's not important that you win what matters is that you tried.

GROWTH AT A GLANCE

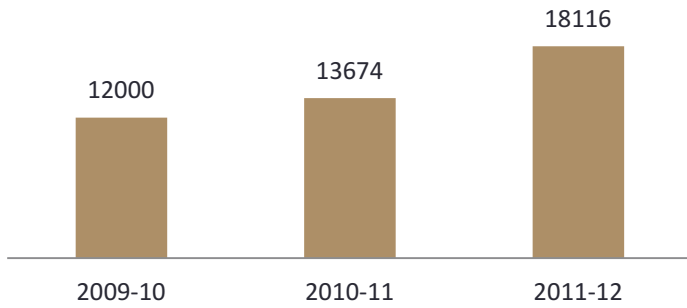
Total Engagement of young people in Life Skills Programmes



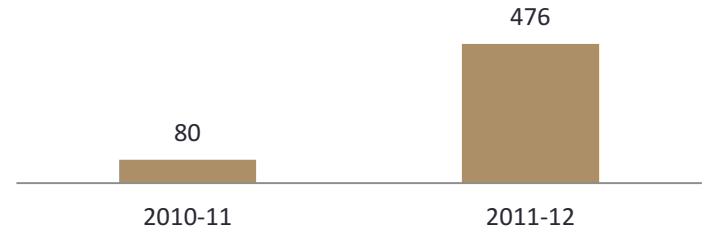
No. of Active Volunteers



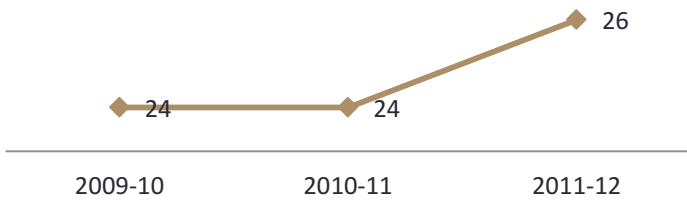
Volunteer Hours Contributed



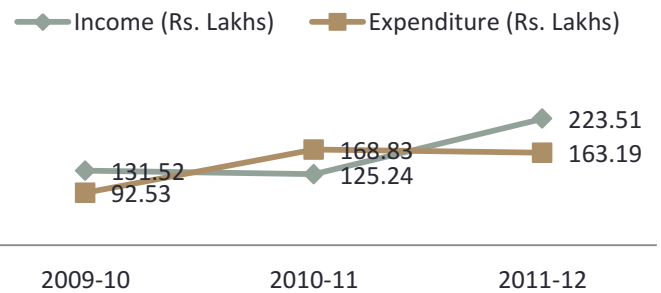
Total Engagement at DreamConnect Centre



Number of Dream Team Members



Income Vs Expenditure



IMPACT

Measuring Impact and evaluating the quality of our programmes with young people is a critical component of our work as it validates our belief in our service. We have seen some great impact with our work in 2011-12 and some of the analyses is presented below. The Life Skills improvement was assessed based on the following parameters; (1) Overall impact (2) Programme (3) Gender (4) Age groups (5) Consistent participation (Attendance) (6) Long term impact (Duration)

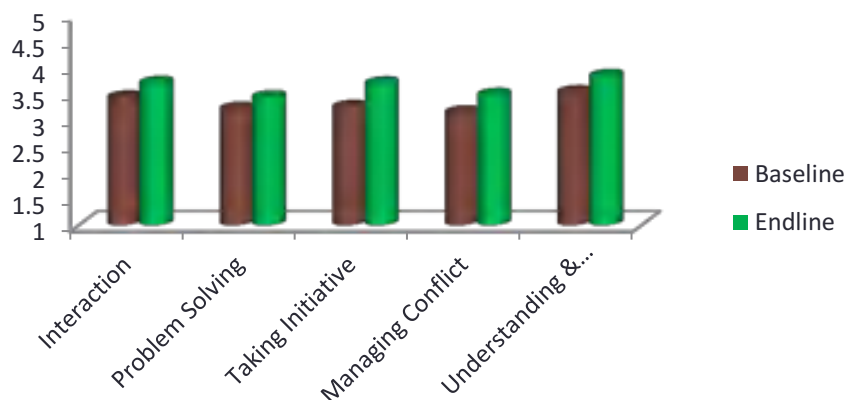
Overall Life Skills Improvement

From Table 1, in the academic year 2011-12, **1462 young people were assessed and 65% of them have shown positive impact in their Life Skills Development through Football and Creative Arts** as mediums. Across the 5 specific Life Skills, at least 40% have shown an improvement in Life Skills with the highest being in terms of Taking Initiative.

Table 1: Percentage of young people who have shown positive Life Skills improvement

| Year | Overall | | Interaction | | Problem solving | | Taking initiative | | Managing conflict | | Understanding & following instructions | | Total |
|-----------|---------|-----|-------------|-----|-----------------|-----|-------------------|-----|-------------------|-----|--|-----|-------|
| | % | N | % | N | % | N | % | N | % | N | % | N | |
| 2011-2012 | 65% | 950 | 44% | 638 | 36% | 528 | 50% | 726 | 43% | 635 | 42% | 613 | 1462 |

Figure 1: Skill wise Impact



From Figure 1, on an average, young people have improved across all 5 Life Skills – Interaction, Problem Solving, Taking Initiative, Managing Conflict and Understanding and following instructions.

Figure 2: Percentage of Improvement

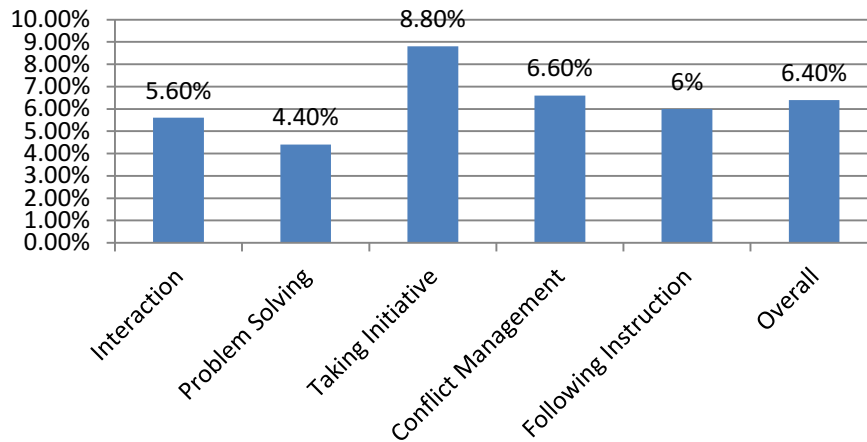


Figure 2 shows, over time, behaviour change was observed more in terms of taking initiative (9% increase from Baseline to End line) and observed less over Problem Solving (4% increase from Baseline to End line). This analysis stresses the need to focus more on Problem Solving skills in the coming years.

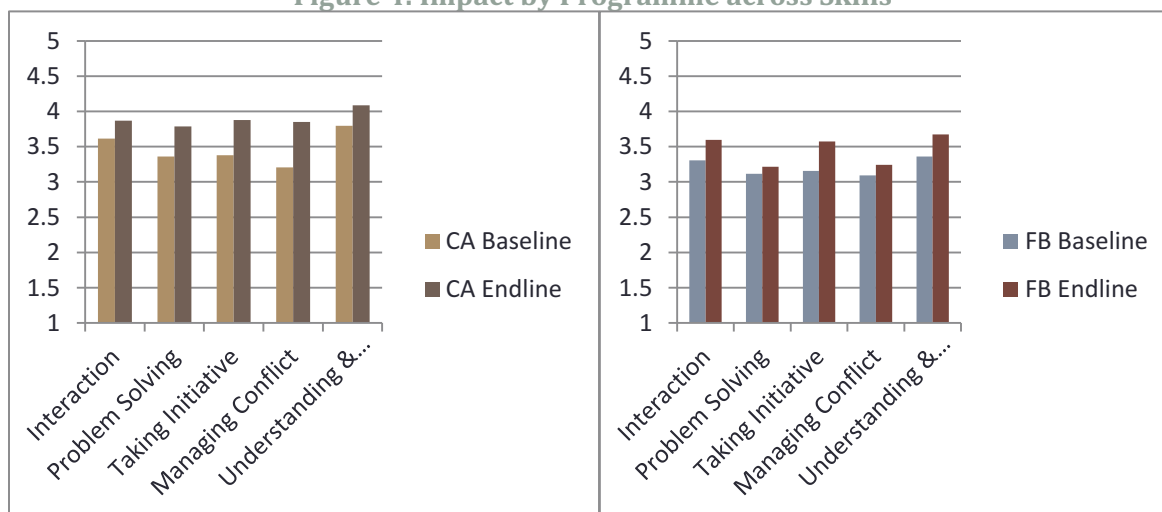
Life Skills Improvement by Programme

Table 2: Percentage of young people who have shown positive Life Skills improvement by Programme

| 2011-2012 Programme | Overall | | Interaction | | Problem solving | | Taking initiative | | Managing conflict | | Und. & following instructions | | Total |
|---------------------|---------|-----|-------------|-----|-----------------|-----|-------------------|-----|-------------------|-----|-------------------------------|-----|-------|
| | % | N | % | N | % | N | % | N | % | N | % | N | |
| Creative Arts | 68% | 368 | 44% | 239 | 45% | 245 | 49% | 269 | 57% | 312 | 41% | 221 | 545 |
| Football | 63% | 582 | 44% | 399 | 31% | 283 | 50% | 457 | 35% | 323 | 43% | 392 | 917 |

Interestingly, overall participants of the Dream Life Skills through Creative Arts show around 5% improvement compared to participants of the Dream Life Skills through Football programme over the year (Table 2).

Figure 4: Impact by Programme across Skills



Breaking it down skill wise, Figure 4 shows the highest improvement was observed in Managing Conflict in Life Skills through Creative Arts programme while Life Skills through Football Programme helped improve young people's ability to Take Initiative.

Life Skills improvement by Gender

Table 3: Percentage of young people who have shown positive Life Skills improvement by Sex

| 2011-2012 | Overall | | Interaction | | Problem solving | | Taking initiative | | Managing conflict | | Und. & following instructions | | Total |
|-----------|---------|-----|-------------|-----|-----------------|-----|-------------------|-----|-------------------|-----|-------------------------------|-----|-------|
| Gender | % | N | % | N | % | N | % | N | % | N | % | N | |
| Female | 65% | 392 | 42% | 255 | 41% | 244 | 46% | 279 | 47% | 285 | 39% | 237 | 602 |
| Male | 65% | 558 | 45% | 383 | 33% | 284 | 52% | 447 | 41% | 350 | 44% | 376 | 860 |

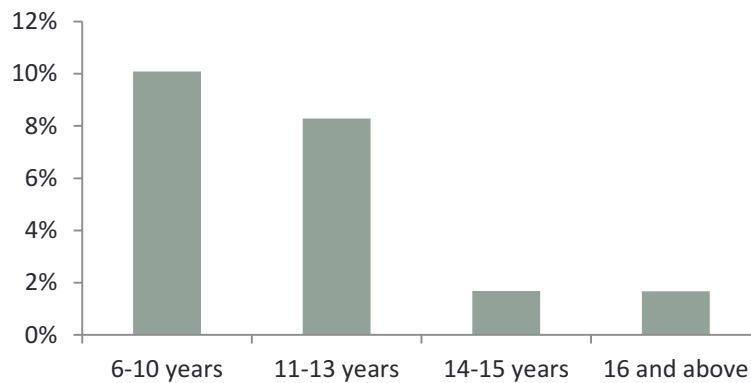
A highlight from Table 3, the percentage of girls and boys who have positively developed Life Skills is equal among both girls and boys overall and across the 5 Life Skills showing indifference in the impact across genders.

Life Skills improvement across Age groups

Table 4: Percentage of young people who have shown positive Life Skills improvement across Age groups

| 2011-2012 | Overall | | Interaction | | Problem solving | | Taking initiative | | Managing conflict | | Understanding & following instructions | | Total |
|--------------|---------|-----|-------------|-----|-----------------|-----|-------------------|-----|-------------------|-----|--|-----|-------|
| Age groups | % | N | % | N | % | N | % | N | % | N | % | N | |
| 6-10 | 71% | 112 | 40% | 63 | 46% | 72 | 51% | 80 | 56% | 88 | 49% | 77 | 157 |
| 11-13 | 71% | 521 | 47% | 349 | 40% | 294 | 54% | 394 | 44% | 325 | 45% | 333 | 736 |
| 14-15 | 54% | 192 | 38% | 135 | 28% | 98 | 43% | 153 | 38% | 133 | 33% | 116 | 353 |
| 16 and above | 52% | 51 | 40% | 39 | 28% | 27 | 41% | 40 | 37% | 36 | 39% | 38 | 98 |
| Missing | 63% | 74 | 44% | 52 | 31% | 37 | 50% | 59 | 45% | 53 | 42% | 49 | 118 |

Figure 7: Impact across Age Groups

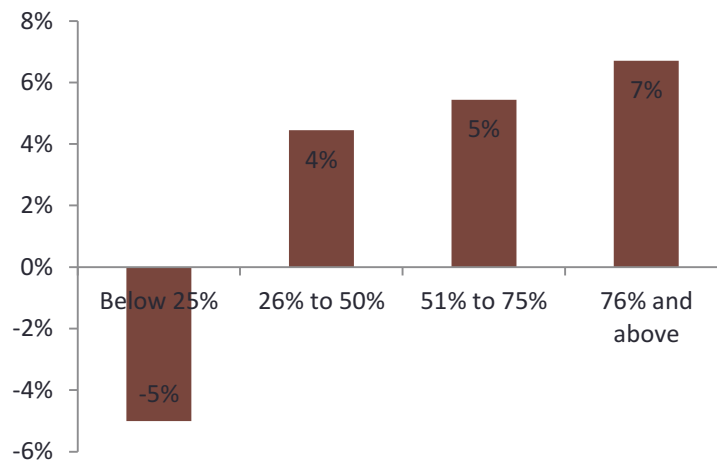


71% of young people in the age groups 6-10 years and 11-13 years respectively have positively developed life skills as shown in Table 4. We also see from Figure 6 that impact reduces from around 10% among younger age groups to around 2% as they grow older. This concurs with human psychology concepts of young people being more adaptable to behaviour change than adults. A higher percentage of young people in the age group 6-10 years and 11-13 years have spent 2 years or more with Dream A Dream's programmes. Hence, we can say that the impact is higher when a young person is engaged in the Life skills programme from a younger age as they have the opportunity to participate for a longer duration.

To note, many young people from these backgrounds are unaware of their age, hence a category "Missing" has been created.

Impact of consistent participation on Life Skills development (Attendance)

Figure 9: Attendance and LS Development



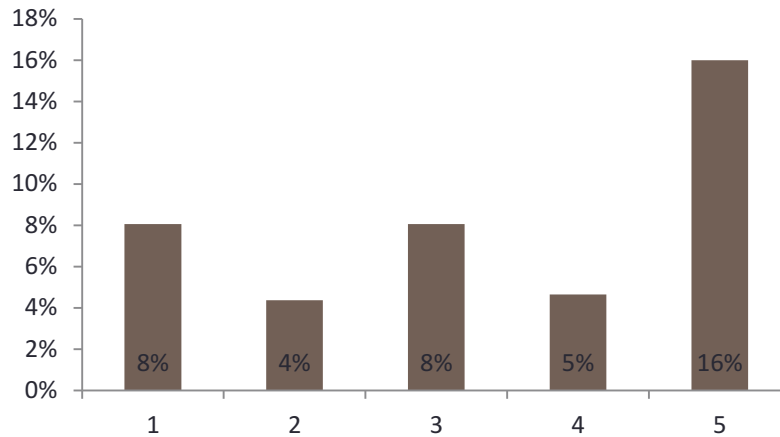
From the above figure, there is negative impact with lack of participation in the programmes and the impact being significantly higher among young people who have shown consistent participation in the programmes. This shows continuous and diligent participation in the 9 month intervention increases the impact on young people and requires that commitment to see a behaviour change.

"Asif started playing Dream Football about two years ago. He was the only child who attended every session without fail. He never complained about anything and he was

punctual in his attendance and sincere in his approach to the game. Even though he is smaller than most of the young people and not as strong as the others, he still worked hard to make sure that he could play the game well. He was selected to play in all the tournaments for the Annaswamy team and he worked hard to improve his skills and techniques in the game and became one of the most promising players in the team.”

Long term impact on Life Skills development (duration)

Figure 10: Long term impact on Life Skills Development



On an average from Figure 10, the impact is highest with longer term participation in the programmes. As the number of years spent with Dream A Dream increases as part of the programmes, the behaviour change is significantly higher, irrespective of which medium is used, Football or Creative Arts.

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 Veerabhadrswamy Educational Society (Vibhuthipura Mutta School)
- Stella Mary School
- Mount Everest School
- St. Anthonys School
- Excellent English School Bommanahalli
- Sri Sadguru Sai Baba School
- Samridhdhi Trust

Professional Service Partners

- J-Sporting
- SPT Sports Management Pvt. Ltd
- 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

THE ROAD AHEAD - 2012-2015

“Despite great progress in primary schooling in developing countries, the preparation of youth for work and life is very low. ~ **World Development Report 2007**

“Over 90% of India’s labour force still works in the informal sector, due to a lack of focus on skills required in the current job market.” ~ **Dasra Research Report on Increasing Employability in India**

“59% of Indian children have stunted growth.” ~ **The HUNGAMA Survey Report 2011**

In a dynamically changing world, young people are and will face very complex challenges and we as a society are not able to prepare young people for life. The lack of life skills is one of the most critical gap areas stopping young people from making healthy choices and becoming productive, contributing members of society.

We believe adults play a critical role in empowering young people with Life Skills, defined as “*the abilities for adaptive and positive behavior that enable individuals to deal effectively with the demands and challenges of everyday life*”.

Hence, at Dream A Dream, we are focused on enabling adults that work with young people with the tools, behaviours and abilities required to be an effective teacher/facilitator of learning. We aim to achieve this through our innovative Dream Life Skills Model.

The Dream Life Skills Model

“*Too often we underestimate the power of a touch, a smile, a kind word, a listening ear, an honest compliment, or the smallest act of caring, All of which have the potential to turn a life around*” – **Leo F. Buscaglia (1924 -1998), American author and Professor of Special Education, University of Southern California.**

At Dream A Dream, we believe true transformation happens with the presence of a caring, compassionate adult in a young person’s life. Adult Instructors who work with young people are uniquely positioned to unlock their creative potential. 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 Life Skills Model is an approach that provides teachers, youth workers, community workers, Instructors and facilitators with the tools and skills required to develop Life Skills amongst young people and integrate Life Skills within their work. The model uses experiential techniques to deepen understanding of the self, unlock the creative potential of the adult, learn to build supportive communities of learning and learn tools necessary to meaningfully and effectively engage young people in learning. The Model has been adapted from the Creative Community Model developed by Partners for Youth Empowerment (PYE), a Dream A Dream partner.

Over the next 3 years, we aim to enable over 2000 teachers/youth workers and community workers in our Dream Life Skills Model.



GOVERNANCE

Jurisdiction and tasks of board and management during 2011-12

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 2011-12, the Board met 2 times: 18th June 2011, 21st December 2011. This was because there was a Board Meeting held on 19th March 2011 and 7th April 2012.

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, 2012)

| Name | Position on Board | Meetings attended | Years on the Board | Age | Gender | Occupation |
|--------------------|-------------------|-------------------|--------------------|-----|--------|--|
| Srikrishna S | Chairperson | 2 | 7 | 31 | Male | Chairman & Director Consulting, Sattva Media & Consulting Ltd. |
| Nandita Lakshmanan | Board member | 2 | 7 | 43 | Female | Founder & CEO of The PRactice |
| Bhasker Sharma | Board member | 2 | 3 | 53 | 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
- 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, 2012

| Gross salary (in Rs.) | Male staff | Female staff | Total staff |
|-----------------------|------------|--------------|-------------|
| <5000 | 4 | 0 | 4 |
| 5000 - 10,000 | 7 | 1 | 8 |
| 10,000 - 25,000 | 2 | 8 | 10 |
| 25,000 - 50,000 | 3 | 1 | 4 |
| Total | 16 | 10 | 26 |

Notes on Staff

- Vishal Talreja, Executive Director has been paid a remuneration of Rs. 44,550 per month

- Remuneration of 3 highest paid staff members: Rs. 43,538, Rs. 38,500 and Rs. 27,500 per month
- Remuneration of 3 lowest paid staff members: Rs. 4,950, Rs. 5,225 and Rs. 7,095 per month
- Total cost of national travel by all staff was Rs. 43,668/-
- International travel by all staff was Rs. 77,928/-. This included
 - Travel to Australia – Bobbymon George, Head Programs covered by Big Issue Foundation. Dream A Dream paid for the Visa Processing Fee of Rs. 6115/-
 - Travel to South Africa – Bobbymon George, Head Programs covered by Dream A Dream – Rs. 67,713
 - Travel to Germany – Manjunath Anand, Dream Graduate for a Sports Coaching Exchange covered by Dekseyer & Foundation. Dream A Dream paid for the Visa processing Fee of Rs. 4100/-
 - 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 2011-12.

Receipts and Payments Account for the period 1st April 2011 to 31st March 2012

| Receipts | Amount (Rs.) | Amount (Rs.) | Payments | Amount (Rs.) | Amount (Rs.) |
|----------------------------------|--------------|----------------------|--------------------------------------|--------------|----------------------|
| OPENING BALANCE | | ₹ 31,34,304 | CORE ACTIVITIES | | |
| Cash in hand - Domestic | ₹ 11,262 | | Direct Programme Expenses | | ₹ 1,26,07,438 |
| Cash in hand - FCRA | ₹ 585 | | Administrative Expenses | | ₹ 17,98,062 |
| ICICI Bank – FCRA | ₹ 13,22,635 | | Fundraising & Communication Expenses | | ₹ 9,59,068 |
| ICICI Bank – Domestic | ₹ 3,52,589 | | Capital Expenditure | | ₹ 0 |
| Canara Bank A/c | ₹ 14,47,233 | | Investment in Fixed Deposits | | ₹ 60,00,000 |
| | | | | | |
| REVENUE RECEIPTS | | | OTHER PAYMENTS | | ₹ 21,97,158 |
| Donations | | ₹ 96,12,271 | Fixed Assets Purchased | ₹ 1,90,862 | |
| Donations - FCRA | | ₹ 1,23,58,217 | Merchandise Purchased | ₹ 0 | |
| Professional Fees | | ₹ 34,857 | TDS Deducted | ₹ 3,000 | |
| Reimbursement Of Travel Expenses | | ₹ 1,212 | Advances for Expenses Paid | ₹ 1,07,487 | |
| IT Refund received | | ₹ 27,620 | Staff Advances Paid | ₹ 10,75,258 | |
| Interest Income | | ₹ 2,95,613 | Others | ₹ 1,000 | |
| | | | TDS remittance | ₹ 6,97,892 | |
| OTHERS | | | Providend Fund Remitted | ₹ 1,03,059 | |
| Fixed Deposits Matured | | ₹ 0 | Profession Tax Remitted | ₹ 18,600 | |
| Staff Advances Recovered | | ₹ 2,65,435 | | | |
| Advance for Expenses Recovered | | ₹ 13,557 | CLOSING BALANCE | | ₹ 29,33,052 |
| Office Rental Deposit Recovered | | ₹ 15,000 | Cash in Hand - Domestic | ₹ 7,472 | |
| TDS Payable | | ₹ 6,26,424 | Cash in hand - FCRA | ₹ 11,442 | |
| Providend Fund Payable | | ₹ 93,268 | ICICI Bank - FCRA | ₹ 4,09,642 | |
| Others | | ₹ 1,000 | ICICI Bank - Domestic | ₹ 1,42,920 | |
| Professional Tax Payable | | ₹ 16,000 | Canara Bank | ₹ 23,61,576 | |
| | | | | | |
| TOTAL | | ₹ 2,64,94,778 | TOTAL | | ₹ 2,64,94,778 |

Income and Expenditure Statement for the period 1st April 2011 to 31st March 2012

| Expenditure | Amount (Rs.) | Amount (Rs.) | Income | Amount (Rs.) | Amount (Rs.) |
|--|--------------|----------------------|------------------------------------|--------------|----------------------|
| DIRECT EXPENSES | | ₹ 1,31,30,410 | Donations Received - Domestic | | ₹ 96,34,562 |
| Dream Connect Program | ₹ 11,54,540 | | Donations Received - International | | ₹ 1,23,58,217 |
| Dream Learn IT | ₹ 4,78,069 | | Interest on IT Refund | | ₹ 2,168 |
| Dream Mentoring | ₹ 5,61,542 | | Miscellaneous Income | | ₹ 9,606 |
| Dream Volunteer Engagement | ₹ 9,27,212 | | Interest received | | ₹ 3,11,129 |
| Dream Celebration | ₹ 86,231 | | Professional Fees Received | | ₹ 34,857 |
| Program Design & Development | ₹ 24,24,092 | | | | |
| Program Mgmt & Delivery | ₹ 70,25,703 | | | | |
| Impact Assessment | ₹ 2,02,823 | | | | |
| Overheads | ₹ 2,70,197 | | | | |
| | | | | | |
| INDIRECT EXPENSES | | ₹ 30,74,329 | | | |
| Administrative & HR | ₹ 20,38,588 | | | | |
| Fundraising & Communications | ₹ 10,35,742 | | | | |
| | | | | | |
| Opening Stock of Dream Merchandise | 10,938 | -₹ 15,983 | | | |
| Less: Closing stock of Dream Merchandise | 26,921 | | | | |
| | | | | | |
| Depreciation | | ₹ 1,30,261 | | | |
| | | | | | |
| Excess of Income over Expenditure | | ₹ 60,31,522 | | | |
| | | | | | |
| TOTAL | | ₹ 2,23,50,540 | TOTAL | | ₹ 2,23,50,540 |

Balance Sheet as on 31st March 2012

| Liabilities | Amount (Rs.) | Amount (Rs.) | Assets | Amount (Rs.) | Amount (Rs.) |
|--|--------------|----------------------|---|--------------|----------------------|
| | | | | | |
| CURRENT LIABILITIES | | | FIXED ASSETS (As per Schedule) | | ₹ 5,58,670 |
| Duties and Taxes | | ₹ 0 | | | |
| | | | INVESTMENTS | | |
| PROFIT AND LOSS ACCOUNT | | | Fixed Deposits | | ₹ 68,35,000 |
| Opening balance | ₹ 46,41,698 | ₹ 1,06,73,220 | | | |
| Add: Excess of Income over Expenditure | ₹ 60,31,522 | | CURRENT ASSETS, LOANS & ADVANCES | | ₹ 32,79,551 |
| | | | Cash in Hand | ₹ 18,914 | |
| | | | Cash at Bank | ₹ 29,14,139 | |
| | | | Staff Advances | ₹ 1,32,465 | |
| | | | Merchandise Inventory | ₹ 26,921 | |
| | | | Accrued Interest | ₹ 4,216 | |
| | | | Loans & Advances | ₹ 1,000 | |
| | | | Tax Deducted at Source | ₹ 43,497 | |
| | | | Office Rental Deposit | ₹ 1,35,000 | |
| | | | Telephone Deposit | ₹ 3,399 | |
| | | | | | |
| TOTAL | | ₹ 1,06,73,220 | TOTAL | | ₹ 1,06,73,221 |

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.

SUSTAINABILITY



After a difficult 2010-11, Dream A Dream built many new relationships, strengthened relationships with its existing supporters and had a brilliant year of support. We managed to raise sufficient funds to meet all our expenses for the year and also managed to rebuild our Reserve Fund which was wiped out in 2010-11. We raised INR 2.3 Crores (USD 460,000), a healthy 77% growth from the previous year.

We strengthened our support from Trusts and Foundations who formed the majority of our funding source followed by Corporate CSR funding. We continue 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:

Trusts & Foundations:

Global Fund for Children | Silicon Valley Community Foundation | Global Development Network | Juniper Networks Foundation | CSO Partners | The Hans Foundation | IPartner India | Marshall Foundation | Erach & Roshan Sadri Foundation | FIFA - Football for Hope | 40K Foundation

Companies:

Nike India | Tata Consultancy Services | SSgA Investments Research Services Pvt. Ltd. (State Street Foundation) | IDG Ventures | Microsoft GTSC | TPI Advisory Services India | Neev Technologies | Dell International Services Pvt. Ltd. (Dell Youth Connect Foundation) | Northern Trust | Perot Systems India Foundation | Mathworks India Pvt. Ltd. | LSI India

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

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

AWARDS AND RECOGNITION

- Shortlisted as one of the 12 Finalists from across the country at the Apeejay India Volunteer Awards 2011 for innovations in Volunteer Engagement (<http://www.indiavolunteerawards.com/regional-finalists-NGOlist.html>)
- Received funding support from FIFA as part of their Football For Hope Initiative promoting Access to Football for children and young people from difficult circumstances. This is a strategic support that will help us scale our program over the next year.
- Silver Trophy Winner at the Global Sports Forum Barcelona Awards that recognizes Sports For Development innovations from across the world. You can read more about the awards at <http://www.globalsportsforum.org/>
- Vishal Talreja, ED's interview at <http://theseeker.in/dreams-dreamer/>
- The Dream Mentoring Program featured in one of the local dailies - <http://www.deccanherald.com/content/229267/adult-guidance-adolescents.html>
- Vishal Talreja, ED's Interview at Ashoka's Open House Series - <http://www.youtube.com/watch?v=4wFBWVZGq-8>
- Created a movie on the impact of our Life Skills Programs on 4 graduates from Dream A Dream. The movie can be seen at <http://vimeo.com/37893872>

DREAM WITH US

Support Dream A Dream unique Life Skills Development Programmes through

- Donations
- In-kind support through equipment and materials
- Engage as a volunteer / intern
- 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. www.dreamadream.org

THANK YOU