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#### Dear Friends,

In a historic September 2015 UN Summit, leaders from over 150 countries committed to an ambitious 2030 Sustainable Development Agenda – to eradicate poverty in all its forms and dimensions. 17 Sustainable Development Goals (SDGs) were agreed upon and came into force in January 2016.

Reality Gives responded to this global call for action by committing to SDG 4: 'ensuring inclusive and quality education for all'. We spent 2016-17 on enhancing the quality of our programs and reaching out to more beneficiaries than ever before.

In July 2016, we expanded our operations to Sanjay Colony, a slum community in Delhi. With the support of our sister organisation Reality Tours and Travel, which now runs its 'Educational Slum Tour' in Sanjay Colony, we opened a Community Centre and launched our Youth Empowerment Program (YEP) in the area.

Over the course of the year, we also designed and ran 11 weeks of Teacher Training and hired 14 new teachers. This helped us expand our Dharavi School Program into Grade III and almost triple the number of English Classes delivered as part of our YEP. I am particularly proud of our newly designed English Curricula Levels (0 to 3) – especially with the introduction of Level 0 for students who are completely new to the subject, these allow us to provide equitable access to English classes and reach out to the people who need it the most.

Along with successes there were challenges, particularly the alignment between our work in Dharavi and Sanjay Colony. We are no longer a small NGO and with over 45 team members at two different locations, a key goal for the coming year will be to strengthen our systems and define a long-term strategic plan which will inspire our teams and allow our work to thrive in the years to come.

Finally, I would like to thank my team, the board of trustees, our organisational partners and individual donors - we truly would not be where we are today without your support and dedication. Let's keep working together to make quality and equitable education in India a "Reality"!

Krishna Pujari



Reality Gives is a community-based NGO, founded in 2009 as the sister organisation of ethically run tour

company, Reality Tours and Travel (which commits 80% of its post-tax profits to support our work).



#### **VISION**

A world where all communities have **equitable access** to **opportunities** and **resources**.

#### **MISSION**

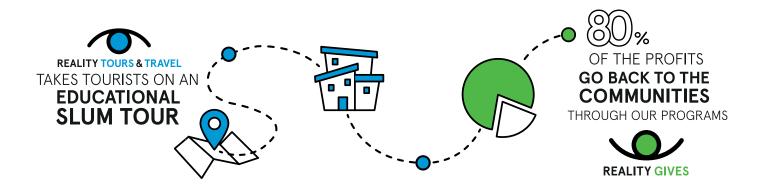
To provide **young people** from underprivileged communities in India with **quality education** to help them maximise their potential.

Originally based in Dharavi, one of Asia's largest 'slums', and now also Sanjay Colony (a slum located in New Delhi) our work centres around the two communities' enthusiasm and need for quality education, widely viewed as the most effective tool to empower themselves to break the cycle of poverty. We share this belief, and have created a range of

programs to equip children and young adults with the tools they need to create their own destiny in life. These programs are founded on bespoke, quality curricula developed in collaboration with local and international experts. They are delivered through teachers we train and develop ourselves, many of whom are from the communities they now serve.

#### **OUR MODEL**

Everything Reality Gives has achieved in the seven years since our inception stems from the support of our sister organisation, Reality Tours and Travel whose signature 'Educational Slum Tour' of Dharavi began over a decade ago with the goal of challenging people's negative perceptions about slums and to use the profits to create positive change in these communities.



Through this unique social business model, where profits from the tour allow Reality Gives to drive meaningful change in Dharavi and Sanjay Colony, our partnership has achieved international recognition. This has seen Reality Tours and Travel win major responsible tourism awards due to the positive impact the tours have on the community through the work of Reality Gives.

Recent years have seen Reality Tours and Travel expand to offer a wide range of tours across Mumbai and New Delhi. They also offer multi-day tours to both Kerala and Rajasthan - all of which aim to provide authentic, thought-provoking experiences for their guests and generate funds to support Reality Gives.



VIRGIN HOLIDAYS RESPONSIBLE TOURISM 2012



TO DO! – SOCIALLY RESPONSIBLE TOURISM AWARD 2014



TOURISM FOR TOMORROW 2015



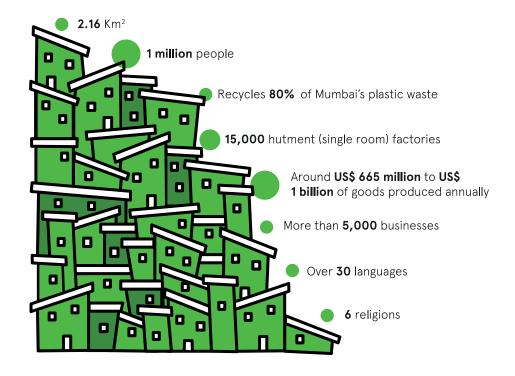
TRIP ADVISOR
CERTIFICATE OF EXCELLENCE
2011-2017

#### **OUR COMMUNITIES** | Dharavi

Lying in the centre of Mumbai, Dharavi is comprised of over 80 settlements across 1.7km<sup>2</sup> and is home to an estimated 1,000,000 people. This makes it 20 times

denser than the rest of Mumbai, which is already one of the most densely populated cities on the planet.





Contrary to its reputation as Mumbai's 'Shadow City', it is an area vital to the day-to-day functioning of the city. It is a slum unlike any other, recycling 80% of Mumbai's plastic and home to an industrial sector which produces around thirty billion rupees (six hundred and sixty-five million dollars) of goods annually. Dharavi's residential

sector is home to people from across India – a population which speaks 30 languages and practices more than six different religions. Reality Tours and Travel aims to highlight the ingenuity, enterprise and resilience of this incredible place while Reality Gives seeks to address some of the major challenges faced by its residents.



Our Reality Tours and Travel visit broke all stereotypes about local slums as built by movies like Slumdog Millionaire. It showed us a place that's alive with small scale industries and high community spirit.... Reality Tours and Travel's business model is the epitome of what we would today call a social enterprise – creating true value for the business, the tourists and the community.

MBA Student Group, London Business School

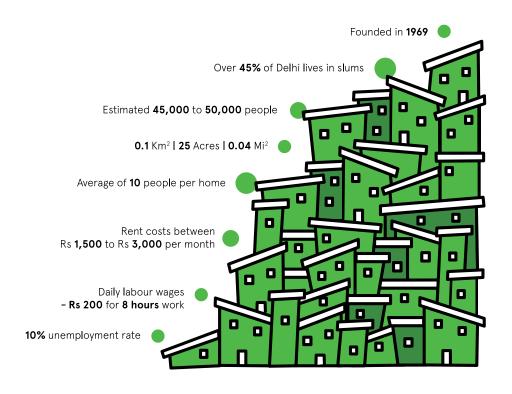


## **OUR COMMUNITIES** | Sanjay Colony

Sanjay Colony is a small slum built on 25 acres (0.1 km²) of land near New Delhi's Okhla Industrial Area. It is home

to approximately 50,000 people in a city where more than 45% of the population live in slums.

# SANJAY COLONY FACTS AND FIGURES



Although it is much smaller than Dharavi, the same widespread spirit of determination to break the cycle of poverty exists. Though the community faces many challenges, its burgeoning clothes recycling and manufacturing industry stands out among a variety of enterprises and small scale businesses – with few resources available, Sanjay Colony has developed a successful micro-economy.

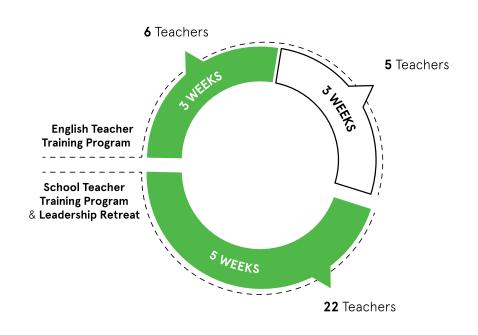
Reality Tours and Travel began offering tours in Sanjay Colony in 2016, which allowed Reality Gives to expand our mission and start providing quality education in a second location.

We believe people from underprivileged communities across India (not just Dharavi and Sanjay Colony) deserve the same, and our ambition is to help even more cities as we grow.



#### **OUR TEACHER TRAINING**

Quality education requires quality teaching, and across all of our programs we value our teachers' development just as much as that of the students. We believe in a sustainable, locally-led model for this, hiring and training teachers from the local community and aiming to help them grow as professionals.





# YOUTH EMPOWERMENT PROGRAM TEACHER TRAINING

This year we recruited high-potential community members to take part in our three-week English Teacher Training Program (TTP), where participants were trained by international TEFL experts in teaching techniques, classroom management, language awareness, curriculum and assessment. After this, we hired three each to become English teachers in Mumbai and Delhi. We also recruited and trained one new computer teacher in each city with a master trainer conducting personalised sessions and lesson demonstrations. We supported all of our teachers' ongoing development with language

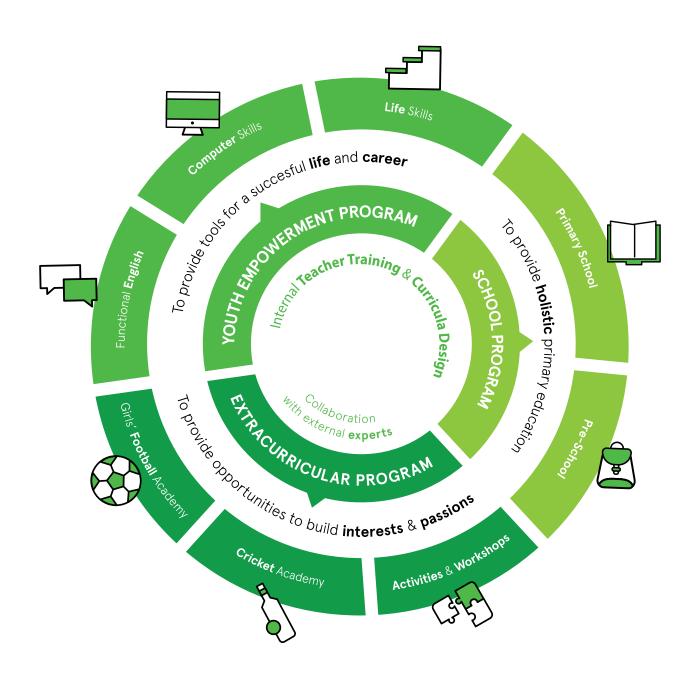
lessons, workshops, leadership retreats and frequent observations.

# SCHOOL PROGRAM TEACHER TRAINING

We introduced the idea of excellent education being a combination of Academics, Values and Exposure. To facilitate this, we delivered five weeks of training programs throughout the year to our 22 teachers, focusing on classroom management, lesson planning, pedagogy and behaviour.

This included a 'Leadership Retreat' week, consisting of 5 days of group exercises focusing on 'Vision', 'Values' and 'Building a Public Narrative'.





We believe that education is the most powerful tool through which we can break the cycle of poverty, and provide it through a variety of programs delivered in schools and community centres across Dharavi and Sanjay Colony. Focusing on youth empowerment, primary education and a number of extra-curricular activities, our programs are united by their emphasis on quality.



Comprised of our English, Life Skills and Computer courses, we deliver our Youth Empowerment Program in Mumbai and New Delhi. It is aimed at participants aged between 16 and 35, who enrol mainly for one of three reasons:

- 1. They attended vernacular medium schools, where English was not taught or was very basic. When they finished and wanted to proceed to further education they found it difficult as the majority of the colleges teach in English.
- 2. They dropped out of school at an early age and struggled to find a job. They see proficiency in English, life skills and computers as being key to giving them improved access to job opportunities.
- **3.** Many young women join our program as they want to enhance their status in their (or their husband's) family, by showing that they are educated. While they may not be able to access further education or pursue a career, these skills are important for their self-confidence and self-worth, and enable them to assist their own children with their education.



With a reported 287 million illiterate adults, the recent 'Education For All' Global Monitoring Report (GMR) by UNESCO places India amongst the 21 countries facing an "extensive" learning crisis. Working with 16-35 year olds in our Youth Empowerment Program we have seen first-hand how a lack of quality primary education negatively impacts one's career, further

education opportunities and also sense of self-confidence and self-worth.

Our School Program at Royal City School, Dharavi, goes to the root cause of this and aims to give primary aged students the strong foundations from which they can grow and develop into confident, educated, empowered individuals.



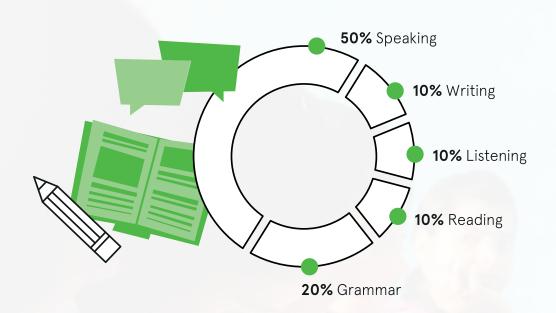
In Dharavi, an underserved and densely-populated area, there is little opportunity or space for young people to play. With this in mind, we supplement our formal education programs with a combination of sports, arts and workshops to teach the types of skills

that can't be taught in a classroom alone. Through these activities we aim to develop talents, interests and passions as well as teaching practical skills.



## YOUTH EMPOWERMENT PROGRAM | Functional English





#### 404STUDENTS

In our communities, English is widely seen as the most important skill for improving employability and subsequently, quality of life. We deliver a communicative English course to the youth of Dharavi and Sanjay Colony, delivered in two hour sessions, five days a week for between 8 and 15 weeks.

Our syllabus covers the basics of English and challenges students to practice using the language in scenarios related to the world of work. The program

aims to give learners the confidence to use English in contexts such as retail, customer service, travel and hospitality, financial services and job interviews.

Classes are split into four levels ranging from level 0 (the most basic stage of our English curriculum, for students who are completely new to the language and alphabet) to level 3 (which focuses on giving proficient speakers the confidence to use the language in functional contexts such as a workplace).



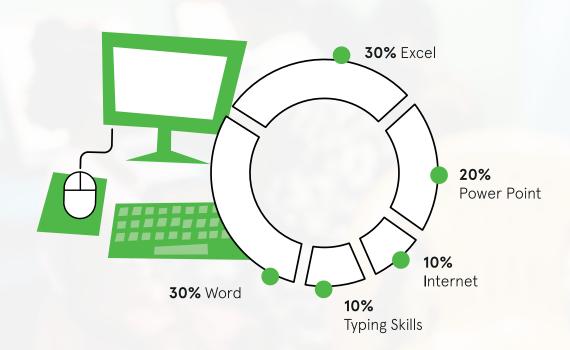
I am thankful to Reality Gives for giving me an opportunity to learn English at this age. Now when I go to my son's school for parents' meetings I am able to understand what the teacher is saying which earlier I was not able to.

meetings I am able to understand what the teacher is saying which Fatima, Youth Empowerment Program Student



## YOUTH EMPOWERMENT PROGRAM | Computer Skills

## 



#### **79**STUDENTS

Alongside English, practical knowledge and understanding of computers is also seen as a vital skill for accessing improved employment and education opportunities. Our bespoke Practical Computer Skills program covers MS Office programs, the basics of Windows and the internet, which students learn through practical tasks such as CV writing, stock control and creating their own PowerPoint presentations (which they then deliver to an audience comprised of

their teachers, peers and other guests). The program is delivered by teachers from the local community who graduated from our Youth Empowerment Program and were subsequently trained as IT teachers by us.

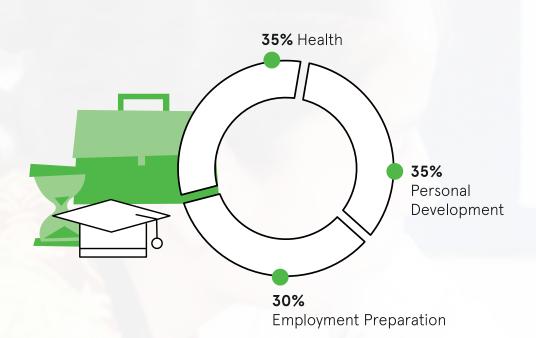
This program is available both through the Youth Empowerment Program and also as a standalone course for other students, who this year have ranged from children as young as seven and eight to housewives eager to learn a new skill.





## YOUTH EMPOWERMENT PROGRAM | Life Skills

## 



232STUDENTS

The third and final component of our Youth Empowerment Program is Life Skills, which was also developed internally using a blend of local and international expertise, with local understanding and sensitivity toward culture, religion and traditions at its core.

The course covers topics as wide-ranging as gender and equality, sexual education, personal development, body language, personal grooming and interview techniques. Through this we aim to

give the youth from our communities the knowledge, tools and support they need to face life's challenges. Given the sensitive nature of many aspects of this course, it is taught in Hindi, enabling students to fully articulate their thoughts and feelings. While employability and further education are vital to the future of our students, so too is a pride in who they are, where they are from and the confidence and belief in themselves to be an active and empowered member of society.



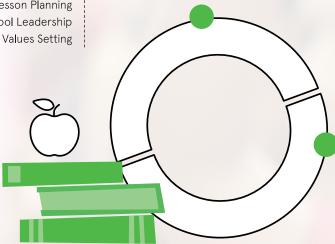
Life Skills was very interesting. I learned about time management, sanitation and health. I'm more confident talking to people now and cleaned my road because I know more about health effects.





## **元**員型票息⊗%%

Classroom Management Community Engagement Subject-specific Lesson Planning Classroom and School Leadership Vision and Values Setting 50% Teacher Training& Continuous Professional Development



50% Child-centred Teaching

Low Student-Teacher Ratio Inclusive and Joyful Classroom Experiential and Active Learning Physical Activities Counselling & Personal Support

**377**STUDENTS

Reality Gives runs a School Program at the Royal City School in Dharavi. This involves us running years from Pre-Kindergarten to Grade 3 at the school, with 22 teachers from the local community delivering classes under the leadership of our School Director. Our goal is to provide quality education, which we consider to be a combination of academic skills, values to guide behaviour, and exposure to the world outside of the surrounding community. Our classes are English-medium, child-centric, inclusive and use an experiential pedagogy. We also use a multi-teacher model in the classroom, where at any given time there are 2-3 teachers present. This helps us identify

every child's needs and promote collaboration between teachers. We work with parents (who often have not had any formal education themselves) to plan simple ways they can support their children and encourage them to take classes themselves at our Youth Empowerment Program. We also partner with external organisations such as Teach for India, Muktangan, TISS and Rubaroo, and work with volunteers to meet the needs of the program. Our commitment to invest sustainably in developing our teachers, with support from international experts and best practices, is what makes our approach unique.

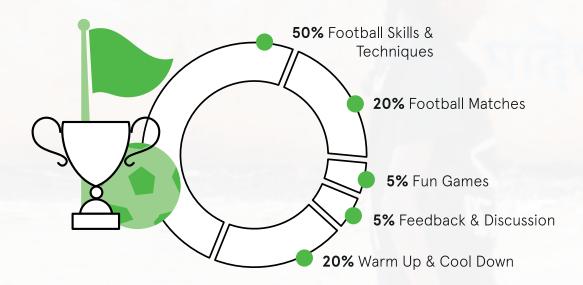




## **EXTRACURRICULAR PROGRAM**

Girls' Football Academy







Young women in our communities are typically taken out of education earlier, marry early and are expected to complete a multitude of household tasks every day, making their world very small and giving them little freedom. Delivered in partnership with OSCAR Foundation, our Girls' Football Academy uses sport as a tool to offer these young women the opportunity to compete, to meet other women of various ages, religions, cultures and backgrounds, and to have fun.

Meeting twice a week, and split across four different age groups, we use this as a platform to develop the girls' leadership and team-working skills. We give them a medium through which to form friendship and support groups with other girls. We encourage participants to regularly attend their school and further education, to participate in other Reality Gives programs and also attend workshops on teamwork, health and hygiene, and communication.

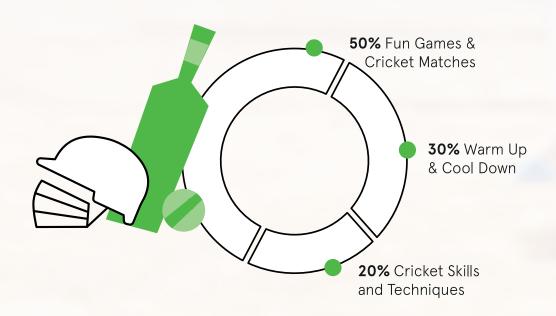




## **EXTRACURRICULAR PROGRAM**

Cricket Academy





111PLAYERS

Our Cricket Academy, in partnership with Project Front Foot (PFF), began eight years ago when PFF founder Vic Mills came through Dharavi with Reality Tours and Travel. On his tour, Vic, a huge cricket enthusiast, was struck by two things – the incredible passion for the sport and a lack of adequate kit. He was moved to take action.

From a modest start, this program has grown and formalised with participants now benefitting from

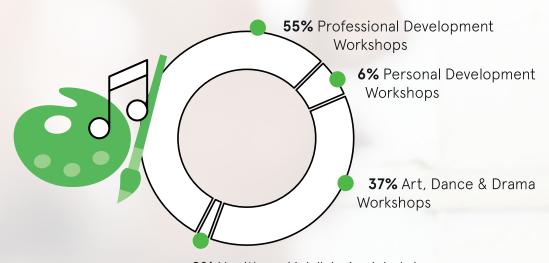
a detailed training plan aimed at improving all aspects of their cricketing skills and knowledge. It also encourages self-reflection and understanding through individual feedback sessions and progress reviews. As with our Girls' Football Academy, the love of sport is used as a medium to teach other skills such as teamwork, leadership and responsibility, and to encourage regular school attendance.





## **EXTRACURRICULAR PROGRAM** | Activities & Workshops



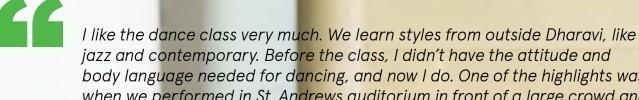


2% Health and Well-being Workshops

197STUDENTS

In addition to the previous two major activities, through collaboration with a number of national and international partners we also provide a variety of adhoc workshops and classes at our Community Centre in Dharavi. Over the past year, these have included self-defence, dengue fever prevention, mentoring,

magic, drama and yoga. Though many and varied, our workshops centre around our desire to give young people from the community access to hobbies and experiences that many others take for granted.



body language needed for dancing, and now I do. One of the highlights was when we performed in St. Andrews auditorium in front of a large crowd and celebrities. I will always remember that day. Sahil, Dance Class Student





### TRANSPARENCY & ACCOUNTABILITY

We believe in clear transparency and accountability. The information provided here is intended to go beyond compliance, laws and regulations and give a thorough view of the structure and functioning of

our organisation. The financial section also includes money spent by our sister organisation, Reality Tours & Travel (RTT), directly on Reality Gives' activities.

#### **REGISTRATION DETAILS**

REGISTRATION	REGISTRATION DATE	REGISTRATION N°	VALID UNTIL
Registered as Society	04/08/09	1704/2009/G.B.B.S.D.	Permanent
Registered as Trust	03/08/10	F-39966	Permanent
12A	01/04/11	INS./ 44701	Permanent
80G	01/02/14	DIT(E)/MC/80G/457/ (2011-12)/2013-2014	Permanent
FCRA	30/06/17	83781548	30/06/22

#### **Main Bankers**

Name of Banker: Axis Bank

Address: Natasha 21C to 25C, Hill Road,

Bandra (West), Mumbai, 400050 Account Code: 912010062629765

SWIFT Code: AXISINBB028

IFSC: UTIB0001621

## **Statutory Auditors**

Name of Auditing Firm: S M Lasrado Address: Silver Symphony, Church Avenue,

Santa Cruz West, Mumbai 400054 Telephone: +91 22 26051441 Email: stanlasrado@gmail.com

#### **BOARD MEMBERS ON 31st MARCH 2017**

NAME	POSITION	SEX	AGE	OCCUPATION	AREA OF COMPETENCY
Amit Roy	President	М	42	Banking	Management
Adidas Jacob	Vice-President	М	73	Business	Management
Piyashree Mujherjee	Treasurer	F	37	Service	Social Work
Aashita Meera	Member	F	46	Consultant	Education
Akshay Tandon	Member	М	30	Business	Design and Communications
Rishab Maskara	Member	М	31	Business	Sales and Marketing
Uday Pujari	Secretary	М	33	Other	Accountancy

- The Reality Gives Board met 3 times in 2016/17, on:
   28 July 2016, 18 November 2016, 28 March 2017
- No new board members were added in the past financial year
- No board members left the board in the past financial year
- Total Cost of international travel for organisational

work by all personnel (including volunteers) & Board members (Rs.) : zero

- Total Cost of national travel by all personnel (including volunteers) & Board members (Rs.): 342,164
- Monthly Remuneration Head of the Organisation (Rs.): 23,169

# DISTRIBUTION OF PAID STAFF ACCORDING TO COMPENSATION LEVEL ON 31st MARCH 2017

		•••••	• • • • • • • • • • • • • • • • • • • •	
GROSS SALARY + BENEFITS PER MONTH (Rs.)	MALE	FEMALE	TOTAL	
< 5,000	0	3	3	
5,000 - 9,999	1	18	19	
10,000 - 19,999	1	9	10	
20,000 - 29,999	1	0	1	
> 30,000	2	3	5	
Total	5	33	38	

#### STAFF CONTRACT DETAILS ON 31st MARCH 2017

EMPLOYMENT CONTRACT	MALE	FEMALE	TOTAL
Employees full time (remunerated staff)	3	25	28
Employees part time (remunerated staff)	0	2	2
Consultants full time (remunerated staff)	0	0	0
Consultants part time (remunerated staff)	2	2	4
Volunteers full time (pro-bono/not remunerated)	1	4	5
Volunteers part time (pro-bono/not remunerated)	15	22	37
Total	21	55	76

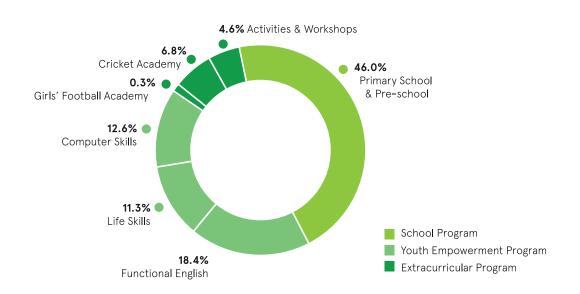
## **BALANCE SHEET ON 31st MARCH 2017**

LIABILITIES	RGI INDIA (Rs)	ASSETS	RGI INDIA (Rs)
General & Earmarked Funds:		Moveable Properties	100,052
Corpus Fund	1,953,255	Deposits	549,979
Income & Expenditure Account	(1,195,145)	Advances	37,000
	758,110		
Donation Received in Advance for 2017/18	1,400,000	Closing Stock	0
Duties and Taxes Payable	104,498		
Provision for Salary Expenses	507,863	Bank	2,192,612
Provision for Sundry Expenses	150,870	Cash	41,698
Total	2,921,341	Total	2,921,341

## PROGRAM EXPENDITURE FOR THE YEAR TO 31st MARCH 2017

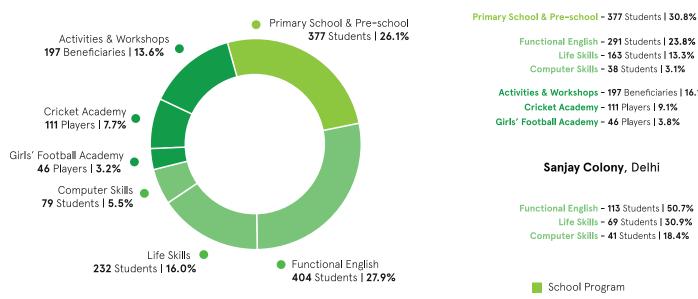
			•••••	
PROGRAMS 2016/17	TOTAL EXPENDITURE (Rs.)	RGI INDIA (Rs.)	RTT EXTRACTS (Rs.)	BENEFICIARY No.
School Program				
Primary School & Pre-school	3,927,391	3,367,436	559,955	377
Youth Empowerment Program	1			
Functional English	1,570,933	1,108,167	462,766	404
Life Skills	962,641	692,641	270,000	232
Computer Skills	1,080,405	850,953	229,452	79
Extracurricular Program				
Girls' Football Academy	28,160	28,160	0	46
Cricket Academy	579,129	431,341	147,788	111
Activities & Workshops	397,206	257,218	139,988	197
Total	8,545,865	6,735,916	1,809,949	1.446

#### PROGRAM EXPENDITURE



#### PROGRAM PARTICIPATION





**Dharavi & Sanjay Colony** 

#### Dharavi, Mumbai

Functional English - 291 Students | 23.8% Life Skills - 163 Students | 13.3% Computer Skills - 38 Students | 3.1% Activities & Workshops - 197 Beneficiaries | 16.1% Cricket Academy - 111 Players | 9.1% Girls' Football Academy - 46 Players | 3.8% Sanjay Colony, Delhi Functional English - 113 Students | 50.7% Life Skills - 69 Students | 30.9% Computer Skills - 41 Students | 18.4%

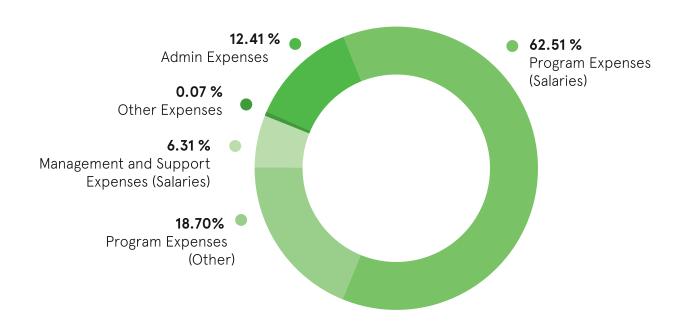


## **INCOME AND EXPENDITURE FOR THE YEAR ENDED 31st MARCH 2017**

EXPENDITURE	TOTAL (Rs.)	RGI INDIA (Rs.)	RTT EXTRACTS (Rs.)
Admin			
Materials/ Equipment	110,877	110,877	
Activities	184,856	184,856	
ESIC and Provident Fund Expenses	459,753	459,753	
Accounting Expenses	335,786	335,786	
Other	214,961	214,961	
Total Admin Expenditure	1,306,233	1,306,233	
Program Expenses			
Salaries	6,578,122	4,768,173	1,809,949
Other	1,967,743	1,967,743	0
Total Program Expenditure	8,545,865	6,735,916	1,809,949
Management & Support			
Salaries	663,967	0	663,967
Total Management & Support Expenditure	663,967	0	663,967
Other Expenses			
Depreciation on Assets	7,365	7,365	
Total Other Expenditure	7,365	7,365	0
Total Expenditure	10,523,430	8,049,514	2,473,916

INCOME	TOTAL (Rs.)	RGI INDIA (Rs.)	RTT EXTRACTS (Rs.)
Merchandise Profits - Reality Tours	868,984	0	868,984
Donations - Reality Tours	5,250,000	5,250,000	0
Donations - Other	2,145,860	2,145,860	0
Bank interest	26,269	26,269	0
Expenditure incurred by Reality Tours	2,473,915	0	2,473,915
Total Income	10,765,028	7,422,129	3,342,899
PROFIT/ (LOSS)	241,598	(627,385)	868,983

## **TOTAL EXPENDITURE**



# 5 OUR PEOPLE

Without the passion and dedication of our team, there would be no Reality Gives. Our teachers, coaches and office staff perform very different roles but share the same vision, progressing towards it by working together. The journey has gathered momentum over the last year, which saw us hire 17 new people (including 14 teachers) in Mumbai and Delhi. Being split between two different cities has brought

new challenges, but also great pride as we expand our mission. We place a strong emphasis on the development of talented, motivated local staff (many of whom have come through our own programs). This year the recruitment of a new Director of Education has helped us to focus on this even more, delivering a range of teacher training and leadership retreats at our different locations.



Hiring from local communities means our programs benefit from local know-how, and collaboration with sector experts and international staff compliments this, offering a vital blend of insight, understanding and experience. We have an active Board of Directors,

all experts in their various fields of work, ranging from education, to finance, business, communications, marketing, accountancy and social work, and receive further support from dedicated volunteers from India and overseas.

34 Reality Gives has superb teachers, great staff and amazing students. When all these people meet together they create a magnificent atmosphere. I am proud of each of them, I am proud of this moment with them and proud of myself too. Ravi Kumar, Sanjay Colony Operations Manager (Reality Tours and Travel)



While our unique social business model with Reality Tours & Travel provides the foundation for our work, we could not grow, extend and develop without the enthusiasm, belief and generosity of the following supporters and volunteers.

We are continually encouraged, uplifted and humbled by the support we receive from each and every one of the organisations and individuals listed overleaf.

We're now able to serve more children and young adults than ever before - this truly is thanks to the many individuals and organisations who take an interest in what we do, share our values and want to help. Carrying out our activities would not be possible without our supporters.

### **MAIN SUPPORTERS**







































#### ORGANISATIONS

Adhyayan Asia

American School of Bombay

Aria Advisory

Atlas Consultancy Services Ltd

ATMA

Badger & Co. Leather

Baraka Cafe Zoe Cardistry

Danceworx Academy

Dasra

Deloitte Digital Dharavi Art Room Dharavi Market

**DSB International School** 

Google

Harvard University South Asia Institute

Indian Gymkhana

Italian Trade Commission

L K Nakashe Consultants Pvt. Ltd.

Leftfield No Nasties Oberoi International School Pack for a Purpose Procam International Ltd Rotary Club of Edmonton

Rubaroo Sanofi

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