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Message from the Chair





Dear Friends,

As we approach the year 2020-21, we reflect and see a year of great significance has passed. This year we have expanded our horizon from two verticals viz. 3Fold and Projects to four Verticals, bringing back FishMarc (Fisheries Management and Resource Centre) and MSME. This we hope will create deeper, wider and positive impacts to the communities whom we work with. The 3Fold model that aims to make smallholder farmers wealthy, resilient and responsible across locations is doing well especially in the areas of farmer mobilization, farm financing services and advisory etc. However, there were challenges in facilitating farm enterprises promotion, market services, institution building and technology. The 'Platform for Inclusive Entrepreneurship' a platform approach to bridge the gaps between small producers and ecosystem players has gained momentum during this year. We were able to deliver well in most projects that come under Project vertical and there have been many learnings from these for further shaping up of our models. Fishmarc interventions in three strategic locations gained momentum and a new model to support the livelihoods of women fish vendors is emerging. Vriddhi India Supplier Development Programme supported by Walmart, which aims to build the capacities of 50,000 MSMEs, was launched during this year. Vrutti has a key role to play in this novel initiative. Overall, this year has been a very satisfying, enriching and fulfilling year for us and we would like to step into the next year with more aspirations and plans.

> MRC Ravi Chairperson



Vrutti is a not for profit organization registered under the Karnataka State Societies Registration Act 1960. We have been in the social impact space for more than 26 years as part of the Catalyst Group and made a difference to the lives and livelihoods of over a million poor and marginalized individuals and households. We work through an ecosystem approach integrating and delivering end to end services that empower small producers and marginalized grow their way out of poverty and uncertainty and to be 3 times more profitable.

OUR VISION

Enhancing People's Wellbeing through Knowledge, Innovation and Transformative Actions.

OUR MISSION

Building Wealth and Resilience of Small Producers and Vulnerable Communities through Transformative Livelihoods Solutions.



Vrutti engages with more than 1,36,098 farmers, 50,000 MSME's and 21,000 fisherfolk across 8 states of India.

- Karnataka
- Kerala
- Tamilnadu
- Maharashtra
- Andrapradesh
- Madhya Pradesh
- Telangana
- Chhattisgarh

3 Fold model

Wealthy, Resilient & Responsible Farmers

Our flagship programme, 3Fold is about building wealthy, resilient and responsible farmers – making them successful entrepreneurs and sustained job creators having their income increased by three times. It believes in the empowerment of farmers and their entrepreneurship orientation/potential and nudging the same to achieve the impact.

The 3Fold model is built on the key approach of promoting and facilitating an entrepreneurship-led ecosystem in agriculture, sustained through strong farmer producer institutions.

The model is being presently implemented in 7 locations across 5 states covering 31,500 farmers. The 3Fold model aims at improving the resilience and wealth of smallholder farmers by at least 50% in these locations.



7 LocationsBusiness Acceleration Units



29 Organizations

Farmer Producer Organization



31,500 Families

Smallholder Farmer families

Bundle of services

Community institutions strengthening Farmer Farmer Farm enterprises

Value addition & Farm Finance



















About 18,925 farmers were provided with at least one farm advisory service during the year across all the 7 BAU locations. Training programs have been conducted on various packages of practices covering from land preparation to post harvest techniques. Demonstrations and Farmer Field School have been conducted on cultivation practices of new varieties, techniques such as SRI, Zero tillage method, soil and water conservation practices. Demonstrations were also conducted on Non Pesticide Management (NPM) on cauliflower and cabbage and multi cropping techniques with 6 different crops. Demonstrations also included preparation of organic bio inputs to reduce the cost of production, improve productivity and protect soil health and environment.

Input Services - About 10,930 farmers were benefited through facilitation of demand aggregation of inputs such as quality seeds, fertilizers, pesticides, Bio inputs, growth promoters. A new drought resistant variety of maize "Dhanya M1107" was introduced. A new variety of tomato namely ARKA-SAAHO which is a pest resistant variety and requires less irrigation was introduced during this year. The other major seed varieties included Groundnut, Black gram, Wheat, Paddy, Maize, Tur and vegetables.

922 new and 1072 existing enterprises

were supported to diversify the income sources of farmers across the BAUs to improve their livelihoods. Promotion and strengthening of enterprises were initiated at Farmer, ABA, Group and FPO levels. The types of enterprises include Allied, Agri inputs, Market and value addition and Non-farm enterprises. A total of 13 FPO level enterprises were promoted which include Oil extraction, Cattle feed production, Dairy, Input and Output marketing. The enterprises were provided support on identification and feasibility appraisal, technical and market linkages.



Financial and credit linkage facilities were provided to promote strengthen the enterprise units under the respective project funds in each of the BAUs. Credit linkages were also made under KCC through Syndicate bank, **FWWB** Sanghamitra enabling the farmers to become entrepreneurs income diversification.

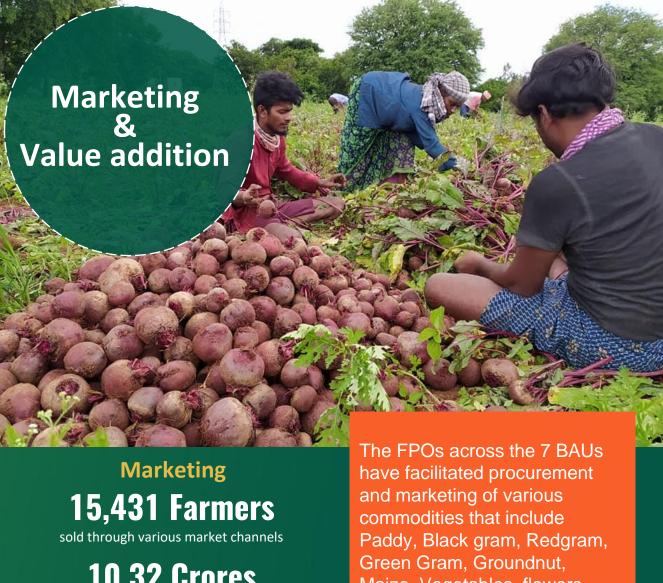
FarmEnterprises



Farm finance being one of the core services under 3 Fold, Credit linkages were facilitated linking individuals, SHGs, FIGs and FPOs with banks for credit support through convergence for enterprise and business development activities. The BAUs have reached out to farmers on financial literacy highlighting the importance of opening bank accounts, health insurance, Kisan Credit Cards (KCC) and its benefits. Linkages have been established with Syndicate Bank for KCC.

The FPOs have been linked with FWWB towards promotion of animal husbandry enterprises and Sanghamithra provided financial support to SHG members for enterprise promotion.





10.32 Crores

Turnover

Farmer got Avg Profit of Rs.937

FPO got **Profit of** Rs.26 Lakhs



Maize, Vegetables, flowers, Coconut, Coconut oil, Millet flour, Custard apple, Mushroom, Vermicompost, Bio pesticides, Poultry and Milk for 15,431 farmers. These initiatives have not only benefited the facilitating FPOs to make profits but also helped farmers to get an additional income through better price.

The 3 Fold model is built on the key approach of promoting and facilitating an entrepreneurship-led

agriculture, ecosystem in through sustained strong farmer producer institutions. A total of 29 FPOs have been promoted across the 7 BAU locations which remain instrumental in delivery of services to the farming community under the 3 Fold model. The shareholders were into aggregated primary such as **Farmer** groups (FIG), Interest Groups Self Help Groups (SHG), Joint Liability Groups (JLG), Producer Groups (PG) and Farmer clubs.

The BAUs engage in various capacity building efforts to strengthen the farmer institutions and its leaders. A total of 367 training programs were conducted to build their capacities on the importance of governance, business plans



and marketing, statutory compliance, PICAT, KCC, Share mobilization, financial literacy and management of FPOs. Systems are established in each FPO to track and monitor the business and also statutory compliance. Producer Institution Capacity Assessment Tool (PICAT) was introduced for all the FPOs and assessment is being carried out in phased manner.

The FPOs have been linked with various stakeholders such as KVKs, Govt. line departments, financial Institutions and market players for sustained support services on knowledge, programme leverage, credit linkage and market facilitation.

Institutional Development support

Projects











Sustainable improvements in the quality of lives



In Mecheri block of Salem district an initiative is in progress for sustainable improvements in the quality of lives of 2000 families. The Mecheri Farmer Producer Company Ltd. incorporated in February 2019. The FPO presently has 1200 shareholders with a paid-up share capital of Rs.12,00,000. The FPO has achieved a business turnover of Rs.6.85 lakhs during this year. Linkages have been established with various stakeholders towards the sustainability of the FPO.

Enabling Start-Ups through Value Chain Approach for Underutilized Crops of Arid Region

Establishment of start-ups is in progress through value chain improvements for under-utilized crops, Jackfruit, Cashew and Coconut in Pudukkottai district with a primary objective of doubling farmers initiative covers income. This 1000 farmers and funded by the Department of Biotechnology (DBT), implemented Indian Institute of Food Processing Technology, Thanjavur (IIFPT) and Vrutti jointly.



Baseline information collected for 150 farmers through a random selection of 50 farmers for each crop. Five training sessions were conducted on Jackfruit and Coconut.

Capacity Building Support to 3 FPOs in Pudukkottai



Vrutti facilitated a capacity building program for a period of one year for the FPO leaders and office bearers of 3 FPOs in Pudukkottai, Tamil Nadu with the support of Friends of Women's World Bank (FWWB). Training on Governance, basics of financial management and operational management were provided to BoDs

and key staff members. Training on Producer Institution Capacity Assessment Tool (PICAT) was provided to Activators and CEOs of the 3 producer companies to self assess the strength and capacity of the FPOs and PICAT was conducted for Ambuliaaru FPO.

Building the wealth and climate resilience of farmers through enterprise development and sustainable agriculture

To improve the incomes of reduce entrepreneurs and climate risks of the farmers in Maralavadi and Hunsanahulli block in Ramanagara district in Karnataka, Initiative is being taken to increasing incomes though starting up of own enterprises, increase in knowledge of sustainable agriculture practices and adoption of sustainable agriculture practices.



This initiative covers 150 farmer households through training on sustainable agricultural practices and 30 farmer households for promotion of individual enterprises and 8 to 12 farmer households for group enterprise. Training programs are being conducted and promotion of allied enterprises are in progress.

Holistic Rural Development Program (HRDP) funded HDFC was initiated in 2017 in association with Vrutti in Pipariya block of Hoshangabad District in Madhya Pradesh. The program covers 2906 beneficiaries across 8 villages to create economic resilience in villages these bv reducing vulnerability and enhancing livelihood by improving farming practices of both agriculture and livestock and promoting selfemployment.



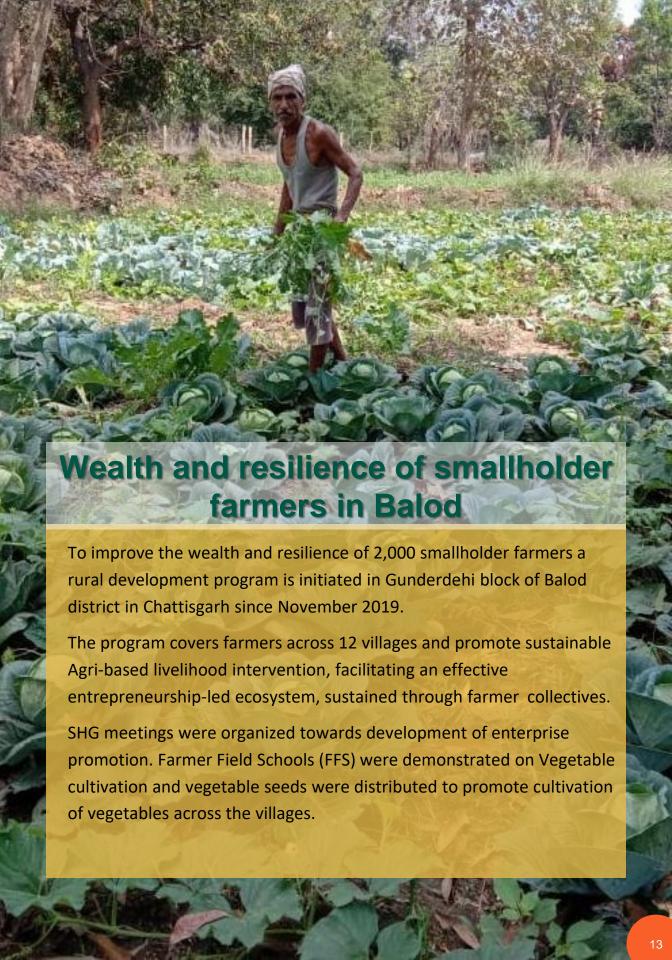
The activities include Natural Resource Management, Skill development and Livelihood enhancement, Health and Sanitation. The communities were benefited with seed banks, certified wheat seeds, sprinkler pipe sets, solar streetlights, bio-gas plants and ponds restorations. The farmers were provided with training on organic farming. Health camps and hand wash programs were conducted for school children in all villages. Group level enterprises were promoted for the women to generate income for their livelihoods.

Shwetdhara



Shwetdhara program has been initiated since 2018 in Pipariya and bankhedi blocks of Hoshangabad District in Madhya Pradesh to provide Artificial insemination, feed, credit and Management service at the doorstep of dairy farmers.

Two Dairy Vikas Kendras (DVK) each covering 5000 cattle population have been established and services are provided by Gram Sakhis through these centres. A total of 65 Shwetdhara groups and 8 cattle breeding centres have been promoted. 455 training programs were conducted and 2817 Artificial Inseminations (AI) are done. 862 Confirm Pregnancy (CP) are reported.



Vrutti Livelihood Impact Finance Enabler

KCC Program with Syndicate Bank

Kisan Credit Card (KCC) program supported by Syndicate Bank which was initiated in Bagepalli BAU location during 2017 is progressing well. A total of 1314 farmers were provided Rs. 7.29 crores during this year.

SHG Lending with Sanghamitra Finance

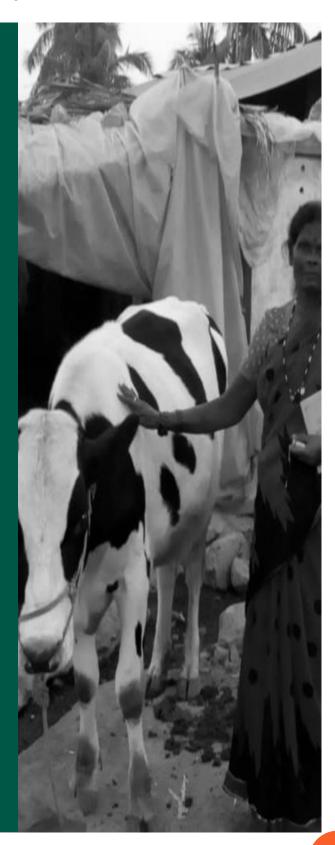
Credit linkages of 47 Lakhs were facilitated through 32 SHGs in Kalaburagi BAUs towards enterprise promotion.

Support to FPOs on access to credit & other services Loans to FPOs

Credit of Rs.10.50 lakhs each to 3 FPOs in Pudukkottai BAU was facilitated through FWWB towards promotion of animal husbandry enterprises. A total amount of Rs.31,50,000 was distributed among 136 farmers across 3 FPOs to initiate cattle, goat and poultry rearing units.

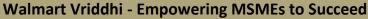
Input credit plan was initiated on a pilot basis benefiting 58 farmers to a worth of 2.90 Lakhs across 3 FPOs in Pudukkottai.

Loan amount of 17.37 Lakhs was disbursed to 40 individuals, 8 Groups and 3 FPOs in Pudukkottai, Bagepalli and Sehore under revolving fund concept.



Micro, small and medium-sized enterprises (MSMEs)





Vriddhi India Supplier Development Programme was launched in Dec 2019. Walmart understands that micro, small and medium-sized enterprises (MSMEs) are vital to India.It leverages the supply chains, supplier ecosystems and certification and onboarding programmes of the Walmart businesses in India.



The program will train and prepare 50,000 Indian small businesses to "Make in India" for global supply chains. Walmart Vriddhi will actively work with India's micro, small and medium-sized enterprises (MSMEs) to expand domestic capabilities and participate in the global economy.

Vrutti plays a vital role in this project and focus on Curriculum development, Training of Trainers, Landscape Study of MSMEs, Strategy to access to finance for MSMEs, Strategy to support Women owned Business (WOB).

Beautypreneur Program

Beautypreneur Project (BP) is aimed at existing women entrepreneurs to grow their business and improve their income and revenue. project coverina the entrepreneurs from districts of Karnataka was launched in January 2020 and implemented by Vrutti Livelihood Impact Partners in partnership with Godrej Consumer Products Limited.



Vrutti is responsible for providing training on enterprise management and technical skills; mentoring and business development services to improve their business operations. 189 beautypreneurs were on board of which 97 of them were enrolled for the 1st batch of technical training program



FishMarc, a vertical of Vrutti, has been working with fishing community groups & organizations

- Capacity building of Fishing Community Organizations and fish value chain study is in progress in Nagapattinam. Department of Fisheries has agreed to partner with FishMarc.
- Second phase of the fish4food project which aims at a systematic documentation of innovations in improving the livelihoods of women fish vendors is in progress.
- Strengthening of women fish vendors livelihoods is progressing well in Mumbai, Chennai and Trivandrum locations.
- FishMarc is directly working in Chennai and work happens through local partner organisations in other 2 locations.





Impact at Scale

Platform for Inclusive Entrepreneurship (PIE) is a producer-centric digital platform, a transformative systemic solution being built on the Societal Platform approach to improve the incomes (3-10 times) and resilience of small producers; helping them to access all key services in their livelihood journey. The initiative is in progress with substantial traction on the field by a collaboration of three passionate partners Vrutti, Mindtree and Industree with complementary skills (farmers, artisans, technology) building on the livelihoods models of partners.

For more details >> https://pie.foundation

Co-Creators









Case stories



Doubling of income through Organic Cultivation

This Success story highlights the implementation of 'Organic vegetable cultivation' method as a good practice to reduce cost of production and get additional income. The woman farmer Mrs. Shanthi of Thenikkadu village in Pudukkottai district, Tamil Nadu is a shareholder of Mukkanicholai Agriculture Producer Company Ltd.

The Agri Business Accelerator (ABA) briefed the farmer on the benefits of cultivation through organic methods and the means of earning more income. The BAU field team encouraged Shanthi to make use of her half acre land to adopt practices on Ladies finger organic vegetable crop. Vrutti offered her the basic concepts and ideas preparations, Organic manure preparations and natural pest control methods in organic ways like seed selection, seed treatment and bio inputs preparation and pest control methods. Following the recommendations and farm advisory of the ABA during the crop cycle, Shanthi benefited with improved yield and reduction in cost of cultivation. The experimental initiative has helped the farmer to adopt organic practices on vegetable cultivation and enabled her to gain an additional yield of



225 Kgs as compared to her usual method of cultivation practices.

The improved yield has doubled her income with an additional earning of Rs. 3800 during the crop cycle. In addition to yield increase, Shanthi was able to reduce her cost of production by Rs. 2450.

On the whole, the farmer has realized an improved yield, increased income, and reduced cost of cultivation in her farming activities.



Successful Women Entrepreneur

Nabha Jain is a farmer hailing from Nandur village of Kalaburagi district in the state of Karnataka and a shareholder of the Rohini FPCL. As a shareholder of the FPO she was introduced to the concept of enterprise promotion for income diversification of farmers in the 3-Fold model implemented by Vrutti.

The Business Acceleration Unit (BAU) team of the Vrutti-AHT initiative elaborated on the means of income diversification and motivated her to become an entrepreneur to generate additional income for her livelihoods. Having understood the benefits of becoming an entrepreneur, the farmer showed interest in venturing into cattle rearing enterprise and started the unit.

This initiative enabled Ms. Nabha Jain to diversify her revenue sources and earn an additional income of Rs.2000 per month. In addition to this direct income the family is also benefited with the compost worth of Rs.3000 (2 trucks) per annum which could be used for farming purposes.

The intervention has not only helped Nabha Jain to diversify and increase her income but also transformed her into a successful entrepreneur. This initiative has also emerged as an example for the other farmers to follow and instilled confidence to bloom as successful entrepreneurs in future.



Profitable Market linkage

Reddy is a smallholder Yarapa farmer with 3.4 acres of land holding and lives in Pakapatlapalli Bagepalli village in Taluk Chikkaballapura district in the state of Karnataka. The farmer regularly cultivates vegetables in half a portion of his land holding for his Yarapa livelihoods. Reddy happened to learn about the presence of FPO and its various services specially the profitable market linkages for vegetables.

Reddy approached the Yarapa Yellampalli FPO and was briefed on the services offered to the small holder farmers. To improve his confidence in its services the FPO offered him the market linkage for his brinjal. The FPO procured 1100 Kilograms of brinjal and the farmer was offered a price of Rs. 20 per Kg, which was ₹1 higher than the market price on that day with no transport cost and Zero commission charges. Thus, the farmer was able to enjoy the income of ₹ 22,000 in full without spending any amount on transport and commission.

Having realized the benefits of the FPO, Yarapa Reddy enrolled himself as a shareholder in Yellampalli FPCL immediately after the pilot transaction of his produce through the FPO. As part of the farm



advisory the farmer was offered a growth promoter for his vegetable crop.

On realizing the economic benefits from output marketing through the FPO, the farmer sold his remaining produce of 7250 Kilograms of brinjal in the following cycles to the FPO and earned a net income of ₹ 48,866.

Apart from this, the farmer benefited with a savings of ₹ 30166 acquired from the zero transport and commission charges which added to the net income and made his farming more profitable and beneficial.



Catalysing Social Impact 2019

Vrutti was part of Catalysing Social Impact (CSI) 2019, which is one of a kind forum that brings together the communities, practitioners and believers to try and tackle complex societal challenges through solution circle approaches. There were four solution circles formed to address the issues 1) innovative finance products for complex problems 2) TechTonic 3) Transform for Scale and 4) Social & Behaviour Change. Vrutt actively participated in all four solution circles and was the use case for two - innovative financing and transform for scale. One of the solutions emerged in the innovative financing solution circle "Credit based inputs and outputs business in FPOs" was tested as a pilot in 3 FPOs in Pudukkottai, Tamilnadu. Through this initiative, 62 farmers availed inputs worth of Rs. 3.17 lakhs from FPOs and the FPOs made a profit of Rs. 67,528. This initiative received positive feedback from all stakeholders and learning from this pilot were incorporated into the final design. Vrutti and Mindtree were the use case for 'Catalysing the ecosystem to enable farmers to access a bundle of integrated services (platform approach)' as part of Transform for Scale circle. The solution that the group identified for taking impact to scale was Agri-stack, a platform approach to bridge the gap between the farmers and ecosystem players. Vrutti is continuously working on these to achieve scale and impacts.



Samunnati and The Economic Times-Farmers Producer Organisation Summit and Awards 2019.

Vrutti was recognised and presented an award in the FPO enablers category for the Best NGO and Research institute supporting FPOs. Balakrishnan, CEO of Vrutti received the recognition on behalf of Vrutti Team.

In addition Shanti Sagara Horticulture FPO from Davanagere District, Karnataka supported by Vrutti received the Best FPO award for Good Governance mechanism.

Partners





Audited Financials

VRUTTI No.25, 2nd floor, AECS Layout, Ashwathnagar, Bangalore - 560094 INCOME AND EXPENDITURE ACCOUNT - Consolidated

PARTICULARS	Note	As at	(Amt in ₹
INCOME	Hote	31st Mar 2020	31st Mar 2019

Network Engagement & Support			87,03,38
Enterprise Development & Employment Generation		30,38,612	-
Financial Inclusion & Social Protection	8	-	6,88,00
Agriculture Extention Activities	~	7,39,36,860	8,07,37,94
Studies Reserach and Training		2,12,70,805	3,21,02,07
Fisheries Extension Activities		47,42,960	13,45,903
Interest Income		14,71,477	8,35,600
Other Income		7,06,371	48,27,290
Donations		9,35,543	14,04,739
Total Income		10,61,02,628	13,06,44,936
EXPENDITURE			
Network Engagement & Support			96.35.000
Enterprise Development & Employment Generation		28,02,844	86,35,000
inancial Inclusion & Social Protection	9	20,02,044	
Agriculture Extention Activities	,	7.20.02.626	6,26,000
Studies Reserach and Training		7,29,92,636	7,78,65,386
isheries Extension Activities		1,92,80,365	2,98,14,678
Gaja Cyclone Relief Expenses		43,13,001	12,22,330
Health and Livelihoods Implementation			14,07,500
Administrative expenses		2,25,324	1,36,000
Expenses on Employment	10	65,66,121	43,45,125
Depreciation	11	74,98,475	47,31,169
	12	1,40,431	1,64,716
Total Expenditure	-	11,38,19,197	12,89,47,904
excess of Expenditure Over Income (Deficit/Surplus)		-77,16,569	16,97,032

For Vrutti

M R C Ravi Chairperson

Balakrishnan.S Secretary

Johnson Thangaraj Treasurer

Date:

Place:Bangalore

As per our report of even date annexed For R V K S And Associates

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Chartered Accountants

Firm No.008572S

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R.Mohan Partner

M No.203911

UDIN: 20203911 AAAA FJ77714

Audited Financials

VRUTTI
No.25, 2nd floor, AECS Layout, Ashwathnagar, Bangalore - 560094
INCOME AND EXPENDITURE ACCOUNT - Consolidated

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Network Engagement & Support			87.02.204
Enterprise Development & Employment Generation		20.29.612	87,03,388
Financial Inclusion & Social Protection		30,38,612	-
Agriculture Extention Activities	8	7 20 26 860	6,88,001
Studies Reserach and Training		7,39,36,860	8,07,37,943
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For Vrutti

M R C Ravi Chairperson

Balakrishnan.S Secretary Johnson Thangaraj Treasurer

Date:

Place:Bangalore

As per our report of even date annexed

For R V K S And Associates

Chartered Accountants

Firm No.008572S

R.Mohan Partner M No.203911

UDIN: 20203911AAAAFJ77714

BANGALORE

Audited Financials

Vrutti No. 25 AECS Layout Ashwathnagar Bangalore - 560 094

Receipts & Payments Account - Consolidated

Particulars		Amt in (₹) for the year ended 31st March 2020	Amt in (₹) for the year ended 31st March 2019
Opening Balance:			
Cash on Hand		-	-
Cash at Bank		3,69,41,638	4,40,61,304
Fixed Deposit			51,50,310
	A	3,69,41,638	4,92,11,614
Add: Receipts			
Grants received		9,59,34,327	9,82,45,017
Other Income		9,35,543	14,04,739
		7,06,371	48,27,290
Income Tax Refund Received Rent Deposit Received		19,93,449	9,07,981
Advance for Statutory Payments		-	0
Interest from Designated Bank		2,62,959	2,37,843
interest from Designated Bank	В	14,71,477	8,35,600
Less: Payments	В	10,13,04,126	10,64,58,470
Other Advance			02000000
		-6,45,515	17,23,831
Change in Advance for Statutory Payments		2,51,928	94578
Purchase of fixed assets		26,999	59,974
Staff Advance		177	8,490
Change in TDS	1 1	3,37,410	2,35,473
Grant Expenses and Other expenses for the year		10,82,28,273	11,66,06,104
	C	10,81,99,273	11,87,28,450
Closing Balance	(A + B - C)	3,00,46,494	3,69,41,636
Cash on Hand		2 14 247	
Cash at Bank		3,14,247	0
Fixed deposits		2,92,32,247	3,69,41,638
		5,00,000	0
		3,00,46,494	3,69,41,638

This is the Receipts and Payments account referred to in our report of even date

Treasurer

For Vrutti

MRC Ravi Chairperson

Balakrishnan.S

Secretary

Date: Place:Bangalore As per our report of even date ann For R V K S And Associates

Chartered Accountants

Firm No.008572S

R.Mohan Partner M No.203911

UDIN: 20203911 AAAAFJ +714





Office Address:

Vrutti

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