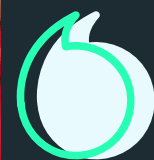




ANNUAL REPORT 2020 - 2021



ATMA
AN ACCELERATOR FOR EDUCATION



Atma has extended immense support to us during COVID. During these unprecedented times, a lot of support was provided from Atma to help us not sink down, channelise a lot of things and figure out how to implement our programs. Atma's webinars and the collaborative was the need of the hour and we had a lot of takeaways that helped plan our strategies during this COVID situation."

Lisha Chheda and Ishita Manek
Co-founders and Directors,
Rubaroo



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A note from our **CEO** Sneha Arora



The secret of change is to focus all of your energy, not on fighting the old, but on building the new.

~ Socrates

This has been a year of great change. We entered it, accompanied by one of the most historical events in the history of humanity. Public education in India has focused its last few decades on closing the access gap through 100% primary school enrolment and starting to bridge the quality gap by building foundational literacy, numeracy and life skills in children. However, nothing could have prepared us for the storm that knocked at our doors in March 2020. The COVID pandemic has had a severe impact on the education of the 300+ million children in school in India. According to a study conducted by the Azim Premji Foundation in January 2021, children have not only lost out on one year of education, but also suffered a regression in several foundational skills, setting them back by many years.

Atma's response to the COVID pandemic was agile, collaborative and empathetic. As a capacity building organisation, we occupied a unique vantage point that allowed us to both go wide in our support as an ecosystem collaborator as well as deep in terms of our support as a hands-on capacity builder for our partner NGOs. We worked with **888+ NGOs** this year, the highest in our history, across multiple programmes. Atma takes pride in the support we have been able to offer the sector by imbibing our core value of Partnerships within our team, with multiple NGOs, intermediaries and the donor community. Atma improved the knowledge, skills and processes for **20 NGO partners** (Acc partners last year), provided meaningful engagement to **42 volunteers** from across the globe, partnered with **40 intermediary organisations**, mentored 110 NGOs through 1:1 mentorship support at the peak of the crisis and channeled **Rs. 1.3 cr of funding** from donors to NGOs providing COVID relief support in communities across India. We measure our success in the words of the NGOs and stakeholders that we have served this year and we have tried to capture the essence of that in the Annual Report.



We worked with **888+ NGOs** this year, the highest in our history, across multiple programmes.

Atma improved the knowledge, skills and processes for **20 NGO partners** (Acc partners last year), provided meaningful engagement to **42 volunteers** from across the globe, partnered with **40 intermediary organisations**, mentored 110 NGOs through 1:1 mentorship support at the peak of the crisis and channeled **Rs. 1.3 cr of funding** from donors to NGOs providing COVID relief support in communities across India.



My message to you would not be complete without calling out the stellar role played by the Atma team which came together as a family to support each other in an otherwise isolated year. The pandemic brought us closer together as a family, as we found a purpose, a sense of meaning and community through each other, despite operating as a completely virtual team. I want to sincerely thank the efforts of each and every staff member and volunteer at Atma in helping us deliver on our vision of quality education for all children in a year which was so demanding, both personally and professionally.

Atma experienced its second leadership transition as Mary Ellen Matsui, CEO at Atma for the last 10 years, moved on in January 2021. I am grateful for the opportunity to lead Atma, and be part of the afterglow it leaves in its wake year after year. It has been a unique journey for me as a first time CEO and I enter this new year with immense hope, learnings and enthusiasm. Atma is geared to search, serve and scale many more inspiring Education NGOs in 2021-22 and through them enable quality education for children as we build back towards a more resilient education ecosystem.

WHAT WE DO

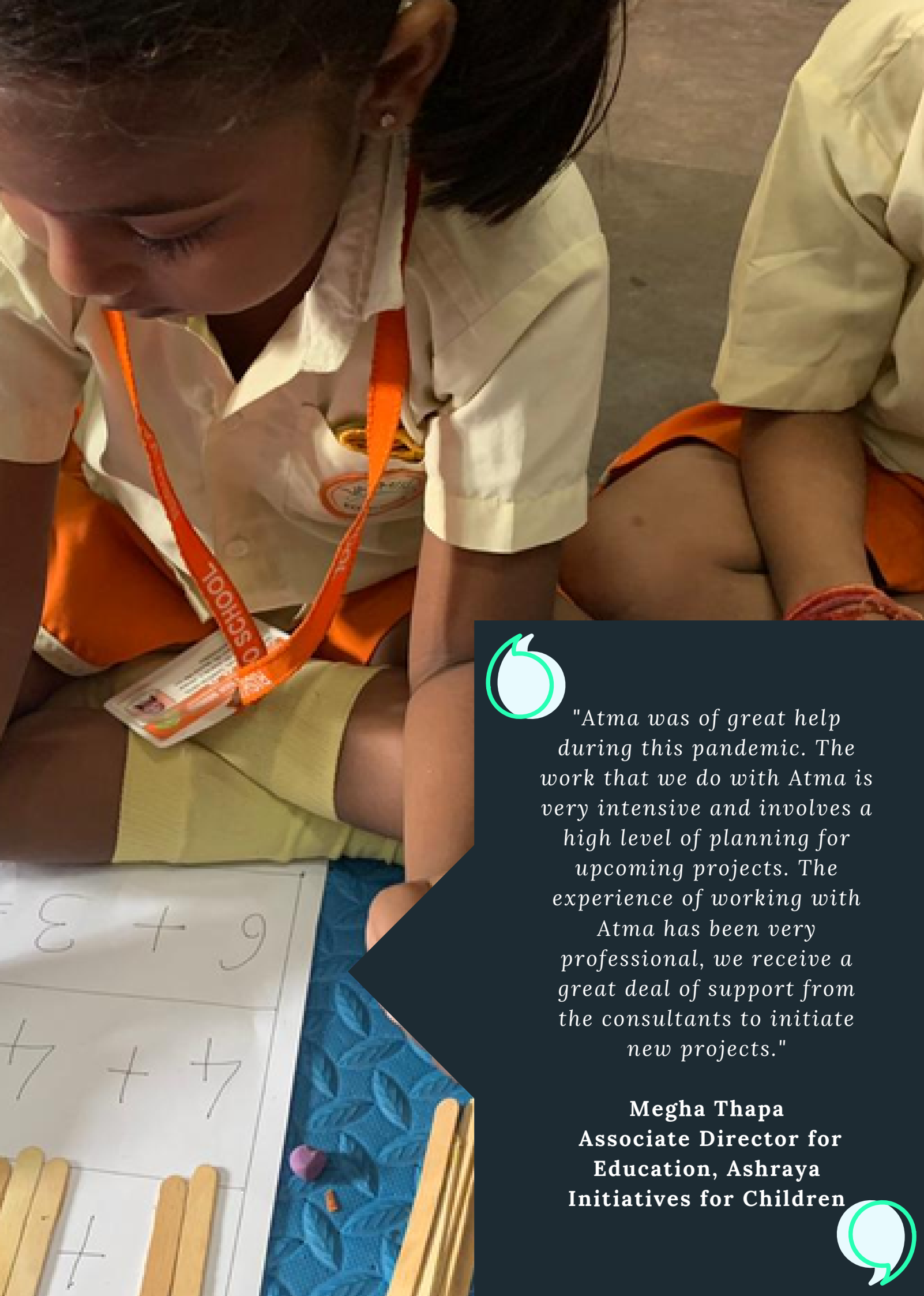
Atma provides strategic solutions to help NGOs scale. Using an in-person, hands-on, guidance and management approach, Atma enables NGOs to expand their reach, strengthen systems and processes, and improve their programmes. Our vision is quality education for all children and our mission is to build the capacity of education NGOs to achieve sustainability and scalability thereby enabling the delivery of quality education for all children.

Vision

To ensure quality education for all children.

Mission

To build the capacity of education NGOs to achieve sustainability and scalability thereby enabling delivery of quality education.



"Atma was of great help during this pandemic. The work that we do with Atma is very intensive and involves a high level of planning for upcoming projects. The experience of working with Atma has been very professional, we receive a great deal of support from the consultants to initiate new projects."

Megha Thapa
Associate Director for
Education, Ashraya
Initiatives for Children



ATMA'S COVID RESPONSE

Atma's response to the pandemic has been characterised by 3 core values - **Collaboration, Agility, and Empathy**. We have partnered with intermediaries in the sector, supported our NGO partners with immediate requests, advocated for funding to reach partner communities, prioritised our people and been quick in responding to any need for support.

Atma continues to play the role of a capacity-building intermediary, to enable NGOs to strengthen their core and emerge resilient from this pandemic.



Building NGO resilience

We aligned ourselves into specialisation streams to guide our partners in financial management, programme redesign and strategy development.



Knowledge curator

Atma has hosted **40 knowledge sessions**, launched the COVID Collaborative resource website, and convened the Future of Impact (FoI) collaborative which has engaged with **400+ NGOs** this year.



Funding supporter

Atma has helped its current and alumni partner NGOs raise over **Rs. 1.3 crore** through the last year by assisting them with their fundraising efforts.



Prioritising wellness

We focused on the internal team well being, partnered with Apni Shala to promote 'Communities of Wellbeing' for children & FoI organised 'Wellness circles' for the non-profit community to connect and focus on wellbeing.

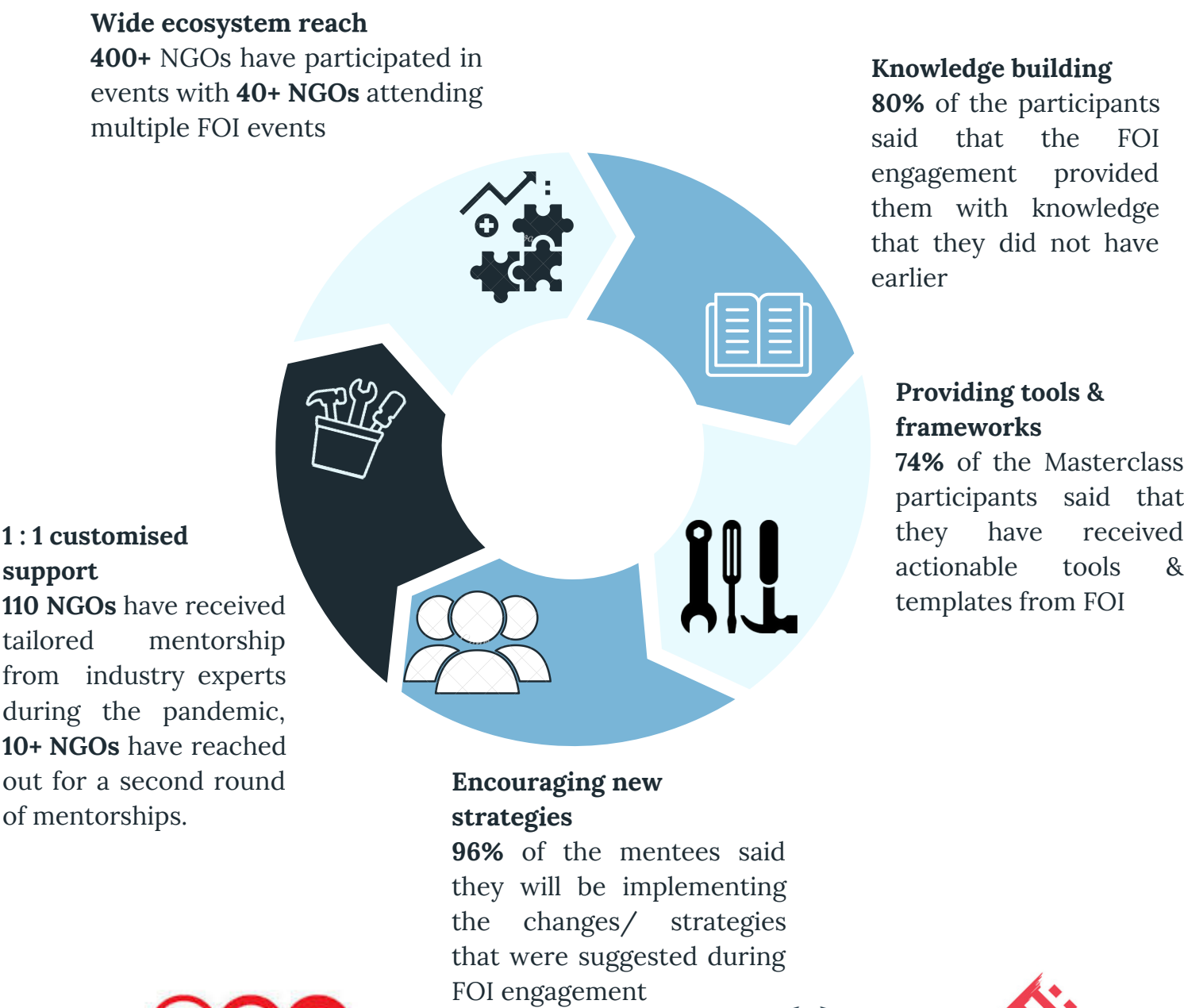


Mentor & friend

Our team's focus has been to be a source of support for our partners in any way we could, which has been deeply appreciated. We have also enabled 1:1 mentorship support to **110+ NGOs** pan India through the FoI Collab.

FUTURE OF IMPACT

At the start of the COVID crisis, in collaboration with other sector intermediaries, Atma launched the Future of Impact Collaborative. The purpose was to enable information sharing on the “on-ground situation” and provide NGOs with the tools to respond urgently to the unfolding crisis. Since then, we have transitioned our support to ensure that NGOs are able to overcome their short-term challenges and prepare for the medium to long-term challenges as part of an uncertain future. Over the past year, we have organised **4 conferences**, **4 masterclasses** and completed over **80+ mentorship** pairings.



MID-TERM IMPACT	
Deploying Strategies	60% of the organisations have used the strategies and ideas shared by the FOI
Implementation of tools & frameworks	63% of the organisations have either partially or completely implemented the tools & frameworks shared.
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FUTURE OF IMPACT



Case study Fundraising Strategy



Mentor
Minu Sagar
Engagement Manager,
Sattva Consulting



Mentee
Shubhada Bhatnagar
Resource Manager,
Muskan Foundation

Muskan Foundation addresses the lack of services, awareness, and support that hamper mainstream opportunities for children with multiple disabilities with visual impairment (MDVI). The foundation's mission is to maximize the potential of children with multiple disabilities, by providing a nurturing environment that offers customized, comprehensive, and cost-effective services and equips parents with the knowledge and confidence to sustain the child's development.

Challenges

During the unprecedented Covid crisis, Muskan Foundation was in need to identify new avenues of funding and wanted to seek guidance on its existing fundraising strategy and its implementation in the current scenario.

Key Takeaways & learnings

The mentor guided the foundation in the following ways:

- Understanding the profiles of the foundations and retail funding platforms, that are most aligned with their cause.
- Importance of collaborating with organisations, having strong connections to HNI, and with wealth management consultants. This would allow them to be introduced to potential funders that are most aligned with their vision, geographies, and other requirements.
- Introductions to various data platforms for potential grants.
- Suggestions for creating robust backend processes and systems to help them capture and analyse data - identifying the modes of engagement that result in maximum conversion
- Proposing ideas for building recognition and credibility within their current and potential donors.



CONFERENCES

"The conferences were very well planned, the transitions were clear. There was enough interaction built into the experience, the polls at the start were very helpful to set the context. Very happy with the sessions."

Viraj Surve
Manager, 321 Education Foundation

MENTORSHIP

FUNDRAISING STRATEGY

"During the pandemic, we have been facing difficulty accessing CSR funds. Our Mentor, Minu, has introduced us to different avenues for funding, the importance of understanding funder profiles and fundraising platforms that align well with our vision. This has given us direction and we hope to venture into these suggestions as soon as possible. Our mentor's endorsement of our foundation's fundraising strategy has provided us with assurance and confidence that we are on the right track to achieve our fundraising targets."

Shubhada Bhatnagar
Resource Manager, Muskan Foundation





"We counted Atma in our blessings for 2020. The partnership has really informed and improved the way we do things. Just having Atma around gives us a lot of confidence and we know if anything goes wrong with the implementation, we can come back and discuss improvisations."

Saumya Agarwal
Director, Barefoot Edu Foundation



WHAT'S NEW AT ATMA

THE LAB

Atma pioneers innovative projects in addition to the Accelerator. Projects that will fill an important gap in the sector. To highlight this work more clearly, we are now housing these projects under The Atma Lab.

Projects housed under the Lab

- OUTCOMES READINESS PROGRAMME
- THE FUTURE OF IMPACT COLLABORATIVE
- COMMUNITY CONNECTIONS INDIA
- GATI CONSORTIUM
- ATMA NETWORK



To know more click [here](#)

NEW BOARD MEMBERS

- Hayley Bolding
- Mary Ellen Matsui
- Meghna Rakshit
- Neha Deshpande

To know more about the Atma team and board click [here](#)

NEW LEADERSHIP

Atma has gone through multiple transitions this year. Mary Ellen Matsui (ex CEO of 13 years) was succeeded by Sneha Arora, who has been our Chief Programmes Officer for the last two and a half years. The transition in the leadership, as well as new leadership recruitment, will only strengthen our ability to respond better, innovating new solutions to the challenges our NGO partners face



Sneha Arora
CEO



Abhijat Bedekar
CPO



Carmeline Fernandes
COO



Vanita Kariappa
Lead Consultant



"Thanks to Atma for guiding us by organising series of webinars to help us recover and find an alternate way of working. Atma's encouragement and support were really a morale boost for us. Through these early webinars and conversations with our consultant, we started two innovative ventures wherein our team is still busy working from home. Apart from helping the parents of the children with hearing loss we also helped them psychologically and financially. We must acknowledge that the Atma team remained in touch with us invariably every other day. We thank them profusely for their support and guiding force especially during these pandemic times."

Brother Ranjith
Director, Montfort Care



 **Streak**

 **zoom**

 **slack**

Atma has invested in and implemented the use of new technology to improve the management of various team communications within the organisation.

WHAT'S NEW AT ATMA

REMOTE WORKING

The pandemic has made us move from working together in an office space to working virtually from our homes. We at Atma have ensured that regardless of where we are working from, our output and quality of work remain the same. Our team has managed to stay connected, support our partners and build an efficient system of working virtually.

We at Atma are utilising the opportunity that this pandemic has provided by pivoting to a virtual model. We aim at not only serving our partners in Mumbai and Pune but expanding our horizon, and serve organisations in other cities and states of India as well. We aim at providing the same offerings and partnerships to organisations across India. This will help us in further following our vision of providing quality education to all.

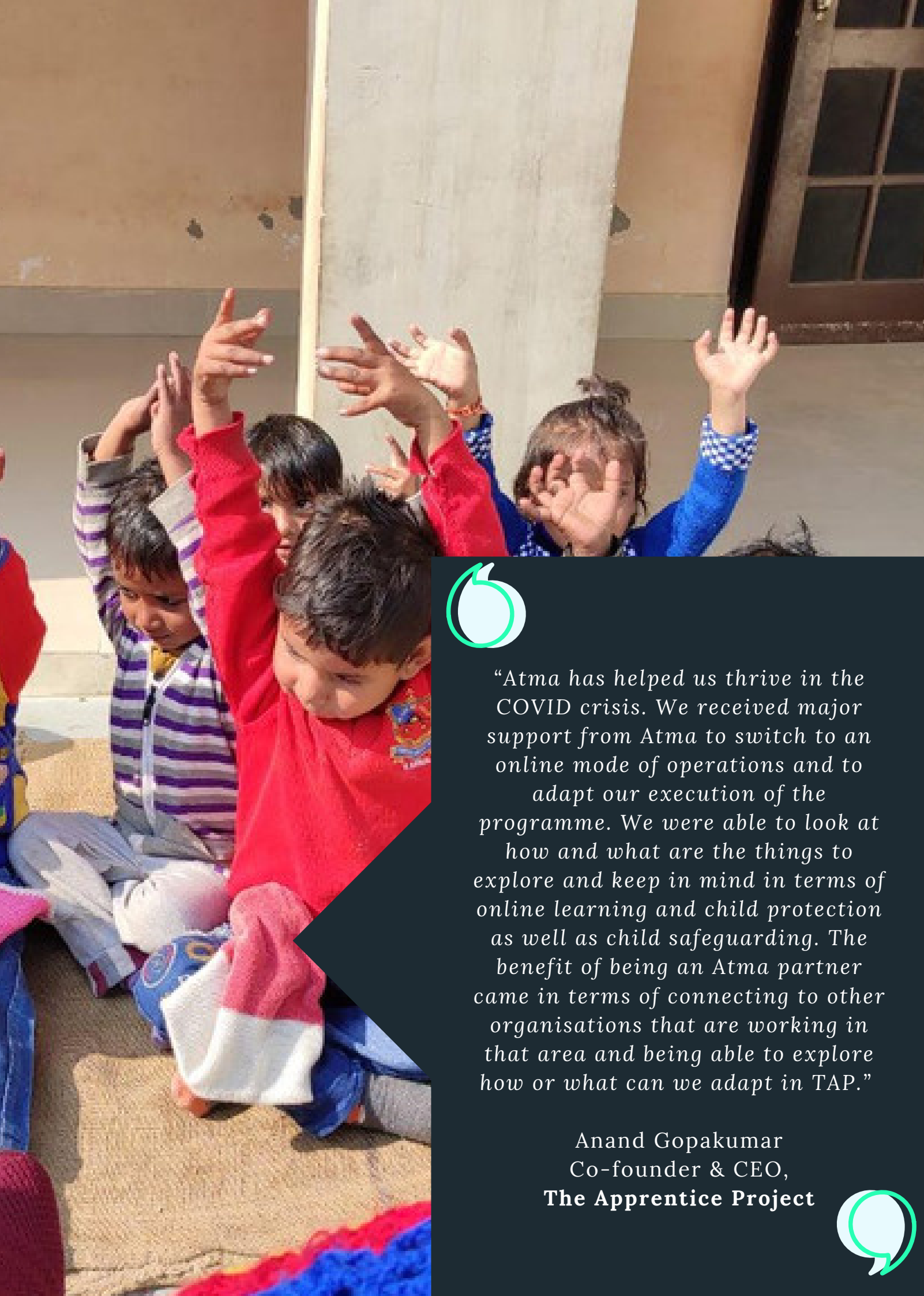
WAYS WE STAY CONNECTED AS A TEAM

Team Check-ins, informal coffee chats and manager check-ins help our team have informal interactions, we discuss various topics, check-in on everyone's well-being and take this as an opportunity to connect.

Virtual Connect days take place every alternate month and are a day-long event filled with team building activities, introspection, and discussions relevant to the sector.

Employee Welfare

We ensure that our employees have all the facilities they would have while working in the office. We have recently started having online co-working spaces to maintain interaction.



EMPLOYEE WELLBEING AT ATMA

We at Atma have always been cognizant of the well-being of our stakeholders at all times. With the COVID outbreak, we recognised the rising pressure amongst our team and the communities we serve. Here are a few of the measures Atma took internally in the light of COVID.

- **Employee pulse surveys** to check on the well-being of our team members and to find possible solutions to support them in this trying time.
- **Atma Slow down** for 2 weeks to help the team recalibrate and give them time to support their families and communities affected by the virus.
- **Weekly well-being sessions** bringing in experts specialising in Mental health, Yoga, and Ayurveda to support our team in building healthy coping mechanisms.
- **Encouraging open conversations** for our team members to share their feelings and experiences.

We also see it as our responsibility to serve our communities that have been facing similar challenges at this time. To support our community we partnered with Apni Shala to build space for communities to come together to express their feelings and build solidarity in their shared experiences. The '**Communities of Wellbeing**' was a virtual space of community well-being to overcome the challenges that the second wave of COVID-19 presents.

In addition to this, the *Future of Impact* collaborative that Atma is part of organised '**Wellness Circles**' for the non-profit community, an initiative to create a safe space for our community to come together during these challenging times.



"Atma has helped us thrive in the COVID crisis. We received major support from Atma to switch to an online mode of operations and to adapt our execution of the programme. We were able to look at how and what are the things to explore and keep in mind in terms of online learning and child protection as well as child safeguarding. The benefit of being an Atma partner came in terms of connecting to other organisations that are working in that area and being able to explore how or what can we adapt in TAP."

Anand Gopakumar
Co-founder & CEO,
The Apprentice Project



EVENTS AT ATMA

ATMA CONFAB

Atma organised its first-ever Confab on **22nd October 2020**. Atma Confab is a peer learning space amongst Atma's existing cohort organisations on how they are coping with the Covid-19 pandemic. The theme for the first session was 'Innovation'. Atma and its partners took a deep dive into the programmes and fundraising innovations Atma Partners have carried out at their respective organisations during the Covid-19 crisis. The event was attended by **13** Atma current and past partners along with Atma staff and volunteers.



ATMA OPEN HOUSE

This year we organised an online Atma Open house event exclusively for our board members, current donors, and potential donors.

We exhibited our work through a **live case study** to show how Atma adds value to partner NGOs. In addition to that, we organised breakout rooms to allow our guests to have an **intimate dialogue** with the accelerator consultants and partners to understand our work better.

The event had **36** attendees.

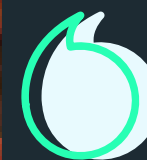
ANNUAL CROWDFUNDING CAMPAIGN

#Givethegifttofeducation

Rs.12,00,000 Rs.13,78,363

TARGET

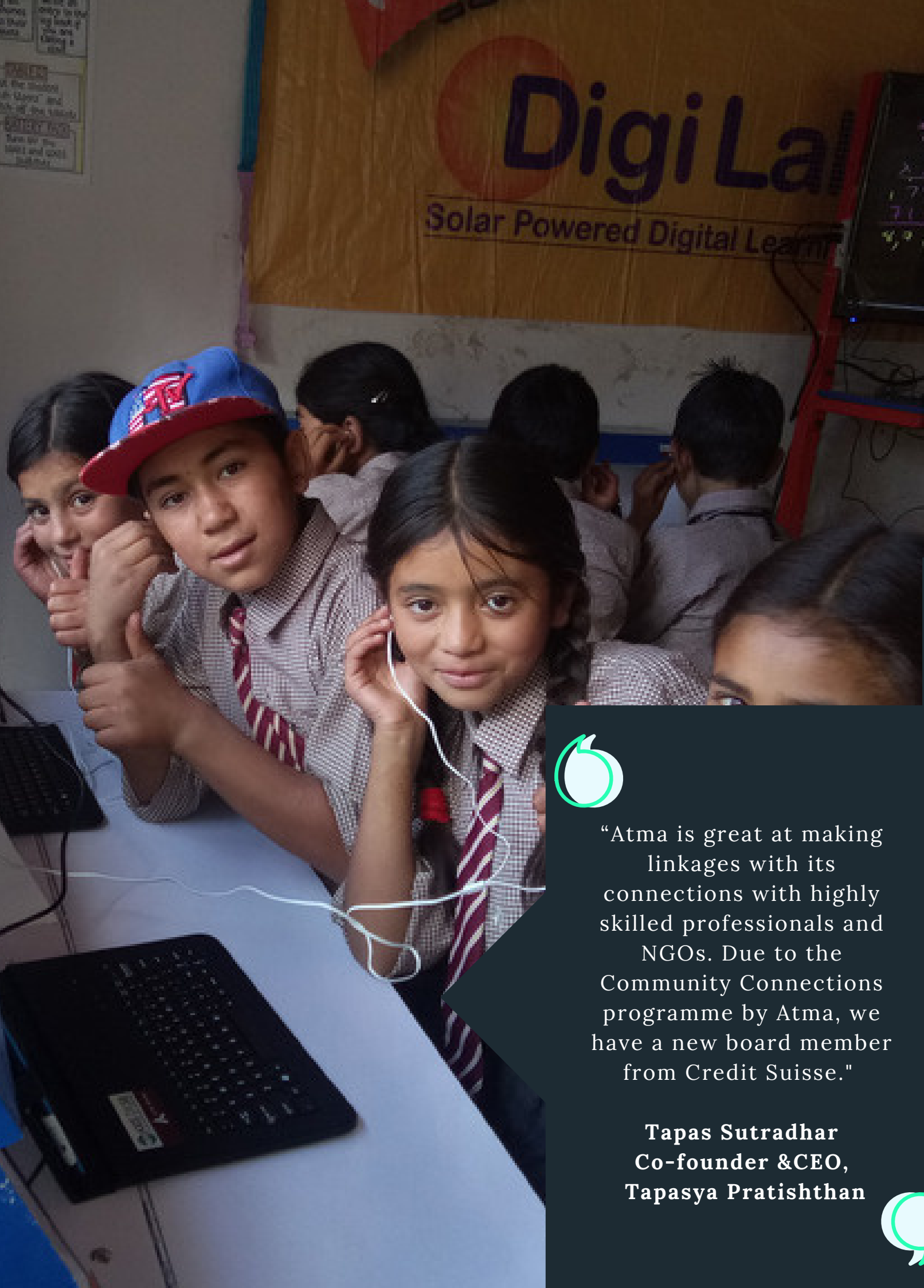
RAISED



"The Strategy sessions conducted by Atma helped us set structures to scale. It helped us understand the importance of putting processes in place and documenting impact in a structured manner. We created a 3-year strategy based on the assessment of our organisation".

Jigyasa Labroo
Co-founder &CEO
Slam Out Loud





YEAR AT A GLANCE



20

Accelerator Partners



158

Projects



12

Webinars



42

Volunteers



888

No. of NGOs engaged



“Atma is great at making linkages with its connections with highly skilled professionals and NGOs. Due to the Community Connections programme by Atma, we have a new board member from Credit Suisse.”

Tapas Sutradhar
Co-founder &CEO,
Tapasya Pratishthan



THE ACCELERATOR

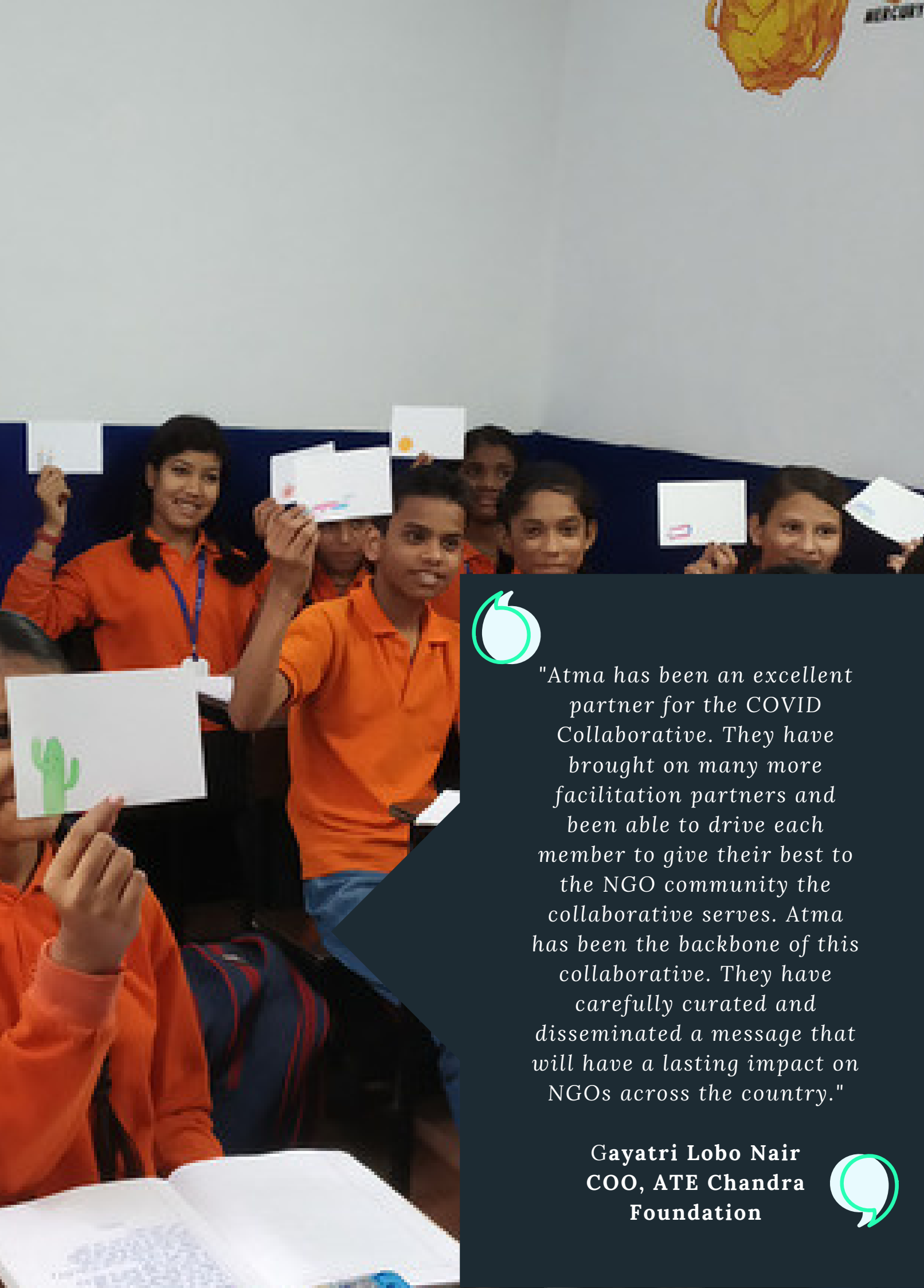
Atma Accelerator provides hands-on support to help NGOs to plan, strategise and implement projects across organisation development areas. Our purpose is to strengthen NGO capacity by streamlining management processes and providing guidelines and tools for improved performance.



"What stands out in our partnership with Atma is that we are being supported at every level by our consultant and no matter if our decision pivots, our consultant always manages to come back with data to guide us. She is always very informed and that works very well for us as it gives us confidence while making decisions."

**Manasi Mehan Co-founder,
Saturday Art Class**





"Atma has been an excellent partner for the COVID Collaborative. They have brought on many more facilitation partners and been able to drive each member to give their best to the NGO community the collaborative serves. Atma has been the backbone of this collaborative. They have carefully curated and disseminated a message that will have a lasting impact on NGOs across the country."

Gayatri Lobo Nair
COO, ATE Chandra
Foundation



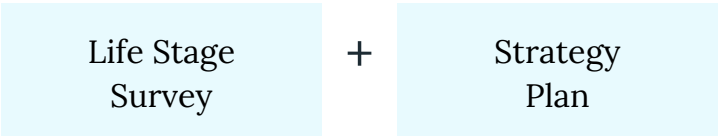
INTENSIVE SUPPORT

Intensive Support : 3-year Partnership

The 3 -Year Partnership enables organisations to patiently and systematically build capacity. There are two distinguishing parts to a 3-year partnership:

PARTNERSHIP LAUNCH ACTIVITES

These activities give Atma a long-term outlook on the organisation's capacities and plans for growth. The products of these activities are the basis for Atma's work over the 3-year period.



PARTNERSHIP PROGRESS

The partnership itself will be set against the long-term trajectories set out in the Life Stage Survey and the Strategy Plan. These documents will be revisited for each consecutive year and will advise the Annual Implementation Plan. Each year a minimum of 10 projects towards the NGOs' long-term goals will be completed.

- Year 1 - Focus on vision and programme alignment and creating capacity to move forward.
- Year 2 - Building functional area teams and processes to guide programmes and operations.
- Year 3 - Focus on pursuing emerging opportunities and assembling resources to fuel growth.

Early intervention center to identify and treat children with hearing impairment to enable the mainstreaming of these children.

To know more about them click [here](#).

PROBLEM

Montfort Care's vision is to enable all children with hearing loss to live to their full potential by making early detection of and intervention for hearing loss through conducting sensitisation and awareness activities, screenings and therapy. A timely intervention was what was needed for these children to prevent long-term or permanent hearing losses they may suffer. Lack of timely intervention for these children can lead to long-term or permanent hearing loss.

DIAGNOSIS

When we started the partnership with Montfort Care in 2018, the intervention was just an idea. They wanted to develop and strengthen the idea of their organisation and build their internal capacity to develop the systems and processes within the organisation. Through their programme, they wanted to reach about 1000 children by 2021. Hence, the following areas were diagnosed that we focused on in the three years of partnership to meet the above-desired goal:

- Designing a proven model of intervention that is ready to scale.
- Creating a robust impact measurement system that provides insights into the success of the programme which can be communicated to external stakeholders.
- Creating a diversified pipeline of funding sources that will allow to plan multi-year interventions and reduce the external risks to the programme operations.
- Developing the skills and knowledge of the leader to plan for the growth and sustainability of the organisation.

SOLUTION

To create a proven model of intervention for the organization that is ready to scale

- CARE Manual Approach Note
- Research Database (Outreach)
- Standard Operating Procedures (Awareness, Screening and Therapy Programme)
- Programme Design
- Programme Curriculum
- Child Safeguarding Policy

To create a robust impact measurement system for Montfort Care

- Theory of Change
- Logic Model
- Indicators
- Data Collection Audit
- Data Management System
- Data collection tools

To diversify the pipeline of funding sources for Montfort Care, which allowed the organization to plan multi-year interventions and reduce the external risks to the programme operations

- Website Content and Design
- Marketing Materials (One-pager, Brochure, Elevator Pitch, Logo, Annual Reports)
- Fundraising Plan
- Budget and Cashflow Tracker
- Reports Template
- Donor Engagement Tracker
- Four Fundraising Proposals
- Pitch Deck
- Branding and Design Training

To develop the skills and knowledge of the leader to plan for the growth and sustainability

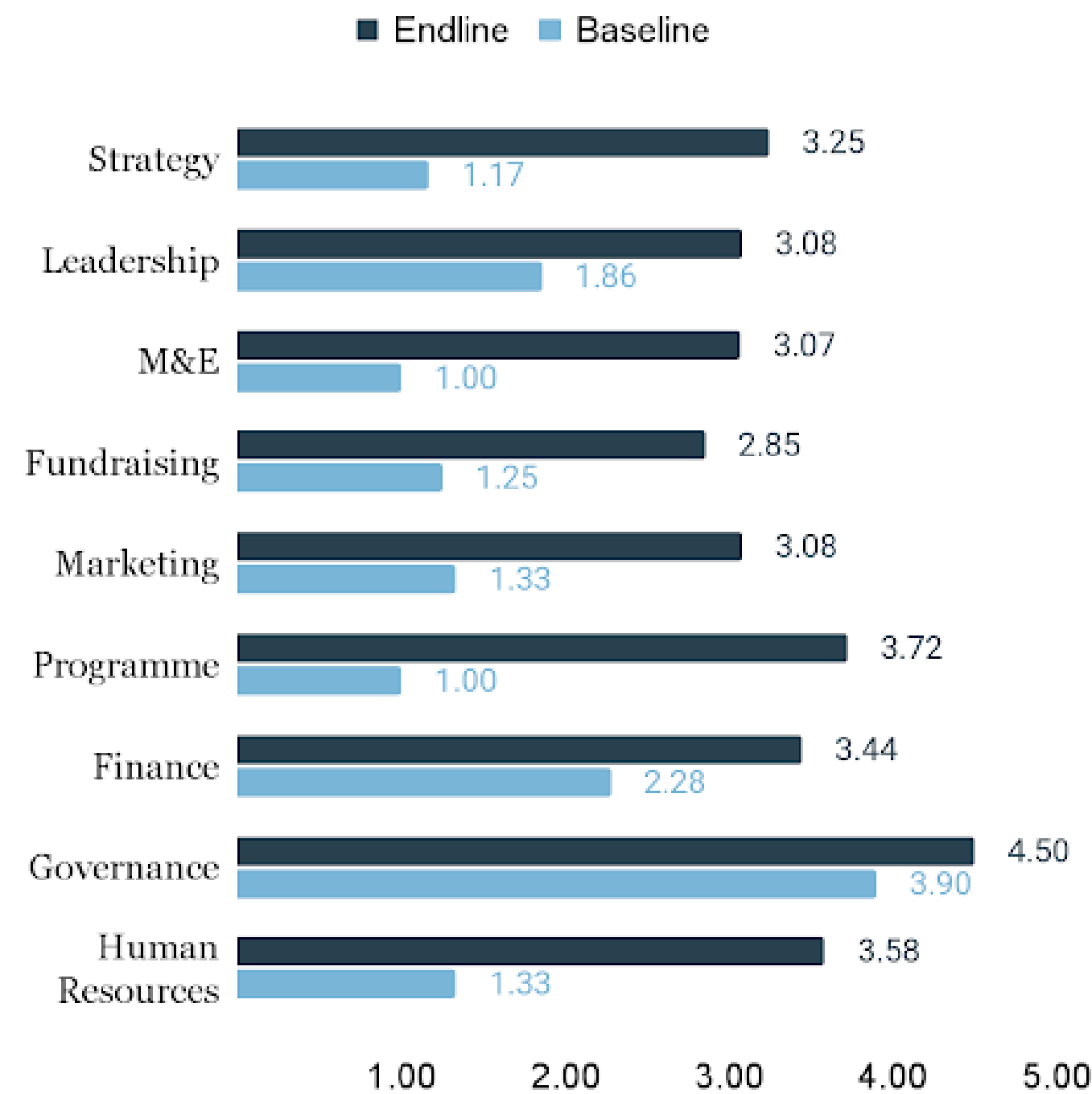
- Leadership skills audit
- Leadership Development Plan
- Leadership Coaching
- Strategy planning

MONTFORT CARE

Case Study

OUTCOMES

Montfort showed an **average growth of 1.72** across the 9 Organisational Development areas of the Life Stage Survey. Their absolute **endline LSS survey score was 3.40** (on a scale of 5)

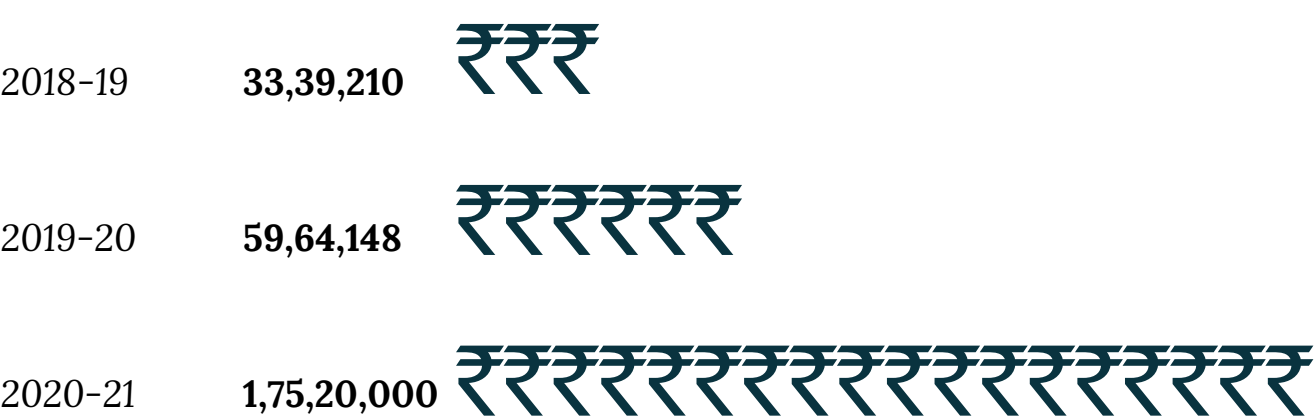


Montfort was able to scale up its stakeholder reach by **700x** (therapy by 7x), **budget by 5x and team by 7x**

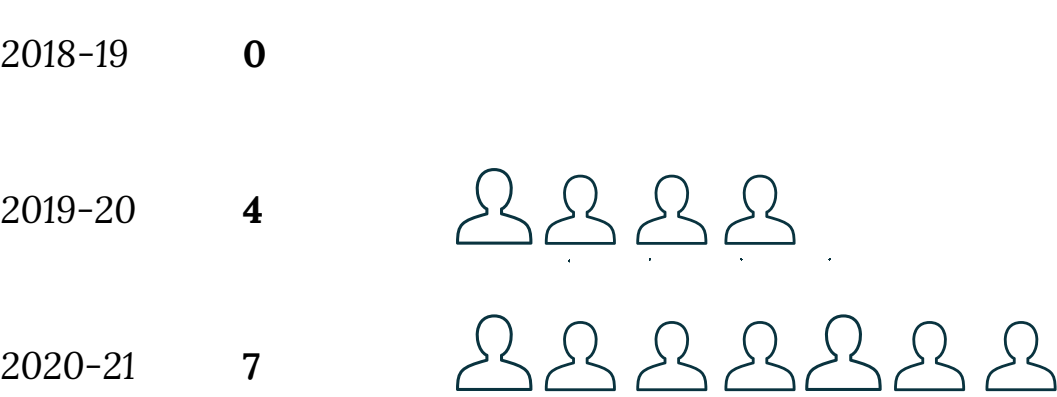
Stakeholders



Budget (INR)



Staff (excluding leadership)

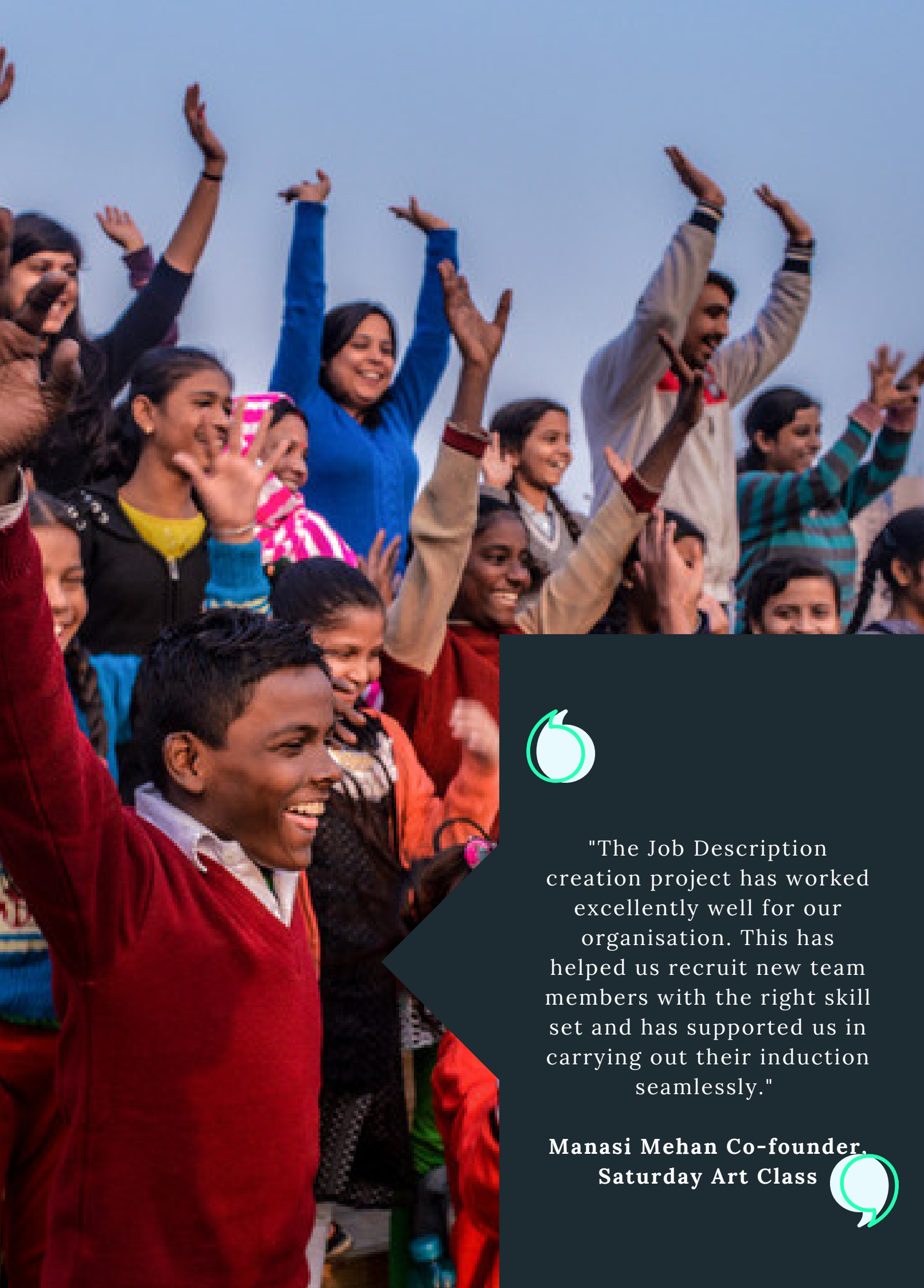




“When I look back at the three years, Montfort Care only had its name whereas the idea behind it was fragmented and not properly articulated. We only had basic information on what kind of programme we wanted to launch. We also didn’t have a team. But yet, Atma came forward and partnered with us. This is not an exaggeration but I really feel that the kind of things we have done in the last three years, would take me ten years to do if Atma wasn’t there. Right from the beginning of the partnership, we had a five-year plan which was duly followed throughout our partnership tenure and we were able to achieve those goals in three years only.”

Brother Ranjit
Director, Montfort Care





"The Job Description creation project has worked excellently well for our organisation. This has helped us recruit new team members with the right skill set and has supported us in carrying out their induction seamlessly."

**Manasi Mehan Co-founder,
Saturday Art Class**



INTENSIVE SUPPORT

Intensive Support : 1-year Partnership

The 1 - Year Partnership enables organisations to get focused, sustained support in key problem areas.

PARTNERSHIP LAUNCH ACTIVITIES

These activities give Atma a long-term outlook on the organisation's capacities and plans for growth. The products of these activities are the basis for Atma's work over the 1-year period.

Problem analysis

+

Project Plan

PARTNERSHIP PROGRESS

- The partnership will focus on 1 or 2 organisational development areas.
- Monthly progress meetings against the project plan will be held.
- There is a focus in the partnership on team participation, training, and capacity building to enable quick uptake and implementation of new tools, policies, and practices.

Founded by Saleem Khan in 2017, Saaras Impact Foundation (Saras) is an NGO working in the space of policy implementation in the state of Uttar Pradesh. The two primary policies that Saaras has worked on are the Right to Education Act (RTE) and Pradhan Mantri Matru Vandana Yojana (RTF-PMMVY). They are also planning to work on Kanya Sumangala Yojana in 2021-22. Saaras Impact foundation was part of the Indus Action- Partner Entrepreneur Programme. To know more about them click [here](#).

PROBLEM

Before partnering with Atma, Saaras Foundation had a single donor contributing to 90% of their budget. Funds were additionally being raised from crowdfunding campaigns and incubators. However, as the organisation matured, the market for incubation funding was no longer viable.

Additionally, the CEO who manages programmes and partnerships, along with fundraising, needed support in developing a more structured, streamlined and strategic approach to fundraising

DIAGNOSIS

Saras Foundation was referred to Atma to build their capacities in the areas of fundraising so that they are:

- Able to fundraise independently
 - Able to diversify their funding sources
- Have financial sustainability

SOLUTION

Atma administered the Life Stage Survey (LSS) with Saaras. The LSS is a diagnostic tool that allows us to understand the organisation's areas of strengths, what processes need to be developed, or the key areas where support is needed.

This exercise helped us define the priorities (listed below) for our partnership and plan our interventions:

- Strengthening fundraising abilities of Saaras to enable them to raise 50% of their annual budget.
- Strengthening Saaras's marketing abilities to showcase the work at an organisation level (versus campaign-specific articulations)

OUTCOME

Knowledge

Built an understanding of different approaches and best practices for fundraising research, collateral creation, strategic planning, pipeline management, and storytelling for impact

Skills

- Ability to develop strategic plans
- Ability to research fundraising prospects and generate leads
- Ability to build a narrative for the organisation
- Ability to pitch the programmes and organisation to donors

Systems/Processes

- Fundraising and communications planning
- Comprehensive, high-quality, templatised and customisable fundraising collaterals
- A process for preparing pitches/ presentations
- Pipeline and cash flow management system

Financial sustainability

- Saaras has a 12-month financial runway secured.
- Has a commitment of 50% of their next year's budget.
- Despite the pandemic, Saaras has managed to sustain and survive as a small NGO.
- Ability to fundraise independently in the long term



"I strongly feel that the support which Atma has provided during the pandemic has been very effective and important for the organisational growth. Saaras Foundation has done a lot of work even during the pandemic and Atma came in at the right time to support the fundraising pieces. We were able to obtain the Give India funds which was the result of innovation via a joint proposal submitted with Tapasya Pratishthan and Atma was open to doing it. "

Saleem Khan
CEO, Saaras Impact Foundation



SHORT- TERM SUPPORT

Short term Support : Project Partnership

Atma is very experienced in running workshops for our partner NGOs either individually or as a group. We regularly do both online and offline sessions.

PARTNERSHIP LAUNCH ACTIVITES

Through a few leadership-level conversations, Atma will analyze the problem and set out a clear project plan detailing expected deliverables.

Problem Analysis + Project Scoping

PARTNERSHIP PROGRESS

- The focus of the partnership will be getting the expected deliverables completed.
- The Atma team will work closely with the NGO and maintain tight timelines.
- The partnership timeline is flexible depending on the scope of the project.

Short term Support : Workshops

A project partnership works with a partner NGO on a project they have identified as a Challenge Area. Atma will work with the organisation to develop the solutions over a 3-6 month period, depending on the NGO.

ATMA's SIGNATURE WORKSHOPS

Atma has several signature workshops that we conduct with our partners as part of onboarding or through the course of the partnership. Through this service, any NGO or NGO stakeholder can access these workshops or request a custom workshop for their team or a group of NGOs.

Life Stage
Survey

Strategy Planning

Join
Programme
Assessment

Programme
Relevance

Impact
Workshop



FORBES MARSHALL FOUNDATION WEBINAR SERIES - RESILIENCE IN TIMES OF CRISIS

Workshop Case study

PROBLEM

The COVID pandemic brought with it a lot of uncertainty for nonprofits in India. The Forbes Marshall Foundation supports NGOs across Education, Skilling, Employment generation and Environment. As an invested funder, they wanted to be able to support their grantees in dealing with the organisational and capacity challenges being created by the pandemic.

DIAGNOSIS

The FMF team conducted a survey to identify the top needs/areas of support that their grantees wished to be supported on. Based on the results of this survey, the Atma team identified the top two most common needs as being:

- How to continue implementing their programmes
- How to manage their funding in a way that they could extend their financial runway

SOLUTION

Atma curated a 2 workshop series on the below topics:

- Workshop 1: Programme Relevance & Redesign
- Workshop 2: Financial Management
-

The workshops were conducted two weeks apart. Before each workshop, all attendees were given pre-work (e.g. identifying programme elements) and post-work (e.g. a template to create budget scenarios for next year). The sessions themselves were for 2.5 hours each, which included 1-2 exercises and a lot of knowledge and information on practical tools, frameworks and guidelines on how to redesign your programmes and how to better manage your finances in the backdrop of COVID-19.

OUTCOME

A pre-survey was rolled out to establish a baseline, a midline was conducted right after the workshop and an endline was conducted 6 weeks post-workshop to measure outcomes. These were the outcomes achieved through these 2 workshop series:

- 70% of the NGOs are confident to launch a redesigned programme sometime this year (vs. 45% in the pre-survey conducted before the webinar)
- 60% of the NGOs managed to increase their financial runway after the webinar, likely using techniques taught during the same





PROBLEM

Saajha has always prioritised leadership development and worked on it consciously in the last few years. To build future-ready skill sets and capacities in the leadership team (LT), Saajha wanted to understand how well existing leadership development systems were serving them.

DIAGNOSIS

Atma conducted a diagnostic exercise to understand the LT's development journey at Saajha and their feedback on the leadership development systems. Based on the exercise, Atma shared its analysis and findings with Saajha, including the need for:

- Reviewing the leadership competency assessment framework to make the 360 reviews easier to navigate
- Role clarity and clearer role-specific performance metrics
- Need for building a pipeline of leadership talent internally

SOLUTION

Atma and Saajha prioritised some of the areas of development emerging from the diagnostic exercise as points for immediate action. It was decided that while Saajha worked on the improvements to the leadership competency assessment process independently, Atma and Saajha would work together to ensure (i) greater role clarity and (ii) internal talent being groomed for greater responsibilities. We created a RASCI tool and a job descriptions template and conducted a training workshop to get the team to use the tools, so that:

- The team understands their roles and responsibilities, including skills and competencies required
- The budding leadership talent has a blueprint of the roles they could grow into

OUTCOME

- Atma, along with Saajha's co-founders, enabled a mindset shift in the organisation- that organisational agility is not antithetical to organisational structure
- Saajha's functional and project teams are creating RASCI matrices for their teams and developing job descriptions for various roles for the first time
- Saajha is revamping its leadership competency framework to (i) make it more user-friendly and (ii) make the 360 degree reviews more meaningful.



"The Atma partnership has provided a structure to our thoughts. Atma has brought a lot of clarity on how we present ourselves, how we talk or even communicate. They have been a pillar of support in a lot of ways. In fact, not just funding support but also as a sounding board, to improvise on our communications aspect."

Sujata Sahu
Co-founder, 17000 Ft Foundation





"Volunteering for a few months at Atma makes me feel like I have been here forever. I have had the opportunity to work on several projects which have boosted my confidence in communications. I have managed to polish my Human Resource skills and my experience here has given me a better understanding of the recruitment process. Atma is a space that puts your skill to the best possible use and helps an individual to grow both personally and professionally. Moreover, it is a safe platform where your voice is heard and you are accepted the way you are."

Abhay Sharma



"I joined Atma almost 6 months ago and so far, the experience has been quite fulfilling. I have been working on the Future of Impact collaborative, co-ordinating and managing its events and I have realized the importance of Atma and the other partner organizations in helping NGOs at the grassroots level to tackle these tough times. I have had the opportunity to learn a lot about how the development sector works and interact with some amazing people across sectors."

Ammar Khinkhabwala



VOLUNTEER PROGRAMME

Atma provides volunteering opportunities to talented candidates across the world to apply their skills in a challenging work environment across India. Volunteers are an integral part of Atma's workforce contributing to over 70% of our work with education NGOs and social enterprises.

VOLUNTEER FEATURE

Abhay is a BSc in hospitality and hotel administration. He joined Atma as a volunteer in September. By volunteering with Atma he has had the opportunity to build his confidence and enhance his communication skills. With his work on the Recruitment project, he has also sharpened his HR skills.

Projects and Impact

- The Community Connection programme helped NGOs to enhance leadership. It also helped local authority employees to connect with skilled volunteers and leaders to connect with a broader community.
- Evaluation Rubric is being used by Barefoot to judge competitions.
- The recruitment project helped Montfort Care hire the perfect candidate, who helped them achieve their goals.

6

countries
around the
world

42

No. of Volunteers

3602

No. of Volunteer
Applications

51

Project Completed

VOLUNTEER FEATURE

Ammar graduated in 2017 and then completed his Master's Degree in commerce from H.R.College in 2019. He joined Atma as a volunteer in August 2020 to follow his passion for creating positive impact in people's lives. During his work at Atma he could explore and interact with people in the development sector.

Project and Impact

The Future of Impact Collaborative has managed to assist 300+ organisations to tackle these tough times. Atma has provided them with assistance in various functional areas within their organization.



This Atma webinar session has been one of the best webinars I have attended. It gave us a preventive approach to Disaster Management within NGOs! I am bursting with ideas and possibilities- something that I was facing with dread and uncertainty has become an opportunity for growth and innovative solutions. Thank you immensely!

Dr. Nandita D'Souza
Director, Sethu



ATMA WEBINARS

Atma is curating online webinars for the social sector to help organisations solve challenges and connect with experts.

12 Webinars

424

No. of organisations attended

82

Average Attendees for each webinar

4.3

rating for quality of speaker and content

Income Tax for NGOs

Income Tax for NGOs webinar covered the laws around the Income tax for NGOs, some key compliances that NGOs must be mindful of. The speaker took specific tax related questions compiled from participants and addressed them through the webinar.

Programme Relevance and Redesign

The webinar by Sneha Arora, Atma provided a comprehensive toolkit for the assessment of programmes. Concrete next steps for programme redesign were also discussed. The webinar also helped in making strategic programme decisions.

The Art and Science of Fundraising

Educate Girls will help us break down what strategies to be used to do effectively carry out Fundraising in the sector. How can we collaborate better and suggest best practices of Fundraising that everyone can use

Corpus Funds and Accounting

The webinar by Ravi Bagaria, Aria Advisory helped understand the different types of corpus donation, the various modes of acceptance and accounting measures of the corpus donation and its tax implications. Some practical Aspects and examples of managing corpus funds were also discussed.

Impact of Finance Act 2020 on NGOs

There was a change in the finance Act and this webinar was aimed at understanding how these changes would impact the NGOs.

Safety & Security SOP for NGOs reopening Post Lockdown(COVID-19).

The webinar by Vishal Sabharwal, Educate Girls helped understand the preparatory guide on how to manage staff safety & security during field operations. Office opening preparedness & periodic monitoring, methodology, checkpoints and readiness for similar emergency situations from a staff safety perspective were also discussed.

Social Stock Exchange and its impact on Fundraising

The idea of the social stock exchange was floated by Finance Minister Nirmala Sitharaman in her Budget Speech 2019-20. Since then various organisations have been thinking about how it would benefit small and large scale organisations. This webinar was aimed at understanding the pros and cons of it and how can organisations prepare themselves to avail this financial tool in the future.

Succession Planning for Leadership

Leadership transition and succession planning are topics we don't often deal with in the NGO sector. Mary Ellen Matsui, Co-CEO of Atma spoke about how she planned her own transition and managed the transition. Whether one is actively transitioning or just planning for the future it is important to work succession planning into the organisation's capacity building plans.

Gearing Up for the Year 2021-22 and Beyond

The webinar by Vanita Kariappa, Sr. Consultant-Accelerator, Atma provided effective techniques and tools for strategic planning. Steps for conversion of plans into actions were also discussed, along with the best practices that can directly be applied to the organisation.

How should NGOs read the NEP 2020

The National Education Policy 2020 that outlines the vision of India's new education system has been earmarked as a big milestone in the education sector. Leadership for equity helped us understand How NGOs should read the National Education Policy (NEP) 2020 and break down the nuances of the policy. This webinar also provided clarity on what changes NGOs must bring about in the organisation in the short and long term in the programmes.

Curating Mutually Beneficial Volunteer Experience

The webinar by Grainia Fernandes, Consultant-Accelerator, Atma discussed leveraging volunteers for the gap in Human Resources especially due to the after-effects of the pandemic. There was also a discussion on building a relationship with Volunteers, which provides motivation and inspires productivity for the NGO. Volunteer Management resources and templates were also provided.

Scaling: To Jargon or not to Jargo

One simply cannot deny that Scaling is an important part of any NGO's development. The conversation of scaling is a long never-ending one with no real definition of what scaling really means. In this webinar, Amira Shah Chhabra, Director, Harish and Bina Shah (HBS) Foundation decoded some of these, through examples of HBS Foundation's portfolio.



"Our Atma consultant suggested having regular donor meets to be able to understand the perspective of our donors better and keep them engaged. This has been hugely beneficial for us. Atma's support in helping us create donor proposals has helped us achieve our desired goals and increase our funding budget."

Kishore Palve
Founder, Bright Future



COMMUNITY CONNECTIONS PROGRAMME *Cycle 2 with Credit Suisse*

NGOs struggle to develop their Boards and bring on the right people to support their strategic growth. This led to Atma partnering with Credit Suisse for the Community Connections India (CCI) which helps NGOs connect with Directors and Managing Directors of Credit Suisse across India for strategic advisory projects. We have developed this opportunity for both directors as well as NGOs to engage with each other and build potentially lasting relationships.

In 2021-22, we have partnered with Credit Suisse for the third year in a row, testimony to the resounding success of the programme as both an employee engagement initiative as well as a capacity-building tool.

Across the first two years of this programme, we have engaged 54 senior leadership members from Credit Suisse and supported 24 NGOs in completing 31 capacity-building projects.



NGO Partners



FEEDBACK BY NGOs

"Working with the senior team members of Credit Suisse turned out to be an exciting opportunity for us. It was a rich experience to discuss your program strategy with someone from a different industry and get it evaluated and fixed. Moreover, the relationship extended to a next level where the Director of Credit Suisse was motivated to join the advisory board of Tapasya to continue the support."

Tapas Sutradhar
Co-Founder & CEO, Tapasya Pratishthan

"I would like to sincerely thank Credit Suisse, for the support we received through the Learning and Development project we participated in over the last four months. The dedicated and focused effort and enthusiasm with which each of the directors volunteered their time ensured that we got the best outcomes from this project."

Ravi Sonnad
CEO, Enabling Leadership

FEEDBACK BY CS LEADERSHIP

"The program provides a unique opportunity for me to understand the operations in the NGO sector and the challenges they face in a vast country like India. The partnership has been very insightful and enriching."

Chintan Bhansali
Director, Chief Risk Officer APAC, Credit Suisse

Ecosan Services Foundation used manual data to monitor their projects, resulting in several inefficiencies. We identified gaps, suggested improvements and developed a customized Android application for their Monitoring & Evaluation processes. This program was a true testament to innovation, partnership and commitment."

Zahabiya Officewala
Managing Director, Group Operations, Credit Suisse



"I have been an advisory board member with Atma for over 5 years now and have been very involved in their strategy and program implementation. They have strengthened their support to NGOs by building robust systems, processes and frameworks which are implemented rigorously and reviewed periodically. They leveraged their networks and anchored a 'collaborative' with key stakeholders within the sector to provide the much-needed support to NGOs during the Covid year. I am confident that they will manage to deepen their support to NGOs in their personal capacity as well as a key ecosystem partner.

Gayatri Nair Lobo
Atma Advisory Board Member



OUR BOARD

Amit Murugkar - Chairperson

Sonali Saini - Trustee

Mary Ellen Matsui - Advisory Board Member

Hayley Bolding - Advisory Board Member

Vishal Kapoor - Advisory Board Member

Dimple Gujral - Advisory Board Member

Gayatri Nair Lobo - Advisory Board Member

Prasad Baji - Advisory Board Member

Dr Neha Deshpande-Kamat - Advisory Board Member

Meghna Rakshit - Advisory Board Member

OUR SUPPORTERS



INDIVIDUALSUPPORTERS

- Prasad Baji
- Ramesh Modi
- Jens Stürcken
- Nimi Raja
- Gaurav Gupta & Disha Pant
- Clover Wootton
- Shireen Modi

GET INVOLVED



Volunteer with us

To apply, send us your applications at volunteer@atma.org.in



Make a Contribution

Donate today

To know more about Atma's work email at fundraising@atma.org.in

[Make a donation to Atma Australia](#)



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If you are interested to know more about Atma's work visit our website or email us at contact@atma.org.in


www.atma.org.in



FINANCIALS

Report of an auditor relating to accounts audited under sub-section (2) of section 33 & 34 and rule 19 of the Bombay Public Trusts Act	
Registration No. 41578 Name of the Public Trust : Atma Education For the year ending 31ST MARCH, 2021	
(a) Whether accounts are maintained regularly and in accordance with the provisions of the Act and the rules :	Yes
(b) Whether receipts and disbursements are properly and correctly shown in the accounts;	Yes
(c) Whether the cash balance and vouchers in the custody of the manager or trustee on the date of audit were produced before him;	Yes
(d) Whether all books, deeds, accounts, vouchers, or other documents or records required by the auditor were produced before him;	Yes
(e) Whether a register of movable and immovable properties is properly maintained, the changes therein are communicated from time to time to the regional office, and the defects and inaccuracies mentioned in the previous audit report have been duly complied with;	Yes
(f) Whether the manager or trustee or any other person required by the auditor to appear before him did so and furnished the necessary information required by him;	Yes
(g) Whether any property or funds of the Trust were applied for any object or purpose other than the object or purpose of the Trust;	No
(h) The amounts of outstanding for more than one year and the amounts written off, if any;	Yes
(i) Whether tenders were invited for repairs or constructions involving expenditure exceeding Rs. 5000/-	NA
(j) Whether any money of the public trust has been invested contrary to the provisions of Section 35;	No
(k) Alienations, if any of the immovable property contrary to the provisions of Section 36 which have come to the notice of the auditor;	No
(l) All cases of irregular, illegal or improper expenditure, or failure or omission to recover monies or other property belonging to the public trust or of loss or waste of money or other property thereof, and whether such expenditure, failure, omission, loss or waste was caused in consequence of breach of trust or misapplication or any other misconduct on the part of the trustees or any other person while in the management of the trust;	Nil
(m) Whether the budget has been filed in the form provided by rule 16A;	Yes
(n) Whether the maximum and minimum number of the trustees is maintained;	Yes
(o) Whether the meetings are held regularly as provided in such instrument;	Yes
(p) Whether the minute books of the proceedings of the meeting is maintained;	Yes
(q) Whether any of the trustees has any interest in the investments of the trust;	No
(r) Whether any of the trustees is a debtor or creditor of the trust;	No
(s) Whether the irregularities pointed out by the auditors in the accounts of the previous year have been duly complied with by the trustees during the period of audit;	NA
(t) Any special matter which the auditor may think fit or necessary to bring to the notice of the Deputy or Assistant Charity Commissioner.	No

FOR S. P. GUPTA & ASSOCIATES
CHARTERED ACCOUNTANTS
Firm Reg no 103445W
S. P. Gupta
(Shashikant Gupta)
Partner
Membership No 031899
Mumbai
Date: 08/10/2020
UDIN : 20131899AAAAEH6566



the Bombay Public Trust Act, 1950

SCHEDULE - IX
[Vide Rule 17 (1)]

Registration No. :41578

Name of the Public Trust :Atma Education
Balance Sheet As At : 31st March 2021

EXPENDITURE	Rs.	INCOME	Rs.
To Expenditure in respect of properties :-		By Rent (accrued)	
Rates, Taxes, Cesses	-	(realised)	
Repairs & Maintenance	-		
Salaries	-	By Interest (accrued)	
Insurance	-	(realised)	
Depreciation (by way of provision of adjustments)	-	On Securities	-
Other Expenses	-	On Fixed Deposit	1,10,529
		On Bank Account	85,111
To Establishment Expenses	35,70,545		1,95,640
To Remuneration to Trustees	-	By Dividend	
To Remuneration (in the case of a math) to the head of the math, including his household expenditure, if any	-	By Donations in Cash or Kind	1,88,50,183
To Legal Fees	-	By Grants	
To Audit Fees	88,500	By Income from other sources	
To Contribution and Fees		(in details as far as possible)	
To Amount written off :-		Miscellaneous Income	5,474
(a) Bad Debts	2,00,000	Membership Fees	6,88,400
(b) Loan Scholarship	-		6,93,874
(c) Irrecoverable Rents	-	By Transfer from Reserve	
(d) Other Items	-		
To Miscellaneous Expenses			
To Depreciation	62,581		
To Amount transferred to Reserve or Specific Funds	-		
To Expenditure on Objects of the Trust			
(a) Religious	-		
(b) Educational	1,32,38,594		
(c) Medical Relief	-		
(d) Relief of Poverty	-		
(e) Other Charitable Objects	-		
To Surplus carried over to Balance Sheet	25,79,477		
Total Rs	1,97,39,697	Total Rs	1,97,39,697

As per our report of even date,
The above Balance Sheet to the best of my/our belief contains a true account of the Funds and Liabilities and of the Property and Assets of the Trust.

FOR S. P. GUPTA & ASSOCIATES
CHARTERED ACCOUNTANTS
Firm Reg no 103445W
S. P. Gupta

(Shashikant Gupta)
Partner
Membership No 031899
Mumbai
Date: 08/10/2020



FOR ATMA EDUCATION

Amit Murugkar
Amit Murugkar
Trustee

Sonali Saini
Sonali Saini
Trustee



FINANCIALS

The Bombay Public Trust Act, 1950

SCHEDULE - VIII
[Vide Rule 17 (1)]

Registration No. :41578

Name of the Public Trust :Atma Education
Balance Sheet As At : 31st March 2021

FUNDS & LIABILITIES	Rs.	PROPERTY & ASSETS	Rs.
Trusts Funds or Corpus :-		Immovable Properties :-	
Balance as per last Balance Sheet	3,000	Balance as per last Balance Sheet	-
Adjustment during the year (give details)	-	Additions during the year	-
		Less : Sales during the year	-
		Depreciation up to date	-
Other Earmarked Funds :-		Investments :-	
(Created under the provisions of the trust deed or scheme or out of the Income)			
Depreciation Fund	96,047	Furniture & Fixtures :-	
Sinking Fund	-	Balance as per last Balance Sheet	5,18,313
Reserve Fund	17,18,703	Additions during the year	56,290
Any Other Fund	7,891	Less : Sales during the year	-
		Depreciation up to date	(1,23,494)
Loans (Secured or Unsecured) :-			4,51,109
From Trustees		Loans (Secured or Unsecured)	
From Others		Loans Scholarships	
		Other Loans	
Liabilities :-		Advances :-	
For Expenses	1,82,325	To Trustees	-
For Advances	-	To Employees	99,159
For Rent & Other Deposits	-	To Contractors	-
For Sundry Credit Balances	8,07,466	To Lawyers	-
		To Others	-
Income and Expenditure Account :-			3,71,903
Balance as per last Balance Sheet	4237249	Income Outstanding :-	
Less : Appropriation, if any	-	Rent	-
Add : Surplus as per Income and	2579477	Interest	-
Less : Deficit Expenditure Account	-	Other Income	-
	68,16,726		
		Cash and Bank Balances :-	
		(a) In Current Account with -	87,05,903
		In Fixed Deposit Account with -	-
		(b) With the Trustee	-
		(c) With the Manager	4,084
Total Rs	96,32,159	Total Rs	96,32,159

As per our report of even date,
The above Balance Sheet to the best of my/our belief contains a true account of the Funds and Liabilities and of the Property and Assets of the Trust.

FOR S. P. GUPTA & ASSOCIATES
CHARTERED ACCOUNTANTS

Firm Reg no 103445W

S. P. Gupta

(Shashikant Gupta)

Partner

Membership No 031899

Mumbai

Date: 08/10/2020



FOR ATMA EDUCATION

Amit Murugkar

Trustee

Sonali Saini

Trustee



Atma Education
(Registered as a Trust under the Maharashtra Public Trust Act 1950)

Schedules of Expenditure for the year ended 31st March 2021

Establishment Expenses	FC	NFC	Total
Particulars			
Bank Charges	12	4,868	4,880
Cleaning Charges	-	30,000	30,000
Electricity	2,160	10,550	12,710
Internet	14,480	7,617	22,097
Office Landline	-	3,463	3,463
Consultancy Charges	5,250	4,78,510	4,83,760
Repairs & Maintenance	1,32,751	4,150	1,36,901
Rent	2,85,000	1,73,500	4,58,500
Transport Expenses	-	74,600	74,600
Sundry Expenses	262	10,831	11,093
IT Expenses	8,600	2,43,896	2,52,496
Supplies and Sundries	-	1,090	1,090
Communication	1,443	7,168	8,611
Employee Provident Fund Expenses (EPF)	6,474	82,592	89,066
Insurance & Mediclaim	-	31,734	31,734
Salaries & other remunerations	1,15,486	18,06,648	19,22,134
Training & Development for Staff	-	12,409	12,409
Earlier Taxes	-	15,001	15,001
	5,71,918	29,98,627	35,70,545
Educational			
Particulars	FC	NFC	Total
Communication	471	22,739	23,210
Conveyance & Travelling Exps.	-	1,02,703	1,02,703
Direct Programme Expenses	1,32,000	10,29,921	11,61,921
Employee Provident Fund Expenses (EPF)	27,886	1,57,485	1,85,371
Insurance & Mediclaim	-	75,814	75,814
Printing & Stationary	-	26,488	26,488
Salaries & other remunerations	10,18,241	87,68,670	97,86,911
Staff welfare	-	24,113	24,113
Training & Development for Staff	-	29,720	29,720
Donation Given	-	18,22,343	18,22,343
	11,78,598	1,20,59,996	1,32,38,594
Other Expenses			
Particulars	FC	NFC	Total
Audit Fees	-	88,500	88,500
Bad Debts	2,00,000	-	2,00,000
	2,00,000	88,500	2,88,500

FOR S. P. GUPTA & ASSOCIATES

CHARTERED ACCOUNTANTS

Firm Reg no 103445W

S. P. Gupta

(Shashikant Gupta)

Partner

Membership No 031899

Mumbai



FOR ATMA EDUCATION

Amit Murugkar

Trustee

Sonali Saini

Trustee



FINANCIALS

Atma Education (Registered as a Trust under the Maharashtra Public Trust Act 1950)								
Note 4 - Fixed Asset								
A. Assets of FC Account								
Particulars	Rate	01.04.2020	Additions		Deletions	Net	Depreciation for the year	31.03.2021
			> 180 Days	< 180 Days				
A. General Assets						49,451	19,780	29,671
Computer	40%	49,451	-	-	-	2,39,020	23,902	2,15,118
Furniture & Fixtures	10%	2,39,020	-	-	-	1,03,863	15,579	88,284
Office Equipment	15%	1,03,863	-	-	-	3,92,334	59,262	3,33,072
Total (A)		3,92,334	-	-	-			
B. Grant Assets						54,930	21,972	32,958
Computer	40%	54,930	-	-	-	7,484	1,123	6,361
Office Equipment	15%	7,484	-	-	-	62,414	23,095	39,319
Total (B)		62,414	-	-	-	4,54,748	82,356	3,72,392
Grand Total (A + B)		4,54,748	-	-	-			
B. Assets of NFC Account								
Particulars	Rate	01.04.2020	Additions		Deletions	Net	Depreciation for the year	31.03.2021
			> 180 Days	< 180 Days				
A. General Assets						1,084	434	650
Computer	40%	1,084	-	-	-	10,346	1,035	9,311
Furniture & Fixtures	10%	10,346	-	-	-	12,338	1,851	10,487
Office Equipment	15%	11,038	1,300	-	-	1,541	-	1,541
Books & Periodicals		1,541	-	-	-	25,309	3,319	21,990
Total (A)		24,009	1,300	-	-			
B. Grant Assets						94,546	37,818	56,728
Computer	40%	39,556	54,990	-	-	94,546	37,818	56,728
Total (B)		39,556	54,990	-	-	1,19,855	41,137	78,718
Grand Total (A + B)		63,565	56,290	-	-			
C. Total Assets (A+B)								
Particulars	Rate	01.04.2020	Additions		Deletions	Net	Depreciation for the year	31.03.2021
			> 180 Days	< 180 Days				
A. General Assets						50,535	20,214	30,321
Computer	40%	50,535	-	-	-	2,49,366	24,937	2,24,429
Furniture & Fixtures	10%	2,49,366	-	-	-	1,16,201	17,430	98,771
Office Equipment	15%	1,16,201	1,300	-	-	1,541	-	1,541
Books & Periodicals		1,541	-	-	-	4,17,643	62,581	3,55,062
Total (A)		4,16,343	1,300	-	-			
B. Grant Assets						1,49,476	59,790	89,686
Computer	40%	94,486	54,990	-	-	7,484	1,123	6,361
Office Equipment	15%	7,484	-	-	-	1,56,960	60,913	96,047
Total (B)		1,01,970	54,990	-	-	5,74,603	1,23,494	4,51,109
Grand Total (A + B)		5,18,313	56,290	-	-			

FOR S. P. GUPTA & ASSOCIATES
CHARTERED ACCOUNTANTS

Firm Reg no 10344SW

(Shashikant Gupta)

Partner

Membership No 031899

Mumbai

Date: 08/10/2020



FOR ATMA EDUCATION

Amit Murugkar
Trustee

Sonali Saini
Trustee



FOR ATMA EDUCATION

Amit Murugkar
Trustee



Sonali Saini
Trustee



Annexures of Balance Sheet as at 31st March 2021

Particulars	FC	NFC	Total
Reserve Fund	-	17,18,703	17,18,703
Grants			
FIL Foundation Grant			
Opening Balance	50,126	-	50,126
Add: Received during the year	-	-	-
Less: Expenses during the year	(50,126)	-	(50,126)
Less: Transferred to Assets Fund	-	-	-
Closing Balance	-	-	-
George Grant (Grant for Asset Purchase)			
Opening Balance	-	62,881	62,881
Add: Received during the year	-	-	-
Less: Transferred to Assets Fund	-	(54,990)	(54,990)
Closing Balance	-	7,891	7,891
Asset Fund			
FIL Foundation Asset Fund Account			
Opening Balance	62,414	-	62,414
Add: Transferred During the Year	-	-	-
Less: Depreciation of Asset from the grant	(23,095)	-	(23,095)
Closing Balance	39,319	-	39,319
George Grant Assets Fund Account			
Opening Balance	-	39,556	39,556
Add: Transferred During the Year	-	54,990	54,990
Less: Depreciation of Asset from the grant	-	(37,818)	(37,818)
Closing Balance	-	56,728	56,728
	39,319	17,83,322	18,22,641

FINANCIALS

Atma Education (Registered as a Trust under the Maharashtra Public Trust Act 1950)

Annexures of Balance Sheet as at 31st March 2021

Sundry Credit Balances

Particulars	FC	NFC	Total
Duties and Taxes	4,176	41,433	45,609
EPF Payable	200	2,200	2,400
Profession Tax	-	26,948	26,948
TDS on Professional Fee	-	1,57,162	1,57,162
TDS on Salary	-	53,315	53,315
Sundry Creditors	-	-	-
Payable to Employees	-	4,28,809	4,28,809
For Salary	-	93,223	93,223
Against Expenses	4,376	8,03,090	8,07,466

Expenses

Particulars	FC	NFC	Total
Provision for Expenses	-	1,82,325	1,82,325
	-	1,82,325	1,82,325

FOR ATMA EDUCATION

Amit Murugkar
Amit Murugkar
Trustee

Sonali Saini
Sonali Saini
Trustee



[Signature]

Atma Education (Registered as a Trust under the Maharashtra Public Trust Act 1950)

Annexures of Balance Sheet as at 31st March 2021

Advances

Particulars	FC	NFC	Total
Advance To Employees	-	-	-
Advance to Gauri	99,159	-	99,159
	99,159	-	99,159

Particulars	FC	NFC	Total
TDS Receivable	-	-	-
TDS Receivable (FY 2019-20)	-	1,39,534	1,39,534
TDS Receivable (FY 2020-21)	-	34,691	34,691
Sundry Debtors	-	97,250	97,250
TDS on Salary	1,00,429	-	1,00,429
	1,00,429	2,71,474	3,71,903

Particulars	FC	NFC	Total
Cash	13	4,071	4,084
Bank - HDFC NFCRA	-	67,27,460	67,27,460
Bank - HDFC FCRA	19,78,443	-	19,78,443
	19,78,456	67,31,531	87,09,987

FOR ATMA EDUCATION

Amit Murugkar
Amit Murugkar
Trustee

Sonali Saini
Sonali Saini
Trustee



[Signature]

FINANCIALS

Name of Public Trust : ATMA Education THE MAHARASHTRA PUBLIC TRUSTS ACT, 1950 SCHEDULE - IX C (Vide Rule 32)		
Statement of Income liable to contribution for the year ending : 31st March, 2021		
Particulars	Amount	Amount
I. Income as shown in the Income and Expenditure Account (Schedule D)		1,97,39,697
II. Items not chargeable to Contribution under Section 58 and Rule 32		
(i) Donations received from other Public Trusts and Dharmadas	-	
(ii) Grants received from Government and Local authorities	-	
(iii) Interest on Sinking or Depreciation Fund	-	
(iv) Amount spent for the purpose of secular education	-	
(v) Amount spent for the purpose of medical relief	-	
(vi) Amount spent for the purpose of veterinary treatment of animals	-	
(vii) Expenditure incurred from donations for relief of distressed persons by scarcity, drought, flood, fire or other natural calamity	-	
(viii) Deductions out of income from lands used for agricultural purposes:-		
(a) Land Revenue and local Fund Cess	-	
(b) Rent payable to superior landlord	-	
(c) Cost of production, if lands are cultivated by trust	-	
(ix) Deductions out of income from lands used for non-agricultural purposes:-		
(a) Assessment, cesses and other Government or Municipal taxes	-	
(b) Ground rent payable to the superior landlord	-	
(c) Insurance premia	-	
(d) Repairs at 10 per cent of gross rent of building	-	
(e) Cost of collection at 4 per cent of gross rent of buildings let out	-	
(f) Cost of collection of income or receipts from securities, stocks, etc. at 1 per cent of such income	-	
(g) Deductions as account of repairs in respect of buildings not rented and yielding no income, at 10 per cent of the estimated gross annual rent	-	
Gross Annual Income chargeable to Contribution Rs.		1,97,39,697

Certified that while claiming deductions admissible under the above schedule, the Trust has not claimed any amount twice, either wholly or partly, against any of the items mentioned in the Schedule which have the effect of double-deduction.

FOR S. P. GUPTA & ASSOCIATES
CHARTERED ACCOUNTANTS
Firm Reg no 103445W
S. P. Gupta
(Shashikant Gupta)
Partner
Membership No 031899
Mumbai
Date: 08/10/2020

FOR ATMA EDUCATION
Amit Mungkar
Amit Mungkar
Trustee
Sonal Walal
Sonal Walal
Trustee

S. P. GUPTA & ASSOCIATES
Chartered Accountants
MUMBAI-57

ATMA EDUCATION
REGD. NO. E-24874
(MUMBAI)