

# LIVE UNITED

ANNUAL REPORT  
2017-2018



United Way of Hyderabad

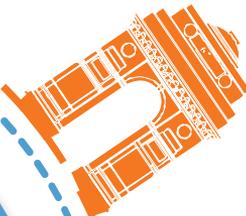
GIVE • ADVOCATE • VOLUNTEER





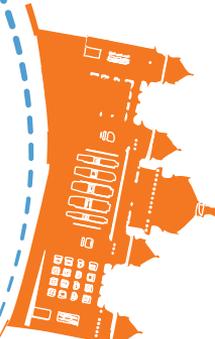
Started in 2008  
Known for Pehal  
A Community development  
initiative

## UNITED WAY OF DELHI



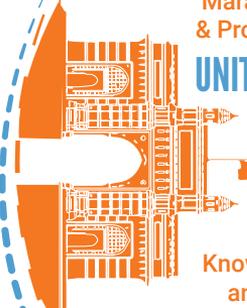
Started in 2008  
Known for Wake the Lake  
and Center of excellence  
for BornLearning

## UNITED WAY OF BENGALURU



Started in 2002  
Known for the Mumbai  
Marathon, Mission Mangroves  
& Project Poshan

## UNITED WAY OF MUMBAI



## UNITED WAY OF KOLKATA

Started in 2011  
Known for Programs  
promoting Sanitation  
and the Girl child

Started in 2010  
Known for WASH project in Schools  
and Budget Analysis Fundraiser

## UNITED WAY OF CHENNAI



## UNITED WAY WORLDWIDE

United Way works with the philosophy that we all have a stake in what befalls our fellow men. We benefit when a child succeeds at school, when someone finds a job that will help them provide for their family, or when more people are able to access quality, affordable health care. United Way is engaged in nearly 1,800 communities across more than 40 countries and territories worldwide. For the past 130 years, United Way has evolved to meet the needs of the times. Today, the world needs United Way more than ever.

# NETWORK

## UNITED WAY INDIA

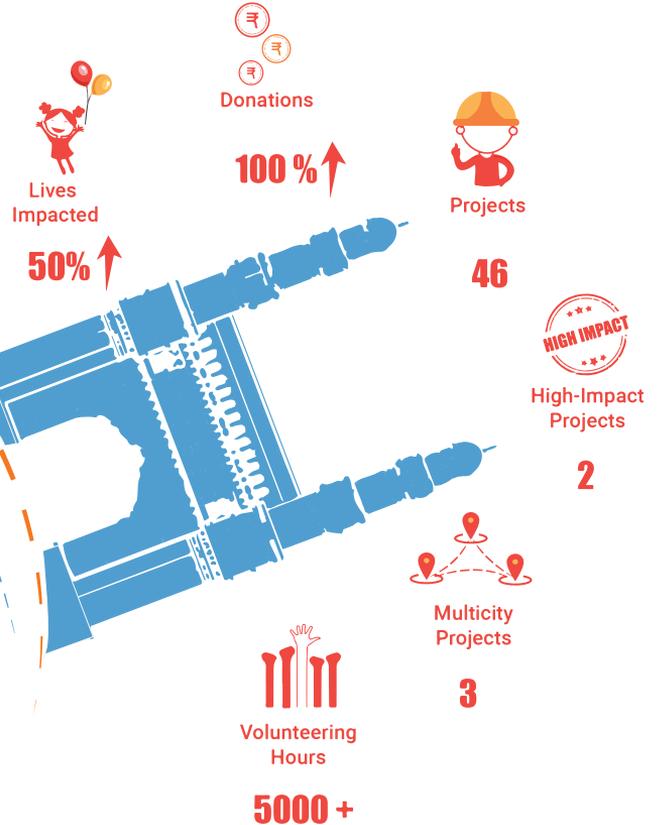
United Way India (UWI) is responsible for leading, supporting and maximizing the collective impact of a network of seven local chapters.

Started in 1986  
Known for Fusion  
Study Foundation,  
Elderly Care Scheme  
and United Way Garba

### UNITED WAY OF BARODA

## UNITED WAY OF HYDERABAD

United Way of Hyderabad is a volunteer led, non-profit organization, established in 2010 to succor the underserved communities. United Way of Hyderabad channelizes its effort in building community based and community-led solutions that strengthen the foundations of a good life: education, financial stability and health.





**RAMESH KAZA**  
CHAIRPERSON

Dear Friends,

It gives me immense sense of pride in sharing the continued growth story of United Way of Hyderabad in our impact and outreach to the underprivileged. We have nearly doubled our charity fundraising as compared to last year, and also brought industries best talent into United Way of Hyderabad as our employees. While we continue to grow, we have ensured to keep a “donor first” mindset, and have diversified our projects that have helped bring a new learning and awareness of sectors beyond “Education”. This would have not been possible without great support from our key stakeholders who continued to trust us as their community service change agents.

In the last fiscal year, our services have positively impacted 68000+ people. Also, we have seen a notable increase in the environmental projects this year, thanks to our donors who started to diversify their fund allocations to environmental initiatives. One of our key goals was also to expand our outreach, covering health & environment, and I am glad to see that the shift is starting to happen more so in the last few quarters.

This year, we onboarded five new donors, and improved our existing donor contributions by 100% which signifies our extended reach, and continued trust we have built with our donor base. United Way continues to get recognized as one of the most trusted platforms when it comes to community service.

These achievements are predominantly due to the confidence placed in us, by our donors, NGOs we partnered with, the government organizations that have provided us timely guidance and support, great advise and directional inputs from my esteemed colleague board members, and last but not the least, the very passionate and committed United Way of Hyderabad employees.

I am looking forward to yet another great year of contributions by United Way!

Best Regards  
Ramesh Kaza

Dear Friends,

It has now become a habit for United Way of Hyderabad to double its efforts year after year. This year again we doubled our fundraising and fund utilization efforts by 100% and impacted over 68,000 lives through the support. Aligning our work to United Way Worldwide and gaining visibility through social media presence and strategically positioning ourselves at various forums have been other significant efforts.

One of our friends introduced United Way as a “Glocal” organization while speaking about the expanse of work that we do in Global and Local spaces effectively. Being present and accepted in both these spaces simultaneously is not an easy position to be in. One would need unique skill sets and a collaborative attitude to be successful in this role. Finding team members to fit into this role is a challenge, however United Way of Hyderabad has been lucky and the organization had added 5 new members.

Credit to our achievement goes to the immense hard work done by my team, they are committed, passionate, intelligent and creative. Finding solutions to the roadblocks and meeting goals seems to be a seamless everyday activity for them. In the process we have gained a wealth of knowledge and have matured with insights. The team is also privileged to have an empathetic Board which is always ready to lend an ear, advise and lead us onto the right path.

We start the new year with great enthusiasm and with a bigger dream. Our strategy for the year is to diversify donation sources, accent work on all focus areas, position United Way of Hyderabad as a brand and an organization with expertise in bringing in collaboration and using technology to maximize efficiency. Towards this we request your good wishes and continued patronage.

Best Wishes  
Rekha Srinivasan



**REKHA SRINIVASAN**  
CEO

# CHILDHOOD SUCCESS

**O**ur partnership with schools, orphanages, and special homes focus on building learning capabilities of children in early years which are defined as ages 0-10; covered under two catchments, preschool (0-5 years) and primary school (6-10) . We dedicatedly work with children to help them get better access to care and protection, quality education and help them excel in school.

## Literacy Support

2943 Beneficiaries

## Infrastructure/ Learning environment

10054 Beneficiaries

## Attendance Improvement

16216 Beneficiaries



## A tale to tell...

A little boy of no more than two years was brought to one of our shelter homes by the police after unsuccessful attempts at finding his family. He was found crying in front of a temple in Kukatpally. Worn out by incessant crying he was fast asleep in the arms of a policeman oblivious of the bandage on his leg or the pain he had endured by the time he reached our shelter home. After nursing him at the home for two days, the boy was taken to a hospital and it was learnt that the wound on his leg has disabled him from walking. Unperturbed by the setback, the boy was sent to a bone specialist and after focused treatment and care he now walks perfectly. Today, he has settled well in the home, goes to school, runs, jumps, hops and aspires to fly (pilot) someday.

This is a story of one in many that we help on a day-to-day basis.

### STEM

6400 Beneficiaries

### Access to Education

2600 Beneficiaries

### Special Education

2018 Beneficiaries

# YOUTH SUCCESS

**T**hrough our work in high schools and skill building programs we help redirect youth (aged 11-24) to receive quality education, graduate high school and go on to pursue higher studies. Through skill-building initiatives we cover school dropouts and those who are out of mainstream education to receive skill, knowledge & credentials to obtain family sustaining employment.



## STEM

**5800** Beneficiaries

## Special Education

**3064** Beneficiaries

## Access to Education/ Higher Education

**1305** Beneficiaries

## A tale to tell...

Meena\*, a child from a family of farm laborers showed great penchant for academics from a young age and was interested in taking up a career in mathematics. However, she fell prey to hardships early in life and lost her mother to suicide and father to paralysis and had to step up and take care of herself and her younger sister and work alongside her grandparents in the farm to make ends meet. Wanting to fuel the passion and intellect of a bright student, Meena's mathematics teacher convinced her grandmother to join her in a bridge course where she excelled 7th through 10th standard resulting in admission at one of our partner NGO which strives to educate and empower the girl child. Having received proper guidance and support, Meena has passed the hurdles of EAMCET, BE and GRE with much aplomb and culminated her struggle much in style with a job as an engineer in the US last year. While building her life, she went back every summer to work in the farm and earn for her younger sister and to keep her away from adoption reaffirming her indomitable spirit.

Helping build and rebuild lives is the most beautiful way of showing that we care for our fellow beings.

### Job Training

4285 Beneficiaries

### Infrastructure/ Learning Environment

9897 Beneficiaries

### Attendance Improvement

14622 Beneficiaries

# FINANCIAL STABILITY

**W**e believe in facilitating opportunities to build a strong financial foundation for sustenance of self and their families including money management, overcoming barriers to youth employment and ending homelessness.

## *A tale to tell...*

Nafeesa\* was an ordinary housewife, with two kids, and a husband who rode an auto-rickshaw to scrape a living. Having heard about tailoring classes being held by one of our partners who champion the cause of improving socio economic conditions of women, Nafeesa enrolled herself into the classes. Upon successful completion of the class, she bought herself a machine and set it up in the weekly market where she worked on mending and alterations. This soon became lucrative triggering an entrepreneurial spirit in her which acted as a catalyst in setting up a thrift store for low income communities. At the store, she mends old clothes into almost new, arranges them according to sizes and has set the cash counter ringing, which has resulted in her husband helping her with strengthening the business. Today, Nafeesa is an entrepreneur who earns to take care of herself, her family and others too.

Introducing a sanguine trigger can create a ripple effect in many lives.



## Career Guidance & Scholarships

1961 Beneficiaries

## Ending Homelessness

460 Beneficiaries

## Skilling & Employability

589 Beneficiaries





**Nutrition  
Help**

**28645** Beneficiaries

**Community  
Health**

**1260** Beneficiaries

**Family assistance &  
Healthcare connections**

**1250** Beneficiaries

# ACCESS TO HEALTH

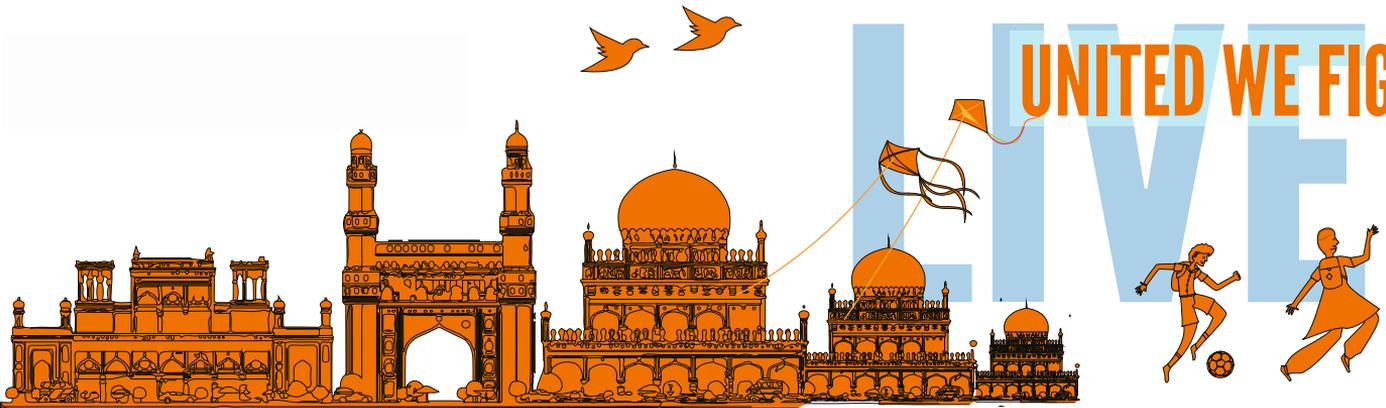
**O**ur work has helped to improve access to healthcare by aiding the public health delivery system. Through our projects, we have improved delivery mechanisms and their reach thus ensuring that the medical and nutritional needs of underprivileged children are met.

## *A tale to tell...*

During one of the regular outpatient check ups that was conducted at a government school, Raj\* a 11 year old child of a migrant worker, was found to have a hernia. As his parents weren't aware of this condition or that this needs to be treated, Raj's condition worsened and he needed immediate medical attention. Upon learning the gravity of the situation, the workers from the outpatient mobile clinic from one of our partner NGOs took him to their affiliated hospital to be monitored by a surgeon. After a series of tests a surgery was recommended and the entire process of hospital admission to surgery and to discharge was taken care of by our partner with the consent of his parents. Today Raj is back to school and is healthy and is much relieved from his discomfort.

A stitch in time saves nine.

UNITED WE FIGHT



## NAYEE TALEEM

Holistic development of Govt. schools owned by the community towards impacting learning outcomes of underserved children

Increase enrolment, attendance and performance of children in Govt. schools

1. Capacity building of NGOs
2. Strengthening of School Management Committees (SMCs)

15000+ Students  
103 Govt. schools  
1801 SMCs  
761 Govt. Teachers  
50000 Underserved families

1. Enrolments have been increased by 56%
2. Attendance recorded at a consistent 73% every month
3. 97 active SMCs

## QUALCOMM AQRITI

Enabling and empowering government school girls to pursue STEM education

1. Make school governance systems functional as per RTE norms
2. Capacitate STEM teachers to explore and use advanced STEM Teaching aids
3. Strengthening STEM teachers to motivate girls to take up education in STEM

1. Capacity building of STEM teachers and SMCs
2. Providing e-learning infrastructure

13000+ Students  
87 Govt. Schools  
71 STEM Teachers  
1 Science Centre  
2 Mobile Science vans

8% increase in academic performance (2017-2018)

16% of the girls passing out of 10th grade opted for STEM courses

VISION

OBJECTIVES

INTERVENTIONS

IMPACT NUMBERS

OUTCOME

# UNITED WE WIN



## NAYEE TALEEM

The interventions of SMC members increased the student enrolment from 55 to 75 in Government High School (GHS) Afzalgunj. Despite this long standing effort, the school was on the verge of closing down as most children in the vicinity preferred to study at a private school. An orphanage, 2.5 kms away, was keen to send its girls to GHS Afzalgunj, however they feared the safety of the girls, as they would need to cover this distance on foot. During an SMC meeting, it was suggested, that the SMC should raise the salary for a driver if a vehicle can be managed. Going a step forward, the SMC came up with an innovative solution and decided to crowdfund on gocrowdera.com. A small video capturing the essence of the problem was uploaded. This initiative brought them INR 1,06,200. Although the amount raised was lesser than expected, the cohort didn't lose hope and bought a second hand vehicle for the underprivileged girls. The school now has more than 100 students attending classes on a regular basis.

## A TALE TO TELL

### PARTNERS

1. Deloitte
2. Dept.of Education, Govt of Telangana
3. Nirmaan Organization
4. ASSIST
5. Magic Bus India Foundation
6. Aga Khan Foundation
7. Teach to Lead

## QUALCOMM AQRITI

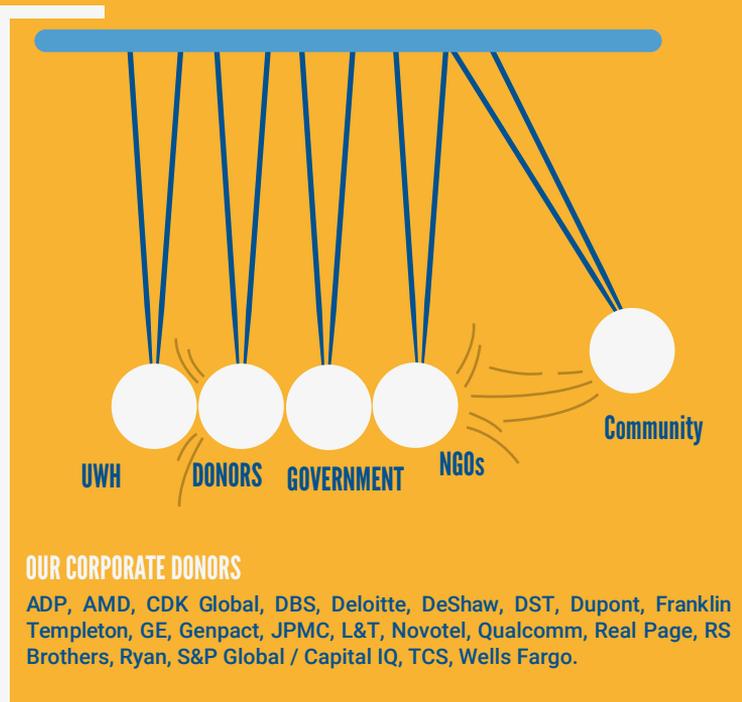
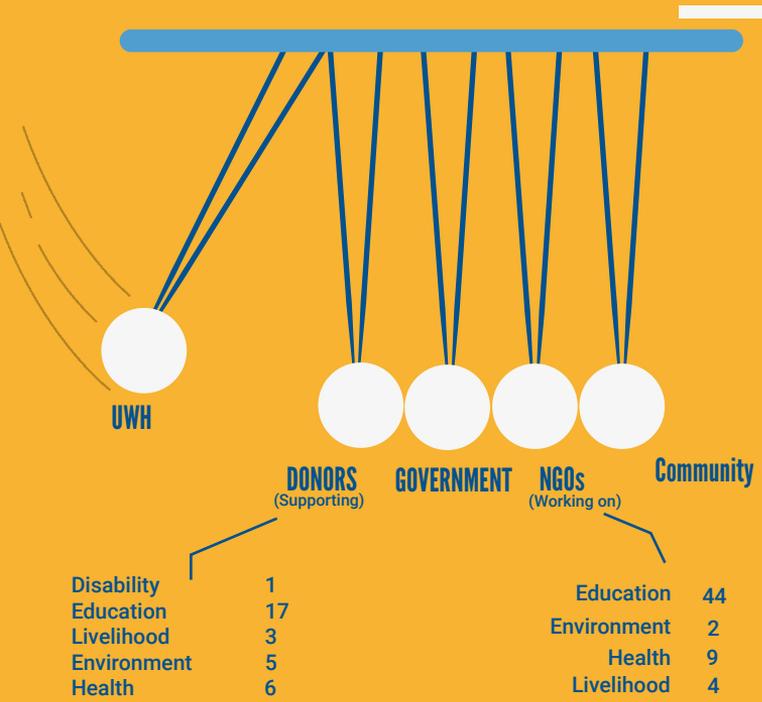
Our work in Govt. schools has shown that in spite of being academically smart and having the capability and interest to pursue STEM related courses or career, girls often don't take up STEM due to financially harsh conditions. This realization was instrumental in introducing scholarships as part of the project. Meghana\* topped her school with a 9.3 GPA and during career counseling showed interest towards pursuing a STEM related course but was afraid of the expense she might need to bear. Her impeccable academic record and zeal to pursue STEM helped her win a scholarship. She is now pursuing a STEM course in one of the largest private organizations offering STEM courses in Hyderabad.

### PARTNERS

1. Qualcomm
2. Dept.of Education, Govt of Telangana
3. Bodhaguru Learning Pvt. Ltd
4. Learning Space
5. India Literacy Project
6. Agastya International Foundation
7. Center for Arts Media and Social Welfare
8. Sports Coaching Foundation
9. Pi Jam Foundation

\* Names Changed

# POWER OF PARTNERSHIPS



Many social problems stemming out of rapid urbanisation qualify as 'wicked problems' which means that the nature of the problem is highly ambiguous. The inherent complexity and incomplete, contradictory, and changing requirements often make it difficult to recognize the root causes. It needs several different viewpoints, perceptions, resources and authorities to work together, to even define it with some clarity. United Way of Hyderabad works with multiple partners to observe, define, analyse, strategize and prototype for solutions.

## Government Partnerships

Greater Hyderabad Municipal Corporation has been a key partner on the environment and waste management related initiatives of United Way of Hyderabad.

We have conducted clean-ups and tree plantation activities in partnership with Greater Hyderabad Municipal Corporation. Along with corporate and technical partners, West Zone Greater Hyderabad Municipal Corporation has been working with United Way of Hyderabad to restore lakes in Hyderabad.

Education Department has been a close partner of United Way of Hyderabad's education projects in 240 schools. They have monitored our progress closely and have ensured the cooperation of their local machinery. The next step of this partnership is expected to co-endorse mainstreaming the suggestions coming out of our projects.

# GOVERNANCE



Good governance stems from the ability of the organization to identify the perfect mix of ingredients, in terms of its resources, leadership, practices and policies. An organization on the upward curve of the growth cycle constantly invests in new energy and fresh perspective for invigorating insights to advance the vision. In the last year and a half, United Way of Hyderabad has embraced a paradigm shift in its operations. The organization today has four departments who manage critical functions on a day-to-day basis, where discussions on moving to project based functioning and cross functional teams have found momentum. This has been possible via the four step hiring process allowing the organization to attract cream of talent pool by adding resources who have studied social work in a formal structure and passionate individuals with varied experience across fields. As a network, also, United Way is maturing via standardization and automation of its operations.

In a bid to improve our performance and align our operations with our value of being transparent and trustworthy, a common costs allocation model on time and material basis has been developed after much discussion and deliberation with experts. Accounting system has been redesigned so that the donation source, donor, cause and donation expenditure in the form of Groups, Sub groups, Cost Centres, Sub centres and Head of Accounts were developed along with unique codes.

A non-profit relies heavily on its board for good governance and United Way of Hyderabad has been fortunate to have passionate and committed Board Members who not only lend a kind ear but also give critical directional inputs for the organization to strive. We have a 15 member board with three new additions. Dr. P Kiranmai Pendyala is a distinguished scholar with focus on training not-for-profit organization leaders in India. She till recently served as, Corporate Vice President, & Chief Operating Officer (COO) HR, AMD. She is ranked among the top 6 women leaders in IT industry in India. Tanay Kediya is the Chief Administrative Officer (CAO) and Country Head of Wells Fargo EGS Hyderabad. In his career spanning over 19 years in financial services, Tanay has driven highly engaged delivery teams with an eye for quality, service, cost, timeliness and a focus towards innovation and continuous improvement. Shashi Reddy is Vice President (Engineering) at Qualcomm India Pvt. Ltd. He has 25+ years of experience in Wireless and Embedded software industry. He is currently heading Qualcomm Hyderabad Design center in development of embedded wireless software and was instrumental in setting up and growing the Indian Design center for Qualcomm in Hyderabad. We also bid adieu to Dr. B. Ramesh Babu and Mr. Mariasundaram Antony who moved on from the Board after a valuable contribution towards the growth of the organization. They continue to be part of United Way of Hyderabad and be associated with us and guide us as volunteers.

As per the statutory requirement we had four Board meetings, one in each quarter and an AGM to approve and accept the financials and annual report of the organization.

# FINANCIAL HIGHLIGHTS

## UNITED WAY OF HYDERABAD

### INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED 31st MARCH 2018

PARTICULARS	Note Ref	Year Ended 31st Mar'18 Amount in Rs.	Year Ended 31st Mar'17 Amount in Rs.
<b>I. Income</b>			
Donations received	6	15,68,51,659	7,83,28,923
<b>II. Other Income</b>		12,51,675	11,40,941
<b>III. TOTAL INCOME (I + II)</b>		15,81,03,334	7,94,69,865
<b>Expenditure</b>			
Grants to NGO's	7	8,73,99,815	5,87,84,327
Project Expenditure		4,09,83,061	1,29,50,617
Personnel cost		46,45,650	44,65,828
Bank charges		6,137	10,542
Administrartion Expenses		21,38,874	30,34,899
Event charges		-	8,85,250
Travel and conveyance		4,79,235	6,13,857
Telephone charges		29,967	51,921
Rent & Taxes		5,28,000	6,79,554
Depreciation		1,52,072	1,71,919
<b>V. TOTAL EXPENDITURE</b>		13,63,62,810	8,16,48,714
<b>(Shortfall) / Excess of income over expenditure(III-V)</b>		2,17,40,523	(21,78,849)

Notes 1 & 2 relate to Corporate Information and Significant Accounting Policies respectively. The accompanying are integral part of these financial statements.

As per our report of even date attached

For Subbarao Vamanam & Co.  
Chartered Accountants  
(Firm registration No. 0040865)

*Subbarao Vamanam & Co.*

Kedarnath Subbarao  
Partner  
Membership No. 020037

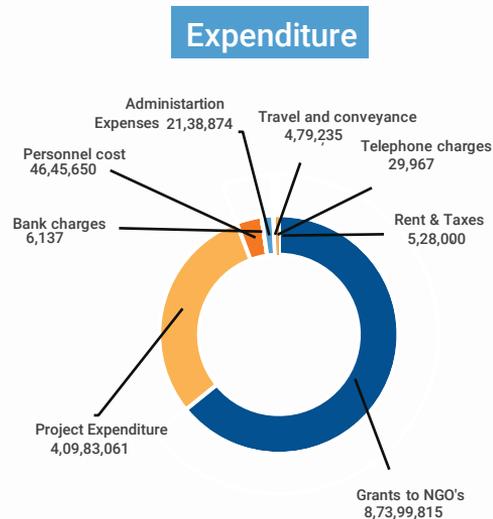
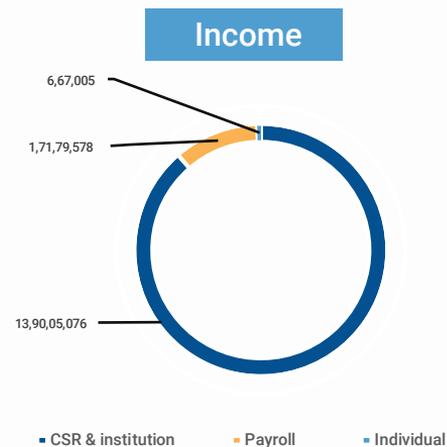
Place : Hyderabad  
Date :

For and on behalf of the Board of Directors of  
United Way of Hyderabad

Ramesh Kaza  
Chairperson

Place : Hyderabad  
Date :

Shakti Sagar  
Treasurer



# BOARD



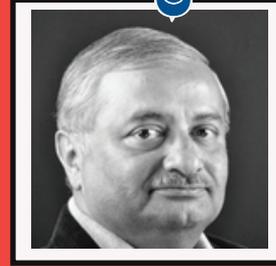
**Ramesh Kaza**  
Chairperson and  
Vice Chair



**Shakti Sagar**  
Treasurer



**Santha John**  
Secretary



**Anil Kumar**  
Joint Secretary



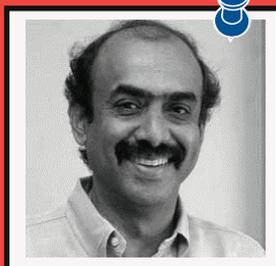
**Suchitra Ella**  
Member



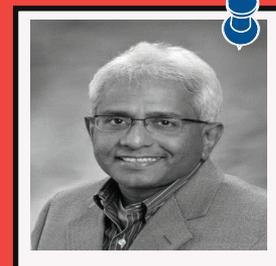
**Kiranmayi Pendyala**  
Member



**Tanay Kediya**  
Member



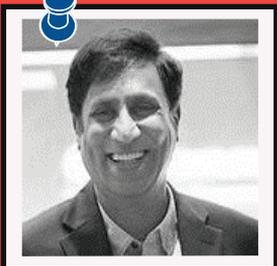
**Suresh Babu**  
Member



**Hari Karra**  
Member



**Amala Akkineni**  
Member



**Shashi Reddy**  
Member



**Vipul Khanna**  
Member



**Rangunathan**  
Advisor



**Jayesh Ranjan**  
Advisor

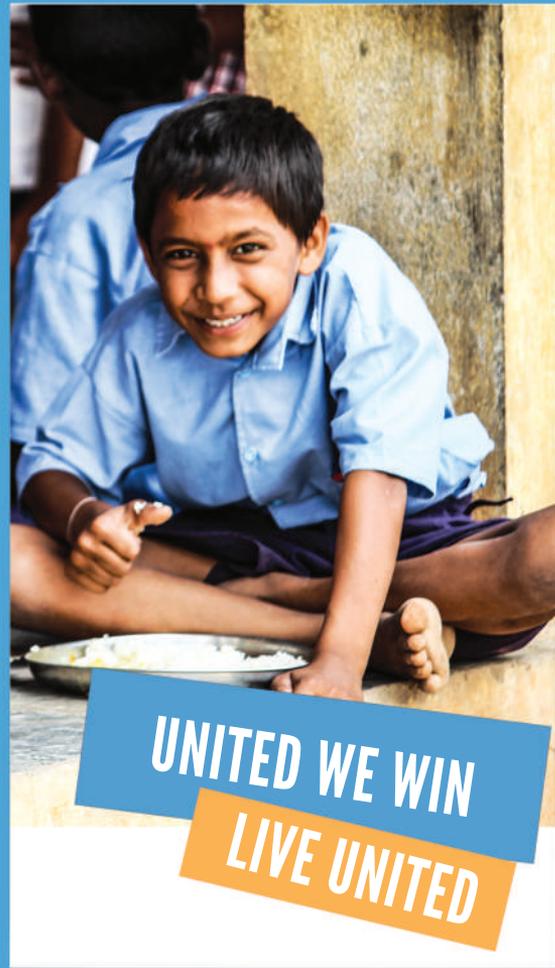


**Katherine Hadda**  
Advisor



**UNITED WE FIGHT**

**LIVE UNITED**



**UNITED WE WIN**

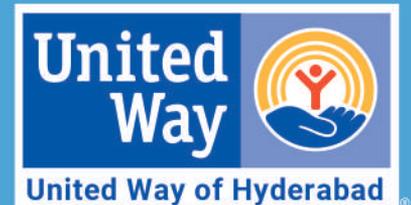
**LIVE UNITED**

**EXPLORE**

Careers | Partnerships | Volunteering | Student United Way

## UNITED WAY OF HYDERABAD

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