

# Lend-A-Hand India



*To make a difference in the lives of the poor through self-help programs that create economic opportunities for today and well-being for a lifetime*

**[www.lend-a-hand-india.org](http://www.lend-a-hand-india.org)**

# People

- **FIVE FRIENDS CONTRIBUTING \$100 EACH !**

## **CURRENTLY LED BY :**

### **Sunanda Mane**

- Ashoka Fellow
- Graduate of School of International and Public Affairs, Columbia University
- CARE International, UNDP, World Bank and philanthropic foundations
- Worked in India, Bangladesh, Tajikistan, Ghana, and US

### **Raj Gilda**

- Over 20 years of marketing, strategy, and finance experience with Citi, Deloitte, National Stock Exchange and Mahindra British Telecom
- Electronics engineer and MBA from University of Texas at Austin

## **Team in India:**

- Fourteen full time and three part time office staff incl Exec Director, Training and Development and a Program Officer
- 7 Field Officers
- Over 220 instructors

## The Need

- **Due to Rote Method of Learning, significant disconnect between the education received in the school vs. the skills needed in the real life**
- **Issue is not “unemployment” but “un-employability”**
- **Despite the recent economic boom, rural India continues to suffer from high unemployment and increased migration to urban areas**

# Solution



**Career Counseling**



**"Learning by Doing"  
Vocational Training**

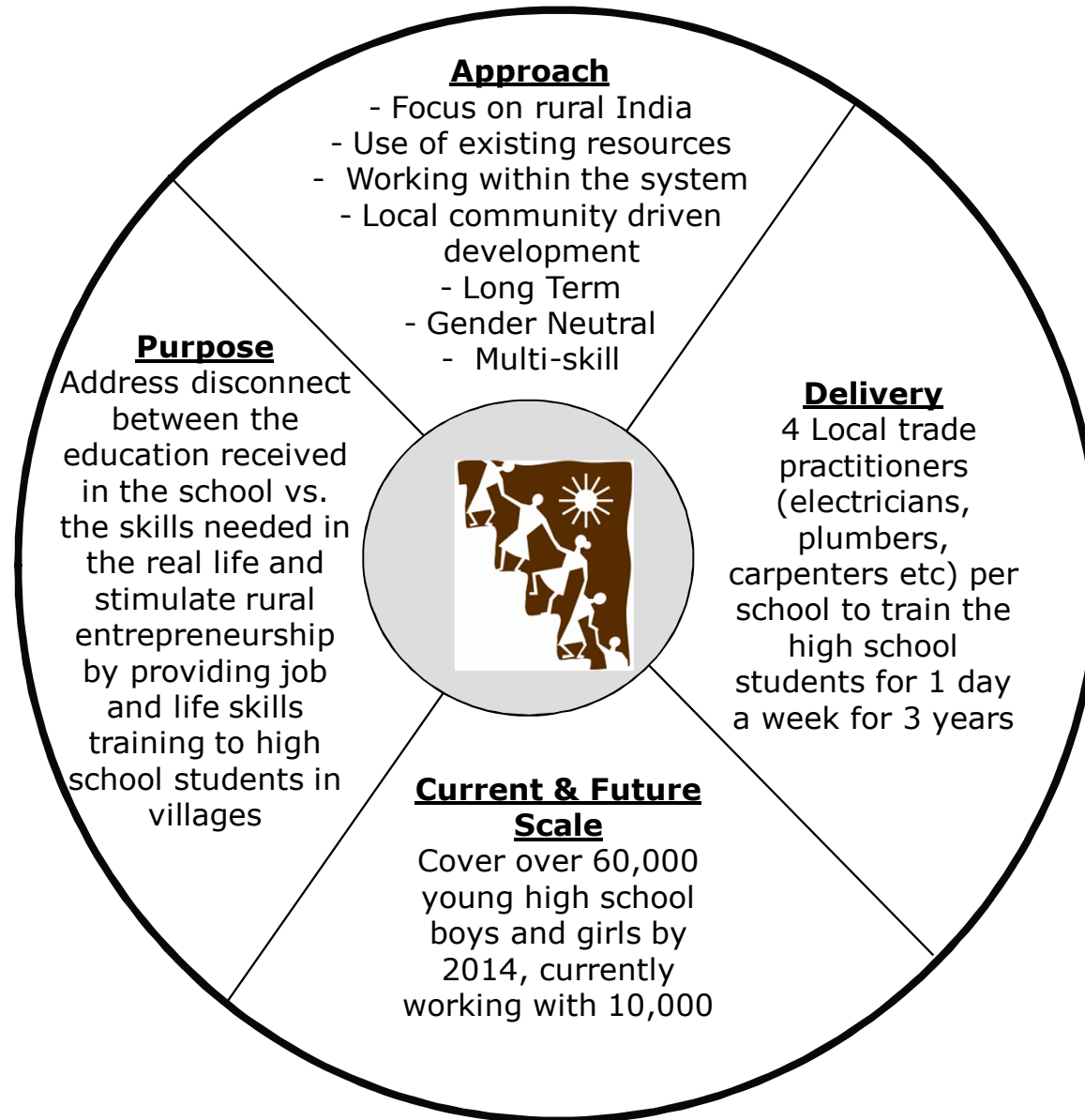


**Employment  
Generation**

**Enterprise  
Financing  
(Bridge Loan)**



# The Operating Model



# Making a difference, one step at a time...

## Focus on high school students

- Only program to focus on high school students age 14-17

## Local Community Partnerships

- Program conducted with active participation from the local community – trade practitioners recruited as trainers, community projects as practical assignments

## Use of Existing Infrastructure

- Using government aided high schools as delivery centers hence not adding any fixed cost and new infrastructure

## Working within the System

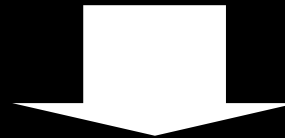
- Government as an active partner (conducts and certifies the exam), encourages schools to participate

## Multi-Skill

- Long term course with multi-skill training to change the basic mind set of students which develops the scientific temper and the capability to act.

## Gender Neutral

- Same skills taught to both boys and girls – leading to gender empowerment as girls learn the skills which are normally male dominated (electrical wiring, plumbing, carpentry etc)



**Highly Scalable Program in Cost Effective Way**

# Job and Life Skills Training



**“I can do it!!”**

**A student learning electrical wiring**

## **PROGRAM ACCOMPLISHMENTS**

- **61** vocational training centers reaching over **10,000+** high school students
- Students undergo intensive vocational training – one day per school week for three years spanning grades 8 to 10
- **Skills covered** : electrical wiring, fabrication, drip irrigation, green house, carpentry, petty construction etc
- 20% seats in advanced training institutes reserved for graduates of this program
- **Community Projects, an essential component** : Building of restroom for girls, water tank for the village, solar batteries for the village, school furniture repair

# Making a difference, One step at a time...



A girl student learns electrical wiring by building a switchboard



Constructing a greenhouse structure using nylon nets



Installing classroom lights applying electrical wiring skills



Putting together the roof for a classroom structure



Building a pedal power bicycle for portable electricity generation



Applying welding skills to repair a classroom bench

# Stories from the Field



- **Students building restrooms for girls since the girl students dropped out of the school or left early**



- **Operating Public Address system with power generated by a bicycle during High School Graduation Ceremony**



- **Students grew and supplied Marigold flowers to the factories nearby for Dassera Festival and earning money**

# Impact

## Age of beneficiary and Measures of Success

### Short-Term

Grade 8-10  
Age 14-16 yrs

1. Score on the life skills index test

2. Amount of revenue generated by the students by executing entrepreneurial projects in real life setting

3. Improvement in school attendance and reduction in dropout rate

### Medium-Term

Post 10<sup>th</sup> Grade  
Age 16-18yrs

% of students pursuing job oriented diploma engineering colleges, Industrial Training Institutes (ITI)

### Long-Term

Age 18-25 yrs

Number of students getting jobs

Age 25 yrs onwards

1. Change in household income

2. Change in standard of living of the family

3. Number of students starting their own enterprises

## Impact – 2009/10

- Students admitted to Diploma in Engg or Industrial Training Institutes (ITI) (25-30% vs. less than 5% in control schools)
- Revenue earned per school – Rs. 20-25,000 per center
- Life Skills Index (85 vs. 30 in control schools)
- Enrollment in the high school (Being studied)
- Number of students starting their own enterprise after 3-4 years from completion (To be measured)

# Online Monitoring & Tracking



Lend-A-Hand India  
Plan-100  
IBT monitoring system

“ A project to equip 20,000 girls and boys from  
100 highschools in rural india with job and life skills.”

Welcome : sunanda [User]

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**PLAN 100**  
A Silent Revolution  
A project to equip 20,000 girls and boys  
from 100 high schools in rural india  
with job and life skills.

play

**Lend-A-Hand India's mission is to make a difference in the lives of the poor through self help.**

**By partnering with grassroots non-profit organizations, we create better access to education, vocational training, career development, employment and entrepreneurial opportunities.**

#### ▶ IBT Happenings

Shilpa Ballal visit  
Kurze vibhag High school, Kurze



#### ▶ Community Work News

Students made 'Latane stands'  
Shrimati G.T.P. Kanya High School,  
Shani Mandal Tilali

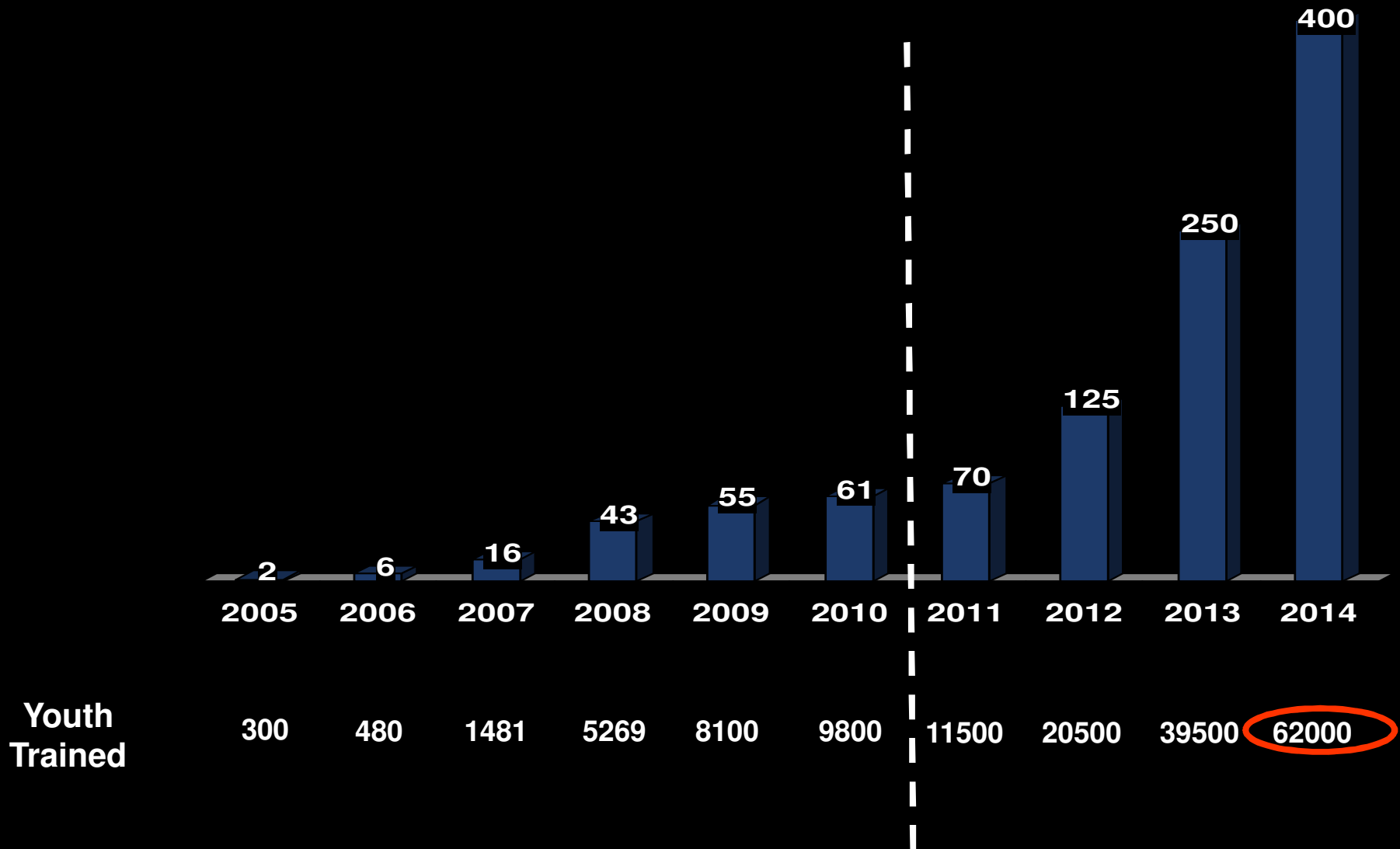


#### ▶ Our Partners



# Current Reach and Future Expansion

## Number of Centers and Youth Trained



# Critical Success Factors

## Program

- **Resource Centers spread geographically**
  - **Train the trainers facility**
  - **Curriculum customization for local condition**
  - **Experiments for school based revenue generation**
- **Internal Capacity Building**
  - **Full time trainers**
  - **Baseline and impact measurement**

## Resource Mobilization

- **Diversification of fundraising base**
- **Consistency**

## Measures for Sustainability

- **Focus on revenue generating/entrepreneurial activities by students**
- **Linkages for private sector**
- **Alumni Network**

# Lend-A-Hand India



## **Contact**

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