

### Asha – 2<sup>nd</sup> Questionnaire

1	Q. Why don't the children benefiting from the OPD facilities be enrolled as full-time students at KWS? Can they manage in other schools that they utilize the OPD facility on a need-basis?	<p>OPD is primarily the first point of contact with KWS and serves in a multipronged way</p> <ul style="list-style-type: none"> <li>• Children under the age of 6 years are provided with early intervention services for speech and language development, Physio/Occupational Therapy inputs for mobility, feeding, intellectual and behavior assessment</li> <li>• OPD is also used for initial assessments needed for developing customized plans for the child</li> <li>• OPD is also the place for supportive additional need based training for children attending the regular schools like gait training, speech training or physio/occupational therapy.</li> <li>• OPD contact is also used to assess the parental involvement, provide Parental training and counseling for the long term rehabilitation of children with disabilities.</li> </ul>
2	What % of the funds generated as grants from BASAID, Concern India, etc. is used towards teachers' salaries? Are the grants regular?	<ul style="list-style-type: none"> <li>• CIF has been renewing every year for the last 4years beginning 2004.</li> <li>• CIF contributes to 90% of the salaries of the staff covered under their project.</li> <li>• BASAID has not been contributing towards the salaries of the staff for the last 2 years now and funds only for the raw material needed for the vocational activities of the project.</li> <li>• Renewal of the grant is not regular.</li> </ul>
3	How much fluctuations are there in funds raised through donors every year?	<p>Very inconsistent &amp; cannot be explained, due to which we need to look for building up corpus account.</p> <p>Most of the NGOs working in the areas of disability have to always depend upon fundraising. As the recurring costs of operations are highly expensive as compared to other social causes.</p>
4	What do they do in the awareness camps in the community?	<p>Awareness camps are forums for:</p> <ul style="list-style-type: none"> <li>• Awareness about the rights of persons with disabilities</li> <li>• Entitlements and social security provided under the persons with disabilities Act 1995.</li> <li>• Importance of Early detection and intervention for training of children and persons with disabilities</li> <li>• Sensitization of the community towards needs of persons with disabilities.</li> </ul>
5	What kind of an outreach program do they have? What about like-wise affected children in the rural areas	<p>We have had a regular out reach activities in the past but could not continue due to paucity of funds.</p> <p>In the past the activities ranged from sensitization of local rural communities to sensitising the health workers for early identification of children with disabilities, Training the students</p>

	near their center who are unable to come to KWS on a daily basis?	enrolled for primary teaching at district levels,
6	Why is the ratio of those successfully employed after training so low (1%)?	<ul style="list-style-type: none"> <li>• The total percentage of persons with disabilities employed in the Country is not more than 0.9%.</li> <li>• The primary aim of the training is to make the adolescents productive in their environment.</li> <li>• The training is also means of adding value and quality in the lives of persons with disabilities and hence does not always result in gainful employment in the open market.</li> <li>• Efforts are on to create a model sustainable sheltered workshop.</li> </ul>
	What is the size of the corpus? Adding stock, cash, fixed deposits etc. Do they have any goal of setting up the corpus fund to the desired amount?	<p>We have initiated the Corpus Fund with INR 276,600 in fiscal 07-08, and Intend to add further INR 1,224,000 in Fiscal 08-09 to total INR1.5 million, from our current reserves.</p> <p>Taking a net yield of 8% P.A we project an income of INR 40,000/ P.A with present savings and another INR 97,920/ P.A with the intended additions.</p> <p>Revenue needed for the operations of KWS is close to INR 3.0 Million P.A and to achieve this we need to have at least a corpus of INR 20 Million to reach a self reliance level.</p> <p>We plan to target our fund raising activities for next 3 years to achieve the above mentioned financial sustenance level..</p>
	<p>If approved, will funds sent from Asha be indirectly contributing to a corpus fund?</p> <p>(If Asha funds a part of the requested amount for salaries, and their fund raising is as in the previous year, 16 lacs, and they are able to generate the required funds, what happens to the now surplus amount, where the funds raised is more than the actual operating expense? Would the rest go towards the corpus? If the</p>	<ul style="list-style-type: none"> <li>• Funds from ASHA would indirectly substantiate for the corpus as the funds that otherwise get spent for the recurrent expenses could be directed to Corpus, thus meeting the pre- decided target of 20 million INR in 3 years</li> <li>• KWS also plans to spearhead the fund raising for the next 3 years towards building of the Corpus.</li> </ul>

	<p>case does arise, where would the excess funds be used - ramp/ recruiting new teachers/ corpus/ van loans/ ? What if Asha were to not fund? What happens? Can they manage without Asha funding?)</p>	
	<p>If you can provide a detailed budget for the operating expense in terms of the salaries of the teachers and the staff, with the exact split-up, it would be great. Please find attached a sample budget of a similar institution that Asha-Austin had funded recently (a part of their total requested funds). Further, include the projected operating expenses if new teachers/staff are hired. Would new teachers be recruited anytime soon?</p>	<p>Attached herewith</p>