



Spark-A-Change  
FOUNDATION

## EXECUTIVE SUMMARY

- We are a **4 year old Mumbai-based NGO** registered as a Public Charitable Trust, providing **after-school programmes aimed at bridging learning gaps among school going children from low-income communities**
- **Our programs** revolve around meaningful education, **building better comprehension of language and numerical concepts to inculcate a joy for learning**. The programs are designed to enhance the ability of students to perform better with more understanding.
- Current reach of **400 kids** through **3 SAC learning centres** in Andheri West, Juhu and Irla with **80% student retention**
- **BMC In-School Support Program benefitting 500 children**
- A strong and committed **team of over 60 volunteers**, from students to educated homemakers and retired professionals
- Successful **collaborations** with other institutions for **science, sports, computers and skill development programs**
- **Improvement in grades, self-discipline, punctuality and positive class behaviour observed in more than 50% students**
- **Significant improvement in English comprehension and speaking skills in children above Grade 7**
- Aim to bring about a **positive life change** in **5000 kids over the next two years**





## ABOUT US

Spark-A-Change Foundation [SAC], is a Mumbai based NGO registered as a Charitable Trust under the Bombay Public Trust Act,1950.

SAC was born out of our conviction that meaningful literacy enables transformation of lives and that every child, regardless of socio-economic strata, deserves access to quality education, mentorship and opportunities to realise and maximise their potential. Interaction with educated adults through academic and non-academic activities builds self-esteem, confidence, a thirst for learning and values that prepare them for future opportunities.

## VISION

Every child educated with access to equal opportunities for a better future

## MISSION

To ensure transformational change in school going children from low income background by providing them with knowledge, values, skills and support through joyous, positive experiences from interaction with well intentioned, educated adults to help them excel.

## WHAT WE DO

At SAC Centres, we provide an after-school programme aimed at bridging learning gaps among school going children. It is our endeavour to provide a solid educational foundation through academic and non-academic activities that foster self-esteem, confidence, love for learning and enable the child perform better and with more understanding at school. Our key strengths are an all women core-team with diverse competencies and a committed volunteer base of students, senior citizens, professionals and educated homemakers.





Concepts in Math, English and Sciences are taught through daily after-school sessions. Experiential education is provided through exposure to sports, educational field trips, festival celebrations, art and craft workshops.

**“Creativity is as important now in education as literacy and we should treat it with the same status” – Ken Robinson**

The core aim of education is the all-round development of the child. A right balance of curriculum, learning and co-curricular activities is key to achieve this aim. Our focus is to identify and implement co-curricular activities that complement our educational program to enable overall development of the child.

We believe collaboration among like-minded entities, working towards a common goal, is key to lasting social change. This year, we have partnered with other NGOs to introduce computers, science, sports, life skills and vocational exposure programs in tandem with our purpose of providing equal opportunities for each child.

## WHY WE DO

- **40% of the Indian population is below 18 years of age** - around 400 million
- Less than 50% of them go to school - that's 200 million
- **Only 32 % finish their school education** - that's 64 million
- Meaning.. around 336 million kids.. **34% of our population will be UNEDUCATED, UNEMPLOYABLE**
- Of those in school, **less than half of Grade 5 kids CANNOT READ Grade 2 text or solve a simple subtraction problem**





## ACTIVITIES WE DO

### 1. SCIENCE INNOVATION HUBS

Science is a fascinating subject that builds critical thinking skills, a key attribute for future success. SAC has partnered with another Mumbai-based NGO, **Universe Simplified Foundation** ([www.universesimplified.org](http://www.universesimplified.org)) that focuses on hands-on science and astronomy workshops for underprivileged children across schools in Mumbai. The STEM (Science, Technology, Engineering, Maths) based curriculum gets children to “build” projects which are based on real life applications.

We have completed 2 successful years with over 50 kids with incredible results. Children have built solar cookers, solar phone chargers, obstacle sensors, portable washing machines, bio-gas machines etc with minimal guidance and support.

### 2. INTENSIVE COACHING

SAC conducts after-school classes in Math, English and Science for all kids. Despite showing great results in these subjects, as children approach higher grades, we observed that children are constrained to attend tuitions for subjects not covered by us. To address this we have introduced in-house intensive coaching in all subjects for deserving students of grades 9 to 12 across all centres.

The tuitions are conducted by experienced tutors from reputed coaching institutes / schools keen on helping with our cause at extremely subsidized rates. The progress of children is periodically monitored to ensure optimal performance.

***Our first tutored batch of Grades 9 and 10 passed with 100% results, with many scoring over 65% in their SSC Boards.***

### 3. EXPOSURE TO TECHNOLOGY

Computer knowledge is now a necessity and to this end, we have commenced computer training for children above Gr 8. In the last academic year, **40 children successfully completed a basic computer course.** We are planning to extend the training to **50 more children in the coming year.** Our partners in computer mentoring are organizations like Vidyanidhi Info Tech Academy, Juhu, and YMCA D.N.Nagar who provide MS-CIT program, Computer Basics and Scratch Programming course at an average subsidized rate of Rs.4,300/- per child.





#### 4. LIFE SKILLS PROGRAM

Equipping children with knowledge is no longer enough to give them the strongest possible start in life. To help children face everyday challenges and make the most of their opportunities, life skills such as **Teamwork skills, Self-Awareness, Leadership abilities, Self-confidence, Respect for different opinions and Empathy** are becoming an essential part of their education. Schools are proposed to deliver an education that ensures children emerge as conscientious and reflective citizens capable of bringing change in their own lives as well as in society.

At SAC, we strongly believe in the power of collaboration to efficiently achieve a larger purpose. We have collaborated with **Apni Shala ([www.apnishala.org](http://www.apnishala.org))**, an NGO that designs and delivers curriculum for children and teachers to become confident and nurture healthy relationships to solve problems around them effectively. The aim of the program is to create a learning environment, free of judgement, enabling children and teachers reach their highest potential.

#### 5. WORLD OF EXPOSURE PROGRAM

While the 21<sup>st</sup> century has opened a plethora of careers, our teenagers lacked an understanding beyond the regular traditional options. We were keen on imparting an in-depth exposure and understanding of various career opportunities to all our higher secondary kids. We invited a few eminent people from the writing, social media, banking and food sectors to talk to the kids on their journey and the industry. The interest and enthusiasm the sessions generated prompted us to look for a structured program to address this gap.

We have collaborated with **Antarang Foundation ([www.antarangfoundation.org](http://www.antarangfoundation.org))**, who have developed an engaging career awareness program to cater to children as young as 12 years of age. This year long, once-a-week intervention gets children to think about careers and their futures in an informed way. Awareness of options with the capacity to make an informed choice about their future career goals is a great motivator for adolescents to continue their education.





## 6. IN-SCHOOL SUPPORT PROGRAM

The success of our In-School Support program last year with BMC Adarsh Nagar MPS School (pre-primary, Gr 1 & 2) motivated us to reach out to schools in need of teacher support, especially at the higher secondary level. We have since, extended our ***In-school Support program*** to 2 more schools ***reaching out to more than 500 kids.***

## 7. SNACK SUPPORT

At SAC, we believe that “In a healthy body, resides a healthy mind”. Most children mentored by us are severely malnourished and suffer from lack of stamina and poor concentration. Over the last 2 years, we started with small snacks like biscuits and moved to more satiating foods like idlis, poha, upma etc and observed improved learning outcomes.

It is our endeavour to improve this aspect of our program with the quality and content of snacks provided.

## 8. SPORTS COACHING

Sports is recognised as a key factor to build discipline, team work, focus apart from physical endurance. It helps channel energies into positive, constructive form that ultimately transcends into overall personality enhancement.

With this aim in mind, we also conduct camps in football, cricket and athletic sports to identify talent that can be groomed to participate at district / state level tournaments. We sponsor coaching for the children in field of cricket and football.

For the past 3 years, our **Annual Sports Meet** has been planned and hosted by students of ***Singapore International School*** on their premises.

## 9. OUTINGS AND EVENTS

Learning is best achieved through actual experiences. Annual Day, Sports Day, festival celebrations, visit to museums, malls, multiplexes, IPL matches, other NGOs, corporate houses all add to their view of the world and life.





## OUR TEAM

### **NIRMALA VENKATESAN : Founder Trustee**

A qualified Chartered Accountant, Nirmala, after a successful career in finance and treasury, switched role to full time mother and homemaker, moved on to consulting assignments and finally found her calling in the SAC cause. She firmly believes that meaningful literacy with equal opportunities for every child is the only way to progress for the country. A love for structures with an analytical mind, she takes responsibility for finance, fundraising, processes and impact assessment at SAC.



### **AVANI DALAL : Co-Founder Trustee**

An electronics engineer by qualification, a freelance graphic designer and an animator, mother, homemaker, an IWC Woman Achiever Awardee (2014-2015) and a passionate social worker wedded to the SAC cause. Avani brings her creative expertise and intuitive understanding of children to enhance various facets of teaching methodologies.



### **GAURI GUPTA**

A Philosophy graduate from Delhi University, entrepreneur and certified Image Consultant, Gauri has been involved with teaching underprivileged children from her teenage years in Delhi. She started with SAC as a volunteer and has played a pivotal role in planning community events. Dedicated, responsible and an optimist, her expertise on Public Relations and Corporate Connects also serve a larger cause at SAC



### **PAYAL CHOKSI THANAWALA**

A Chartered Accountant & Investment Consultant by profession. A volunteering stint at SAC exposed her to the need and impact of processes and transparency for an NGO. Meticulous, committed, with a keen eye for the best interests of children, she is in charge of book-keeping, accounting processes, budgeting and internal audit.





## FIND US AT

### ANDHERI

Garden No. 4, Next to Celebration Club  
Lokhandwala, Andheri West, Mumbai– 400053  
10:30am - 12:00pm, 1:30pm – 3:30pm

### IRLA

Balwadi, Opposite Mukesh Patel Engineering College, Bhakti Vedanta Swami Marg,  
Near Homeopathy Hospital, Irla, Vile Parle West, Mumbai-400056  
2:00pm – 4:00pm

### JUHU

Tilak Udyan, Next to Ecole Mondiale World School, Gulmohar Cross Road 9, JVPD,  
Mumbai -400049  
10:15pm – 12:15pm

## REACH US AT

- Mailing Address** : 1202, Raheja Classique 5, New Link Road, Andheri (W)  
Mumbai 400 053, Maharashtra, India.
- Call** : 93232 88002 / 96197 07002
- Email Address** : [info@sparkachangefoundation.org](mailto:info@sparkachangefoundation.org)
- Website** : <https://www.sparkachangefoundation.org>
- Facebook** : <https://www.facebook.com/SparkAChangeFoundation>







## WE NEED YOUR SUPPORT

For the next academic year, apart from the regular academic activities, funding support is also required for specific co-curricular activities / programs conducted by us. Detailed description / cost breakups for each of them are provided in the following sections.

PROJECT NAME	REQUIREMENTS	NO OF KIDS	PER CHILD COST	AMOUNT PER MONTH (Rs)	AMOUNT PER YEAR (Rs.)
<b>1. Science Innovation Hubs</b>	Monthly fee @ Rs 5000/ hub (of 30 kids) for 4 hubs	120	2,000	20,000	2,40,000
<b>2. Intensive Coaching</b>	For SSC board students	60	12,000	60,000	7,20,000
	For HSC board students	30	18,000	45,000	5,40,000
<b>3. Computer Courses</b>	For basic and MS-CIT courses	50	4,500	12,500	1,50,000
<b>4. Life Skills Program</b>	For 4 batches of 25 sessions yearly across 2 centers	100	1,320	11,000	1,32,000
<b>5. World of Exposure Program</b>	For annual program of 35 sessions 2 centers (for 8 graders and above)	100	3,200	26,667	3,20,000
<b>6. BMC School Support Program</b>	Annual Cost on teacher salaries, materials	500	7,500	3,12,500	37,50,000
<b>7. Snack Support</b>	Rs 15 / day / kid for 700 kids on 200 days	700	3,000	1,75,000	21,00,000
<b>8. Workbook Printing</b>	6 workbooks per child per year @ Rs 50 each	400	300	10,000	1,20,000
<b>9. Center Head Salaries</b>	Salary for 2 resources @ Rs 15,000/month	400	900	30,000	3,60,000
<b>10. Sponsor A Center</b>	Support all costs of a center	100	13,190	1,09,916	13,19,000





## OUR DETAILED BUDGET REPORT FOR 2019-2020

### BUDGET FOR 2019-20

PARTICULARS	Partner NGO	Cost Assumption	Unit Cost	Juhu - Tilak Udyan	Ira	Lokh	Total Units	% sponsor	Amount sponsored	Funding required	BMC School Support	% sponsor	Amount sponsored	Funding required
Max children				180	60	170	410				540			
Volunteers / Paid staff (BMC)		@ 10:1 ratio / subject		39	14	36	89				19			
<b>Cost per child per annum</b> [Edu cost + Health + Co-curricular]				<b>9,135</b>	<b>17,435</b>	<b>11,641</b>	<b>13,590</b>				<b>8,082</b>			
<b>Cost per child per month (annual / 12)</b>				<b>761</b>	<b>1,453</b>	<b>970</b>	<b>1,132</b>				<b>673</b>			
<b>PROGRAM COSTS</b>														
<b>Educational Program Cost</b>														
Printing/ Workbooks		6 books / child / yr @ Rs 50 each	300	54,000	18,000	51,000	123,000	100%	123,000	-	73,320		-	73,320
Notebooks		2 qtr @ Rs 15 each	120	21,600	7,200	20,400	49,200	100%	49,200	-	-		-	-
Stationery		Rs 15 / child / month	180	32,400	10,800	30,600	73,800	100%	73,800	-	202,400		-	202,400
Assessment costs		3 times p.a @ Rs 15 / child	45	8,100	2,700	7,650	18,450	100%	18,450	-	-		-	-
Art material		Rs 20 / child / month	240	43,200	14,400	40,800	98,400		-	98,400	-		-	-
SAC T-shirts		@ Rs 150 each	150	27,000	9,000	25,500	61,500		-	61,500	-		-	-
<b>Education related costs [ a ]</b>				<b>186,300</b>	<b>62,100</b>	<b>175,950</b>	<b>424,350</b>		<b>264,450</b>	<b>159,900</b>	<b>275,720</b>		<b>-</b>	<b>275,720</b>
<b>Volunteer training costs</b>														
- trainer fees		Rs 10000 / session	3				30,000		-	30,000	12,000		-	12,000
- training material		Rs 50 / volunteer / session	3	5,850	2,100	5,400	13,350		-	13,350	-		-	-
- food etc		Rs 150 / volunteer / session	3	17,550	6,300	16,200	40,050		-	40,050	-		-	-
<b>Volunteer Training Costs [ b ]</b>				<b>23,400</b>	<b>8,400</b>	<b>21,600</b>	<b>83,400</b>		<b>-</b>	<b>83,400</b>	<b>12,000</b>		<b>-</b>	<b>12,000</b>
<b>Fixed Costs</b>														
Rent		20000 pm for new centers					-		-	-	-		-	-
Salary - Center Head		10000 for new center		240,000			240,000		-	-	-		-	-
Salary - Teachers		2 / center @ Rs 7500 p.m		180,000	180,000	180,000	540,000		-	540,000	3,212,300	30%	963,690	2,248,610
Boards, Stands etc		10 sets @ Rs 500 each		5,000	5,000	5,000	15,000		-	15,000	-		-	-
Mats		20 nos @ 400 / mat		8,000	8,000	8,000	24,000		-	24,000	-		-	-
<b>Fixed Costs [ c ]</b>				<b>433,000</b>	<b>193,000</b>	<b>193,000</b>	<b>819,000</b>		<b>-</b>	<b>579,000</b>	<b>3,212,300</b>		<b>963,690</b>	<b>2,248,610</b>
<b>TOTAL PROGRAM COSTS [ A = a + b + c ]</b>				<b>642,700</b>	<b>263,500</b>	<b>390,550</b>	<b>1,326,750</b>		<b>264,450</b>	<b>822,300</b>	<b>3,500,020</b>		<b>963,690</b>	<b>2,536,330</b>
<b>HEALTH &amp; NUTRITION COSTS</b>														
Daily Snacks		Rs 15/child/day 240 days	3,600	648,000	216,000	612,000	1,476,000		-	1,476,000	720,000		-	720,000
<b>TOTAL HEALTH &amp; NUTRITION COSTS [ B ]</b>				<b>648,000</b>	<b>216,000</b>	<b>612,000</b>	<b>1,476,000</b>		<b>-</b>	<b>1,476,000</b>	<b>720,000</b>		<b>-</b>	<b>720,000</b>
<b>CO-CURRICULAR COSTS</b>														
IT courses	Vidyanidhi Institute	MS-CIT courses @ 3000/child	3,000	60,000	60,000	30,000	150,000	100%	150,000	-	-		-	-
Innovation Hub	Universe Simplified	4 hubs of 20 kids each @ 5000 / hub / month	5,000	60,000	60,000	120,000	240,000	75%	180,000	60,000	-		-	-
Life Skills program	Apni Shala	4 batches of 15 fortnightly sessions / batch @ Rs 1000 per session	1,000	30,000		30,000	60,000	100%	60,000	-	-		-	-
World of Exposure	Antarang Foundation	34 weekly sessions for 40 kids	4,412	150,000		150,000	300,000		-	300,000	-		-	-
Sports Coaching	1500*8	Football coaching for 40 kids - 8 classes a month	12,000		144,000		144,000		-	144,000	144,000	0%	-	-
Intensive Coaching - SSC For Gr 9, 10		Yearly cost per child	12,000	240,000	-	480,000	720,000		-	720,000	-		-	-
Intensive Coaching - HSC For Gr 11,12		Yearly cost per child	18,000	-	414,000	126,000	540,000		-	540,000	-		-	-
Field Trips		Rs 750 / child	750	135,000	45,000	127,500	307,500		-	307,500	-		-	-
Sports Day		Rs 250 / child	250	45,000	15,000	42,500	102,500		-	102,500	-		-	-
Annual Function		Rs 500 / child	500	90,000	30,000	85,000	205,000		-	205,000	-		-	-
<b>TOTAL CO-CURRICULAR COSTS [ C ]</b>				<b>810,000</b>	<b>768,000</b>	<b>1,191,000</b>	<b>2,769,000</b>		<b>390,000</b>	<b>2,379,000</b>	<b>144,000</b>		<b>-</b>	<b>-</b>
<b>TOTAL OPERATIONAL COSTS</b>				<b>2,100,700</b>	<b>1,247,500</b>	<b>2,193,550</b>	<b>5,571,750</b>		<b>654,450</b>	<b>4,677,300</b>	<b>4,364,020</b>		<b>963,690</b>	<b>3,256,330</b>
<b>ADMINISTRATION COSTS</b>														
Office Rent		Monthly	15,000				180,000	0%	-	180,000	-		-	-
Center Co-ordinator		Monthly	20,000				240,000	0%	-	240,000	-		-	-
Accountant		Annual	15,000				15,000	0%	-	15,000	-		-	-
Audit		Annual	8,500				8,500	0%	-	8,500	-		-	-
Bank Fees		Quarterly	1,000				4,000	0%	-	4,000	-		-	-
<b>TOTAL ADMINISTRATION COSTS</b>				<b>-</b>	<b>-</b>	<b>-</b>	<b>447,500</b>		<b>-</b>	<b>447,500</b>	<b>-</b>		<b>-</b>	<b>-</b>
<b>MARKETING COSTS</b>														
Social Media		Rs 7500/month	7,500				90,000	0%	-	90,000	-		-	-
Fliers/brochures		Annual					10,000	0%	-	10,000	-		-	-
Marketing fliers		Annual					5,000	0%	-	5,000	-		-	-
<b>TOTAL MARKETING COSTS</b>				<b>-</b>	<b>-</b>	<b>-</b>	<b>105,000</b>		<b>-</b>	<b>105,000</b>	<b>-</b>		<b>-</b>	<b>-</b>
<b>TOTAL COSTS FOR THE YEAR 2019-20</b>				<b>2,100,700</b>	<b>1,247,500</b>	<b>2,193,550</b>	<b>6,124,250</b>		<b>654,450</b>	<b>5,229,800</b>	<b>4,364,020</b>		<b>963,690</b>	<b>3,256,330</b>

