

Annual Report

Jagriti Sewa Sansthan

2022-23



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VISSION MISSION AND VALUES

VISION

Jagriti inspires and enables people to build India through Enterprise

MISSION

Jagriti creates purpose, employment, and ecosystems in Mic dle India (small towns and districts) with its core philosophy of Udyamita. Jagriti will achieve this by inspiring leaders across Middle India through a robust incubation and innovation ecosystem that will build the nation through enterprise.

VALUES

- 1. The underserved areas of India (Tier 2/3 districts) have I mmense talent, but lack ecosystem. Jagriti is focused on such geographies of India.
- 2. Udyamita is the best approach to create a long-term and sustainable impact on communities. Hence, Jagriti's approach to bring change is through Udyamita.
- 3. Jagriti focuses on youth and women, inspiring and supporting them to become entrepreneurs.
- 4. Digital can help penetrate deeper into the underserved areas, and accelerate the rate of change. Jagriti is integrating digital methods in all its initiatives.
- 5. Finally, the spirit of nation-building is at core of Jagriti's mission.

Jagriti is a non-profit inspiring and enabling entrepreneurs in Tier 2/3 India through an ecosystem approach.





A national entrepreneurship train journey, since 2008

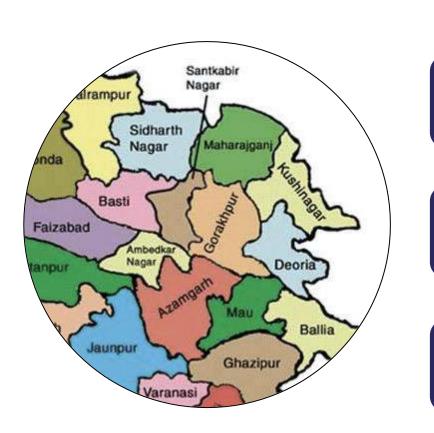
7500+ alumni

40% women

28% entrepreneurs



An incubation and innovation in eastern UP, since 2017

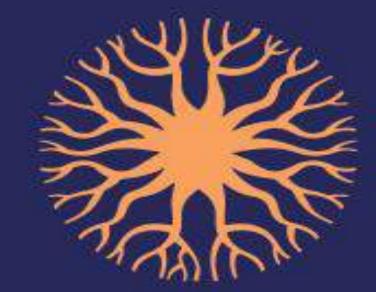


30k impacted

6000 livelihoods

40 SMEs







JAGRIIII JAGRIII JAGRII

2022



1 TRAIN

Shashank Mani Founder, Jagriti Yatra



PLEDGE TO BUILD INDIA THROUGH ENTERPRISE

This Yatra is special. It celebrates the 75th anniversary of India's independence and is a quarter century from when the Jagriti Yatra stemmed from the Azad Bharat Rail Yatra in 1997. These are heady times when the country is moving forward to the Amrit Kaal. But these next 25 years will also be a time of commitment, struggles, innovation and building. Pablo Neruda, the Chilean poet, once said, "Our original guiding stars are struggles and hope. But there is no such thing as a lone struggle, no such thing as a lone hope." So, welcome to a Yatra that will not only circle the country but find a roadmap to the hopes and struggles of our country over the coming quarter century.

Jagriti has played a key role in laying the foundation for that forward movement. We have created a plan that we lovingly call the Banyan Revolution. If the Green revolution motivated farmers, the White Revolution motivated animal husbandry, then the Banyan Revolution will motivate those Udyamis who can build India of small towns and districts. For this, we have created a 3 x I process of Inspiration, Innovation and Incubation, which together forms the basis of Udyamita, a word you will hear time and again during this Yatra.

This Yatra is also notable as we are doing it physically after two years of a virtual format. COVID did not stop us, but it paused us enough to pay attention to building the Jagriti Enterprise Center in Purvanchal, physically as well as intellectually. We have created a very strong process in Purvanchal by implementing the 3 x I process in 7 districts, thus creating a template for other regions of the country - our 4 Dham strategy. This Yatra will unveil that movement for you and I am sure many of you will be active partners in this revolution. Enjoy this Yatra, a special 15th edition which is taking place at a historic time for the country. Circling the country with 500 other travellers will often tax you, but more often than not, it will give you insights, experiences, network and energy that collectively can transform our country. The Middle of the Diamond theory was only that - a theory, but in today's India, through the Jagriti Yatra as well as the Jagriti Enterprise Center - Purvanchal, and the national network we plan to create, it is becoming a practical reality. In that reality, fused with your energies, lies the future of our country.

Welcome onboard, and see you on the 24th.

I wish you a happy journey and welcome you to the Jagriti community of nation builders.

Shashank Mani Founder, Jagriti Yatra



JAGRITI AMRIT YATRA



As the country enters into its 75th year of independence or the Amrit Kaal, Jagriti Yatra celebrates the spirit of Udyamita (entrepreneurship) and nation-building through its special edition of Jagriti Amrit Kaal Yatra 2022.

The Yatra in in its physical format after the COVID-19 pandemic, will be taking 500 aspiring entrepreneurs on national exploration of small towns and districts for 15 days from December 24, 2022 to January 8, 2023 on a train journey across the nation to explore, understand and learn from the 'Middle India' - small towns and districts.

At the core of JY 2022 is the belief that entrepreneurial energy in 'Middle India' has to be mobilized for revival and growth. Properly supported, leaders in the Middle India can create local enterprise and local employment, building a national movement to help revive the country.



Yatri Mandli



















Glimpses of Jagriti Yatra

OUR SPONSORS















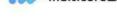












































JSS





Skill Training at JSS

S. No.	Course Name	Duration	Total Beneficiaries (April 2004- March 2023)
1	Computer Classes	3 Months	2839
2	Hand & Machine Embroidery	3 Months	2496
3	Dress Making	4 Months	5049
4	Fabric Painting	2 Months	3348
5	Beautician	3 Months	1206
6	Mehndi Application	1 Month	2912
7	Bakery	1 Month	520
8	Air Condition & Fridge	6 Months	811
9	House wiring Motor Rewinding	6 Months	1352
10	Home Appliances Maintenance	1 Month	1144
11	Fitter	6 Months	936
12	Inverter & TV Repairing	6 Months	832
13	Wielding Fabrication	6 Months	1560
14	Screen Printing	1 Month	624
15	Emergency Light Repair by Women	1 Month	728
16	Soft Toys & Tie & Dye	2 Months	1768
17	Artificial Jewellery Making	1 Month	1498
18	Candle & Agarbatti Making	15 Days	1664
19	Pickle Making	15 Days	1498
20	2 Wheeler Repair	6 Months	416
21	Electric Jhalar Making by Women	1 Months	582
	Total Beneficiaries	33783	

JSS is established to provide vocational training to women and youth by identifying skills that would have a market in the region of their establishment.

















Jagriti Enterprise Centre-Purvanchal

To cater to 15 Districts Of Purvanchal With a Population Of 50 Million.



Jagriti Enterprise Centre - Purvanchal is a first of its kind institution which believes that the real spirit of India resides in small towns and districts.

It promotes *Udyamita* at the grass roots through a 3xI process of Inspiration, *Incubation & Innovation*.

It has a mission to strengthen the enterprise and innovation ecosystem in Tier 2 and 3 districts of India, starting from its home district Deoria.





What Digital CoE Aims To Achieve?

- ☐ To push the Digital Transformation Story for Middle of Diamond Enterprises(Tier 2/3 Districts) through Innovation Research & Ecosystem Building.
- ☐ To bring Digital Innovations into the Enterprise Ecosystem & drive Growth in Eastern UP
- ☐ Bring about innovations at the intersection of Digital and Healthcare to enhance access to affordable quality health and improve health outcomes
- ☐ Bring about at the intersection of Digital and Agri to improve farm productivity, farmers' income and sustainability in Eastern UP
- As a horizontal, Digital CoE will play a critical role in powering the Innovation Ecosystem within JECP by supporting all other CoEs and the Digital Library.

13

Programs & Facilities

The JECP Center offers many facilities and encourages complete and comprehensive Rural Immersion.

Workshops

- 1. Students
- 2. Women & SHG
- 3. Farmers
- 4. FPOOrganizations
- 5. Udyamis
- 6. Gram Pradhans

Events

- 1. Cultural Programs
- 2. Jagriti Short Film Club
- 3. Jagriti Theatre Club & Performing Arts
- 4. Jagriti Speakers
- The Exhibitions &Melas
- Speakers (Local / Global)
- 7. Bargad Ki Baat -Purvanchal

Rental

- Corporates
- Co-working space
- 3. Multipurpose Hall
- Seminar
- Corporate
- 1. Office Rooms
- Corporatephotoshoots
- Social Gatherings



Programming, Operations & Service Design – Activated at JECP Centre









- Pilot Workshops with **Women, Udyamis** and **College Students** at JECP Main Centre and Network Offices.
- Interactive Sessions on **Inspiring Entrepreneurship** where participants also shared very progressive insights.
- Calling in **Local Speakers**, like Branch Manager from Central Bank of India, to educate the Udyamis about need for robust Finances and Account Keeping.

Problem में opportunity कैसे ढूंढनी है और एकता की शक्ति के बारे में भी ज्ञात हुआ। Motivate किया गया। काफी कुछ जानने को मिला। हम भी आगे ऐसे ही अपना Business करना चाहते है।



Digital CoE: The On-ground Work

Understanding Digital Readiness

 Team met Entrepreneurs, FPOs from Deoria and Gorakhpur to map digital landscape.

Understanding IT service Providers

Met local IT Players in Deoria and Bundelkhand to understand

- Availability
- Products and Services
- Pricing Strategies

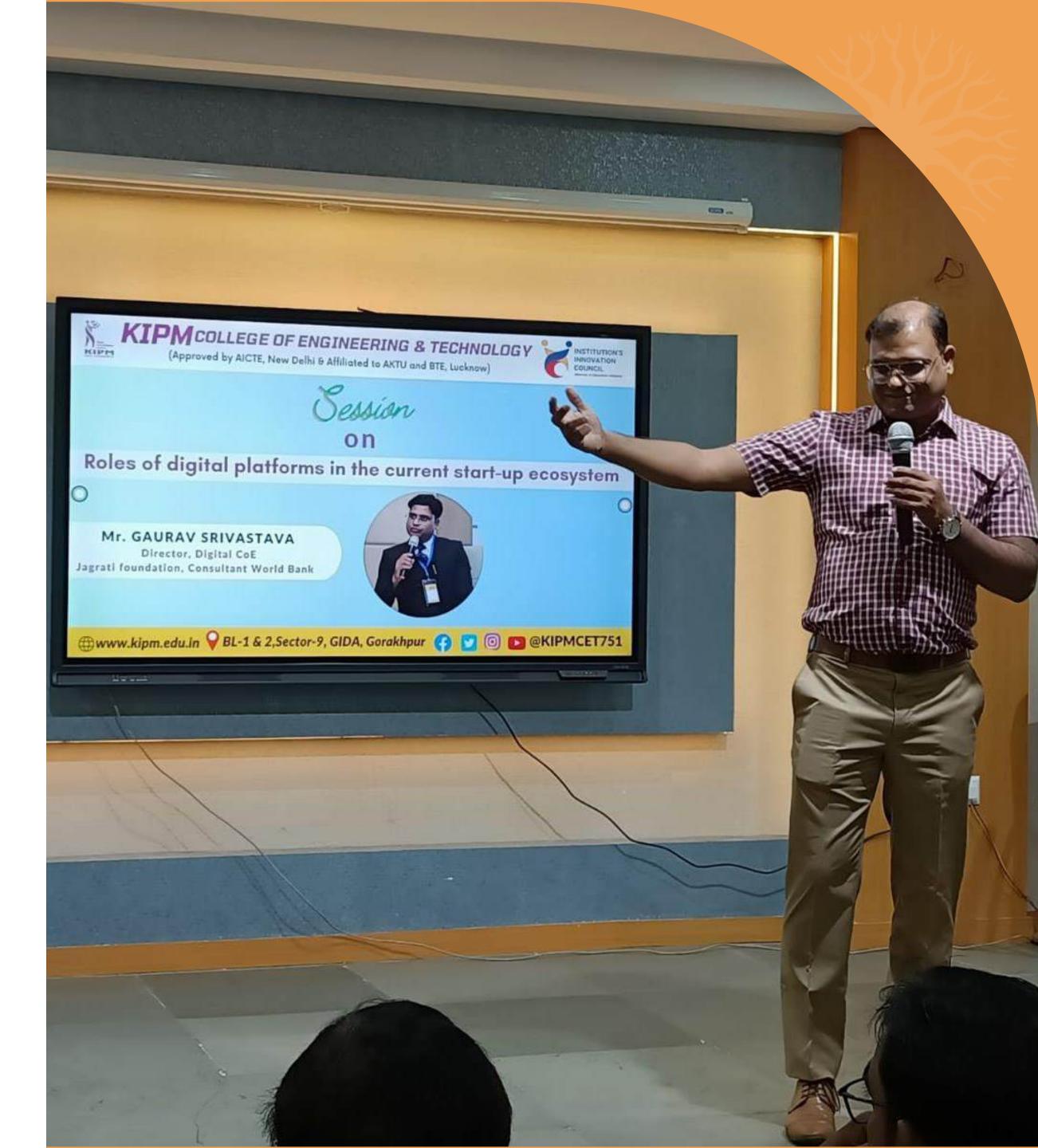
Support/Guidance requested from Zoho Team

- Training and exposure of the Incubation team on various Zoho products.
- Exploring the possibility of using some of the licenses assigned to Jagriti for Incubates and potentially incubating.

Visiting Colleges and Understanding Needs of the Area

• Team Digital CoE visited KIPM College Gorakhpur and Digital Director CoE taken an hour Lecture on Digital Technologies.







Incubation Update

INCUBATION LIST WITH IMPACT IN 3 DISTRICTS (1/2)

					Before Intervention		After Intervention		Beneficiaries
S No	Year	Enterprise	Leader	Description	Jobs	Revenues	Jobs	Revenues	Family + Society
1	2015 - Present	Deoria Design/ Arjan Crafts	Pooja Shahi	Handicraft	Non Entity		500	50,00,000	2000
2	2017 - 2019	Rural Shores	Rahul Mani	BPO Centre at Baitalpur	Non Entity		150	Unknown	1600
3	2017-2019	Rural Roots	Shagun/Keshaw	Food Processing-Pickles, Jam, Jellies, etc.	Non Entity		20	Unknown	80
4	2019 - Present	Nai Roshni Sanitary Pads	RC Kushwaha	Sanitary pad Distribution and Awareness Network	120	8,00,000	900	22,00,000	2800+14000
5	2019 – Present	Kautuki Milk	Vikas Mishra	Milk Collection FPO + Processing Plant	100	15,00,00,000	200	21,70,00,000	800 + 4000
6	2019-2020	Sakhi Pads	Vibha Pandey	Sanitary Pads/ Distribution	Non Entity		10	60,000	40
7	2019-2021	Purvanchal Mushroom	Swatantra Singh	Raw + Processed Mushroom	1	2,00,000	8	5,00,000	32
8	2020 – 2021	Veena SHG	Asha Kushwaha	Handicraft	2	50,000	15	2,50,000	60
9	2020 – Present	Vill Mush	Ajay Sharma	Mushroom Processing	2	1,00,000	10	3,00,000	40
10	2020 – Present	Medicinal Plants	Jay Singh	Agro / Healthcare	5	6,00,000	25	8,00,000	100
11	2020 – Present	Samadhan Telemedicine	Ghanshyam Mishra	Healthcare Services	2	35,000	4	1,50,000	20 + 500
12	2020 – Present	Kadaknath	Pawan Kushwaha	Rare Breed Poultry Farming	2	10,000	6	4,00,000	30
13	2021 – present	Ayushman Honey	Markandey/ Narendra	Production + Supply	1	1,50,000	5	2,50,000	20
14	2021 – present	Phoenix - Electric Bicycle	Arvind Rai	Innovation at Prototype Stage	2	-	2	-	-
15	2021 – present	Moonj Handicraft	Group of 50 SHG women	Agro-based Handicraft	Non Entity		50	60,000	120
16	2021 – present	Kishore Sweets	Vikas Madhesia	Food Processing — Chena Khurma & Sweets	10	6,00,000	15	20,00,000	60
17	2021 – present	Pragatishil Kisan Utpadak	Gyaneshwar Singh	Black Wheat/Rice FPO with 270 Farmers	6	4,00,000	6	6,00,000	30 + 300
18	2022 – present	Cow Dung Incense Sticks	Asha/Sunita Kushwaha	Cow Dung Products like Incense sticks, dhoop battis, etc	Non Entity		5	Pre-revenue	-
19	2022 – present	Ganga Achar	Pankaj Sonkar	Pickles and Spices	5	12,00,000	7	18,00,000	35
20	2022 – present	Dynamic Academy	Prashant Tripathi	Martial Arts Training	1	4,20,000	4	5,00,000	20
21	2022 - present	Aadhunik Terracotta	Kalyani Kriti Singh	Terracotta jewellery and other products	1	3,00,000	2	3,00,000	15
22	2022 - present	Shikha Sharma	Shikha Sharma	Terracotta jewellery	1	50,000	4	4,00,000	5
23	2021- present	Mangalam Namkeen	Bir Bali Prasad	Production of different varieties of namkeen	3	4,80,000	5	9,00,000	25
24	2021 - present	KS Fashion	Sujeet Kushwaha, Ram Naresh Gupta	Manufacturing unit of jackets, t-shirt, jeans.	6	3,00,000	7	12,00,000	35



INCUBATION LIST WITH IMPACT IN 3 DISTRICTS (2/2)

					Defeue	Interreption	A CLORE	Totomontion	
S No Year	Year	Enterprise	Leader	Description	Before Intervention			Intervention	Beneficiaries
5 140	S NO Tear				Jobs	Revenues	Jobs	Revenues	Family + Society
25	2022-present	ARC Foods	Abhishek and Satish	A partnership firm, focused on hand curated, homemade food products	0	Pre-revenue	3	2,50,000	15
26	2022-present	RPF Foods	Malti Yadav	Manufacturing of quality food products by SHG women such as pickles, papad, badi and jams, without using preservatives	Non Entity		7	4,00,000	35
27	2022-present	Santosh Masale	Sachin Verma	Manufacturing of Spices	6	24,00,000	6	30,00,000	30
28	2022-present	Kushinara	Ajit Singh	Housekeeping Products	2	Pre-revenue	10	8,00,000	40
29	2022-present	Durga Foundation	Ashish Mishra	Skill Development, Career Counselling & entrepreneurship training Institute for rural students	1	Pre-revenue	4	Pre-revenue	1600
30	2022-present	K&K Enterprise	Bhupendra Singh	Production & Marketing of Eatable cutlery	1	Pre-revenue	3	2,00,000	15
31	2022-present	Sarvadev Agrow Food Pvt. Ltd.	Sacchida Nand Shahi	Production & Marketing of Sattu and Besan & Spices	8	34,00,000	20	40,00,000	40
32	2022-present	SKFK Beverages	Gufran	Production of Soft drink products & Machinery	5	21,00,000	8	25,00,000	30
33	2022-present	AE Enterprise	Avinash	Manufacturing and marketing of Readymade Ladies Garments	12	20,00,000	18	22,00,000	90
34	2022-present	GDPM Enterprise	Manikya Chaturvedi	Production of Jaggery by products & Wheat Products	2	Pre-revenue	5	12,00,000	25
35	2022-present	Zoya Broom	Hakik Khan	Manufacturing, sourcing, and marketing of Brooms	25	1,00,00,000	30	1,18,00,000	150
36	2022-present	Pushpa Devi (SHG Group)	Pushpa Devi	Manufacturing and supply of Brooms	0	Pre-revenue	9	350,000	45
37	2022-present	Asha Devi (SHG Group)	Asha Devi	Manufacturing and supply of Brooms	0	Pre-revenue	8	350,000	40
38	2022-present	Shiv Dairy & Food Products	Shiv Tiwari	Distribution of raw and pure milk, production & marketing of organic foods	7	47,00,000	7	47,00,000	500
39	2022-present	Vasundhara Organics	Ramesh Chandra Pandey	Production & Marketing of Jaggery Products	15	100,00,000	15	100,00,000	15
40	2022-present	Ofit	Mohit Jaiswal	Bio Waste Processing	0	Pre-revenue	0	Pre-revenue	
41	2022-present	Ishtihar	Amika & Garvit	Online Platform for OOH advertising services	4	Pre-revenue	4	Pre-revenue	
42	2022-present	Putatoe	Dheeraj Mittal	An app based platform that promises to be an one stop solutions for all your daily essential services and products	20	28,00,000	20	Not Known	20



Kushinara: Ajit Singh

Manufacturing of House-Keeping Products.

Udyami Profile: 15+ Years Experience in House-keeping products.



AT A GLANCE

Challenges:

Cluttered market
Difficult to penetrate
Employee Retention

Strengths:

Quality Customer Relationship

INTERVENTIONS

- Onboarded him on Government e-Marketplace (GeM)
 Portal and secured an order of ₹ 5 Lakhs.
- Increased team size by sourcing 4 People for Marketing.
- Connected him with dealers and hospitals. Now supplying to 30+ stores and hospitals.

Key Enterprise Metrics					
Team Size	6				
Annual Revenue (INR)	₹6 Lakhs				
No. of Employees	5				
Profitable (Yes/ No)	Yes				
Product Range (Nos)	5				
Area of Operation	Kushinagar				







Incubatee Highlight





Aavishkar Foundation's Event-"Economic Entrepreneurship to Social Equity" in Varanasi on 21st April 2023.

The event aimed to trigger conversations and collaboration between relevant stakeholders to collectively build a thriving entrepreneurial ecosystem in UP.





Incubatee Highlight

Ramesh C Pandey
Vasundhara Organics

A Jagriti Incubated Enterprise was on showcase and shared his story.

He runs a Jaggery Manufacturing Unit with 50+ Flavoured Jaggery Products.







Ishtihar.com

a Jagriti Incubatee
secured a spot on
StartUps Wall at
Global Investors
Summit U.P. 2023
after being selected
amongst 12 StartUps





Promotion of JECP — Har Ghar Udyami Initiative through Rath Yatra

- Grassroots Outreach Initiative to Promote JECP through a Rath Yatra was initiated in Dec 2022
- Har Ghar Udyami Initiative was launched to give people across villages an opportunity to get to know about JECP, share their ideas on entrepreneurship and get an opportunity to win awards/rewards







जागृति उद्यम केंद्र-पूर्वचिल (Jagriti Enterprise Centre Purvanchal) की तरफ से पूर्वचिल खासकर देवरिया कुशीनगर के लोगों के लिए पहली बार एक ऐसी प्रतियोगिता का आयोजन किया जा रहा है, जिसमें क्षेत्र के लोगों की विकास के प्रति उनकी सोच और आत्मनिर्भरता से जुड़ने के उनके प्रयासों को प्रोत्साहित किया जाएगा। यह एक ऐसी प्रतियोगिता है जहां आपकी सोच न सिर्फ आपको 1 लाख रुपये तक का नकद ईनाम दिलाएगी बल्कि साथ ही देश-दुनिया के उद्यमियों से जोड़ने की तरफ भी ले जाएगी।

प्रतियोगिता के बारे मे

इस प्रतियोगिता में स्वरोजगार से जुड़े नए विचारों, सुझावों या किसी भी तरह की पहल को सामने लाने वालों को प्रोत्साहित किया जाएगा। इसके तहत जिन लोगों के सुझाव या विचार हमारी टीम को पसंद आएंगे और जो लोग हमारी शर्तों पर खरे उतरेंगे उन्हें नकद ईनाम दिया जाएगा और साथ ही गांव को भी सम्मानित किया जाएगा ।

किस तरह के उद्योग के बारे में लिखना है?

आप कृषि, स्वास्थ्य, हस्तशिल्प, शिक्षा, ऊर्जा समेत किसी भी ऐसे उद्योग के बारे में लिख सकते है
जो लोगों को रोजगार देते हो और आत्मिनर्भर बनाने का काम करते हो।

कितने रुपये का ईनाम मिलेगा?

 पहले विजेता को 100000 रुपये तो वहीं दूसरे और तीसरे स्थान वाले को क्रमश: 50000 और 25000 का इनाम मिलेगा।

क्या इसमें नौकरी मिलेगी?

 यह एक प्रतियोगिता है जिसमे आपके हुनर या कौशल को सम्मानित किया जाएगा और आत्मनिर्भर होने में मदद किया जाएगा।

प्रतियोगिता में शामिल होने के लिए क्या करना होगा?

अगर आपके पास किसी तरह के रोजगार, उद्योग या बिजनेस को शुरू करने का सुझाव है और अगर आप इसे लेकर कुछ बड़ा करने की इच्छा रखते हैं, तो अपनी उस सोच और विचार को हमारे साथ लिखित, ईमेल या फोन के माध्यम से शेयर कर सकते हैं। इसके अलावा आप एक 3 मिनट का वीडियो बनाकर भी अपनी बात हम तक पहुंचा सकते हैं।

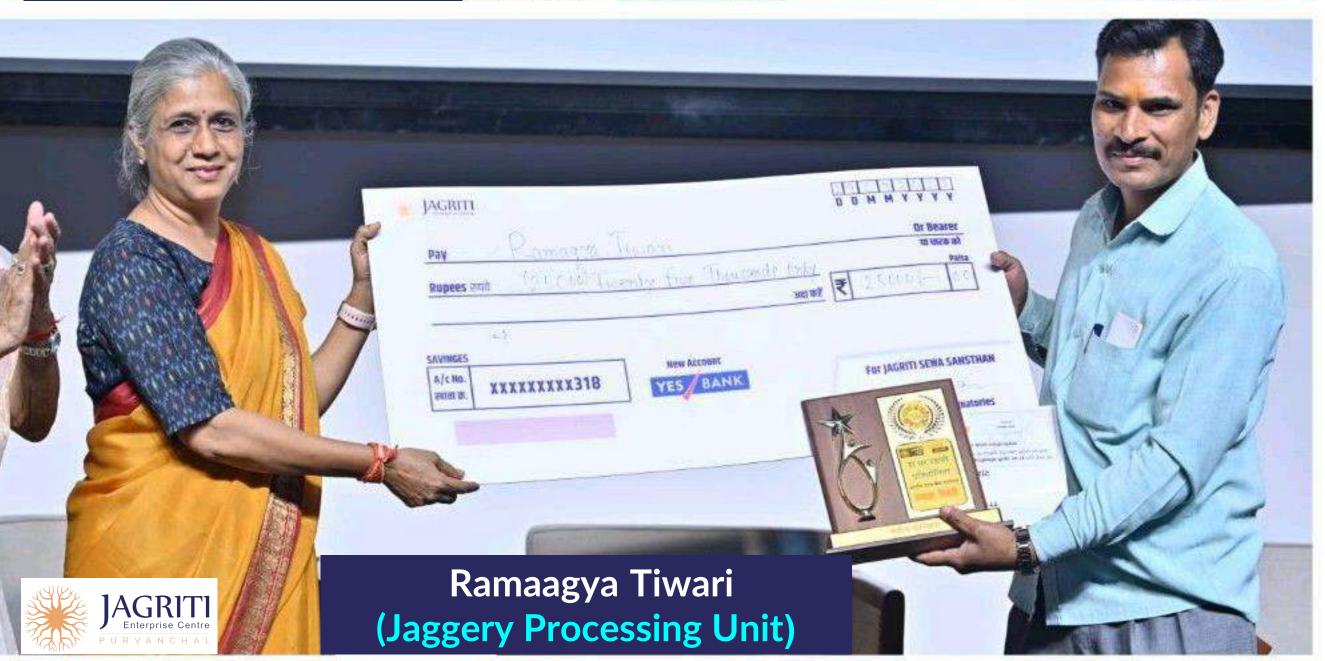
कब तक फॉर्म जमा कर सकते हैं?

फॉर्म जमा करने की अंतिम तिथि 10 मार्च 2023 है।









Har Ghar Udyami



Har Ghar Udyami Competition was rolled out with the intention to promote the spirit of entrepreneurship within the masses.

300 Villages | 4500 Locals Contacted over 3 months beginning January 2023.

350 Applications Received

30 Ideas were selected for 1st round.

10 Ideas were further intensely interviewed.

Ultimately **3 winners** were declared who were recognized at the launch event and given the prize money of **₹ 1 Lakh**.

Building Ecosystem





ACIC JAGRITI

A program by **NITI Aayog** to support community-driven innovation by creating a **vibrant startup and innovation ecosystem**

2500

Cumulative Impact in 2 Years

Community Innovator Fellowship is being provided to youth with opportunity to establish their *Social Enterprise* focusing on *SDG* based solutions for the community.

CIF Winner will be given a Grant of 2 Lakh + Incubation Support

Government Collaborations

National Rural Livelihood Mission, Deoria

Central Bank of India

Nehru Yuva Kendra

Krishi Vigyan Kendra, Deoria







5
Capacity Building
Workshops on
Entrepreneurship

14 Outreach Events





18 Ideathons

Ideas/ Startups/
Innovators
Supported

12
Experts Involved to Mentor Incubatees





A BMGF Supported Project

At the Intersection of Women & Digital CoE

BILL&MELINDA GATES foundation

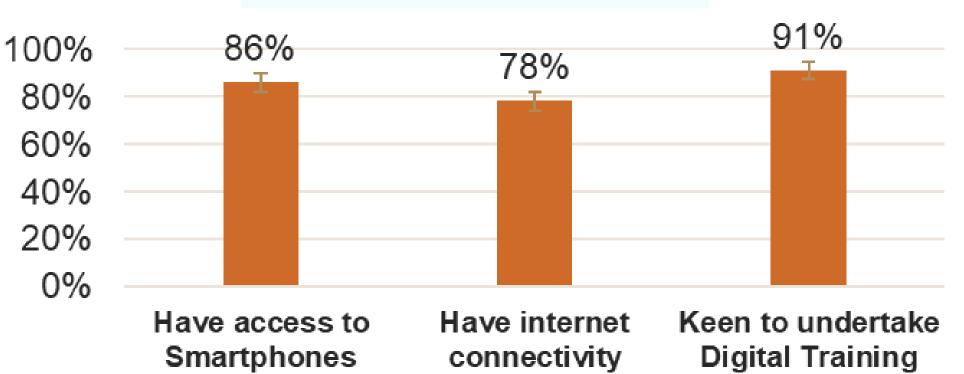


1238 women respondents

Narrow the Gender Digital Divide **GS**

Economic Empowerment of Women

Enable Peer to Peer Citizen Engagement



Planning & Scoping

Content Development **Outreach & Training**

Incubation

Udyamita Exchange Bussiness Support Hub

DIGITAL LED BUSINESS MODELS TO BE ADOPTED BY WOMEN

Selected for Pilot

In Research Pipeline

Women Reached

1473 **Applications** Received



Channels Of Mobilisation

Jagriti's existing database

Gram Pradhans



Govt Channels - CDOs, BMM, NLRM, DUDA, EDII



Rath Yatra - Village awareness campaign

Organisations working for Women



Local Market Scan: Kiranas, Salon, Classes, Shops etc.

Project Udbhav

- Projility to conduct an As Is assessment of the JECP's 6M Incubation Framework/Processes and suggest improvements in the same; scope also involves developing an operating procedure for the Network Offices as well
- Projility Team has been on the ground to meet the team and entrepreneurs (incubates) to conduct the As Is assessment
- It's expected that this assessment will be completed before the launch of the Phase 1 of JECP in April 2023



Improvement of 6M process and operating procedure for Network offices of Jagriti Enterprise Center – Purvanchal (JECP)



Brownpaper workshop - 6M processes





10 Mahol

Udyam Corps & Mitra task and role clarity





- हम किस प्रकार के उद्यमीओंको खोज रहे है? विस्तार में लिखि What kind of Udyamis we are looking for? Plea
- 2 इन उद्यमीओंको कैसे खोजे? विस्तार में लिखिए
- इन उद्यमीओं म्रल्यां कन कैसे करें? विस्तार में लिखिए।
- इन उद्यमीओंको JECP के तरफ से हमारा क्या प्रस्ताव होता हैं? विस्तार में लिखिए What do we offer to udyami as JECP? Please elaborate.
- 5 इस प्रक्रियामें आपकी भूमिका और जिम्मेदारियां क्या हैं? विस्तार में लिखिए। What is your role and responsibilities in this process? Please
- हस प्रक्रियामें बाक़ी जुड़े लोगोंकी भूमिका और जिम्मेदारियां क्या हैं? विस्तार में लिखिए

Brownpaper workshop











Immersive Bharat (Oct, 2022) EXPERIENCE THE REAL BHARAT THROUGH A RURAL IMMERSION PROGRAM

The OBJECTIVE of the program is to understand rural India and know the opportunities it presents for growth and development and add to the fast emerging Indian Economy.

The program allows participants to experience innovation, entrepreneurship, and innovation happening in middle India through interaction with local entrepreneurs.









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