

# SPROUT ENTERPRISE®

## 2021 Impact Report

*Creating Sustainable Livelihoods*



# /// 2021 HIGHLIGHTS ///

*Craft is the original circular economy. The craft story is in many ways what the story of craft has always been – of artisans making use of waste, left over or found materials, of design and innovation to perform the alchemy of material transformation into a product of function and beauty, of expressing and sharing cultural and community values, and of telling the stories of each generation.*



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**+14,000**

*Handcrafted products sold since inception including:*

**+5,000**

*Block print quilts, duvet sets, bedspreads & pillow covers*

**+2,000**

*Sets of handblown, recycled glassware*

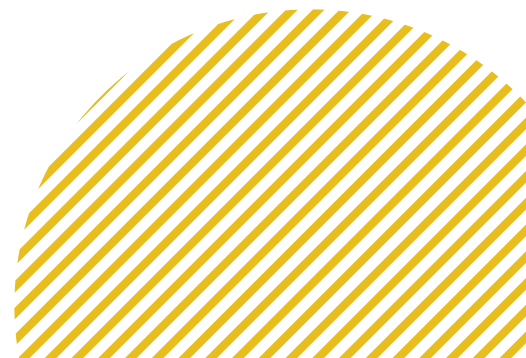


**+\$1.4M**

*Grant funding for sustainable development since inception*

**+\$670K**

*International sales fueling the growth of our artisan partners*





Since inception, Sprout Enterprise has:

- Provided more than \$1.4 million in international grants funding sustainable development initiatives in rural communities benefiting more than 2 million people.
- Generated more than \$670,000 in international sales augmenting the growth of our artisan partners since our inception.
- Promoted more than 25 enterprises generating livelihoods for more than 3,000 artisans and farmers.
- Initiated R.I.S.E. Artisan Fund and invested in BIDUK and Iluméxico.

### Investing in Artisan Enterprises

Our investment in artisan enterprises addresses three key impact themes: women’s empowerment, sustainability and climate change.

### Providing COVID Relief

We provided more than \$83,000 for COVID relief efforts of the Barefoot College and Foundation for Rural Recovery and Development (FORRAD), two of our NGO partners.

### Presenting Impact Opportunities

R.I.S.E. Artisan Fund was selected by Integrated Capital Investing as one of the Transformative 25 Funds highlighted in their investor webinars.



*In collaboration with more than 20 partners, we developed “Reimagining the Potential of the Artisan Sector”, a virtual SoCap session highlighting impact opportunities in the artisan sector presented to a global audience of social entrepreneurs, impact investors and funders.*

*Lockdowns due to the pandemic forced artisan workshops and production centers to close, disrupted supply chains and left millions without a means to earn a living.*

### COVID Relief

We provided more than \$83,000 in direct support for COVID relief efforts of the **Barefoot College Tilonia and Foundation for Rural Recovery and Development (FORRAD)**, two of our NGO partners in India. Survival kits that included food rations, masks and sanitary supplies were provided to destitute families in rural Rajasthan and Bihar.

**FORRAD** provided food rations to families of the girls who are students at the Kaliyachak Girls School which we help to support. The school was closed during the lockdowns in India, and has recently reopened on a limited basis.

Working with local community organizations, **FORRAD** is restoring the flood water management and irrigation system (pynes) in Nalanda district in rural Bihar, India. In addition to generating employment, the restored pynes will improve water availability for agriculture, livestock and households. Given the severe unemployment due to the lockdown, manual laborers from two local communities are being hired to excavate and restore the pynes manually rather than using excavation equipment, which will provide more than 2500 days of work.



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## Sprout Enterprise® Ecommerce

We provided advance payments of more than \$20,000 to our artisan enterprise partners to enable them to continue to provide wages to the artisans who work with them even though workshops and stores were closed during lockdowns. Operations are slowly resuming, although supply chain disruption continues to impact production and delivery of products to our customers.

Online sales and promotion of our artisan product lines continued in spite of these set backs and delays due to the pandemic. Customers have been extremely patient and understanding. Sales were 50% higher this fiscal year than the prior year and we were able to sell much of our existing inventory as well as place production orders for our best selling products with **Xaquixe, Colectivo 1050°, Avani and Hatheli Sansthan**.

Building on the skills and experience gained in operating **Tilonia.com** with us, the **Hatheli Sansthan** team in Tilonia has launched **www.tiloniabazaar.org** to reach the growing online market in India. The product range is targeted to the domestic market and there is little overlap with products sold via Tilonia.com for the US market extending their sales channels and reach to increase revenues effectively.

# /// ILUMÉXICO ///



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***Creating sustainable livelihoods for rural communities with few economic alternatives.***

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This year, in partnership with **Realize Impact**, we created the **R.I.S.E. Artisan Fund** to invest in early stage artisan enterprises.

Our investment in artisan enterprises addresses three key impact investment themes: women's empowerment, sustainability and climate change.

We invested in **BIDUK** and **Iluméxico**.

Visit [www.riseartisan.fund](http://www.riseartisan.fund) for our current portfolio of impact opportunities.

**Iluméxico** delivers solar energy solutions to remote Mexican communities that are off the power grid. Families in these communities rely on candles, diesel and other energy sources which are costly, hazardous to their health and detrimental to the environment. We participated in a loan originated by **Beneficial Returns** to fund Iluméxico's installation of additional solar power systems.

# /// BIDUK ///

## R.I.S.E. Artisan Fund ///

Micro, small and early-stage artisan enterprises typically lack the capital resources necessary for them to grow successfully. Catalytic capital is needed to support artisan enterprises in building more effective sales distribution, more efficient operations and more timely financial reporting. Only with appropriate capital and support will these artisan enterprises be able to grow.



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**BIDUK** supplies debt capital to small and growing businesses (SGBs) in Indonesia. BIDUK (Berinvestasi Dalam Usaha untuk Kemajuan) delivers loans custom-tailored to meet the specific capital requirements of SGBs, using cash-flow based lending. SGBs in Indonesia tend to have few assets to pledge and cash flow patterns that make them ineligible for the conventional loans and investments necessary to help them grow.



2021

**Sprout Enterprise®** is an initiative of **Friends of Tilonia, Inc.** building the business capacity and entrepreneurial skills of artisan enterprises in rural India, Mexico, Guatemala, Cambodia and Indonesia.  
[www.sproutenterprise.net](http://www.sproutenterprise.net)

Created by **Realize Impact** and **Sprout Enterprise, R.I.S.E. Artisan Fund** invests in early-stage artisan enterprises that create sustainable livelihoods in rural communities with few economic alternatives.  
[www.riseartisan.fund](http://www.riseartisan.fund)

**Tilonia®** is a mission-driven enterprise creating opportunities for women and girls in rural India. It is a joint initiative of the **Barefoot College Tilonia** and **Friends of Tilonia, Inc.**  
[www.tilonia.com](http://www.tilonia.com)

Friends of Tilonia, Inc. • 134 Lincoln Place No 2 • Brooklyn, NY 11217

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