

A three days summit was organised by ATTVARAM (A collaborative Programme led by GDI hub, University College London, IIT Delhi, and IIT Madras) and NCPED, for 3 days from 17/10/2024 at National Institute for Speech and Hearing, Thiruvananthapuram, Kerala, to select 36 startups to be shortlisted for pitch day for funding.

We have sent our participation, for funding, to Empower 24.in in the process. But our project was not selected for funding in the summit. We have presented our project as under:-

After us Charitable Trust, Bangalore.
Presented by Salil Chowdhury.

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1) Problem Statement:-

The After us Charitable Trust was Registered on March 8th, 2024, at Bangalore, with an intention to provide Self Employment and residential accommodation for the Special needs Adults in Tier 1 cities and State Capitals of India.

The Trust will provide accommodation as specified under National Trust for welfare of persons with Autism, Cerebral Palsy, Mental retardation and Multiple Disabilities Act 1999, and any other disorders as approved by the Board of Trustees.

2) Solutions/ Product overview.

To provide residential accommodation and self employment to special needs young adults with following disorders (but not limited to):-

- i) Locomotor Disabilities.
- ii) Cerebral Palsy.
- iii) Speech and Language Disabilities.
- iv) Intellectual Disabilities.
- v) Specific Learning Disabilities.
- vi) Autism Spectrum Disorder.

3) Market Opportunity.

As per NIMHANS, Bangalore statistics, 10 Lakhs UDID Cards were issued to the eligible candidates, within which 1 Lakh (10%) were under intellectual disability.

Out of these one lakh, optimistically, 1% might get employment in Govt/ Semi- Govt. organisations, rest of the individuals have to live their life depending on their family members.

Our targeted population are these one lakh individuals with disabilities without employment.

These dependent individuals are facing problems of making independent decisions, hence throughout their lives they have to depend on others.

4) Business Model:-

- Our project is a Non-Profit Organisation and a Charitable Trust.

- The project will run with the contribution of the parents, whose dependent disabled adults are served under this Trust.
- The security deposits paid by the parents (Trust Members) will be kept in the Bank as FD and return on the FD (interest) will be used as monthly recurring cost of the disabled Individual.
- Estimated cost of living of a dependent disabled individual life term is Rs 1.00 Crore (paid by the parents) which is divided as Rs 40.00 lakhs as Fixed Cost and Rs 60.00 lakhs as variable cost.
- Fixed cost will be used to pay back the Investors money.

5) Go to Market Strategy:-

- Nowadays, in India, Joint Family structure has reduced drastically. Now, most of the families are Nuclear Family. So after the departure of parents, there is no one to look after their dependent adults.
- As per our calculation there are more than 4 million families having intellectually disabled and autistic child. These individuals differ from other disabled category on the basis of cognitive abilities.
- Hence for Middle, Lower and below income group families this type of project is suitable.

6) Competitive Analysis —

- Other Projects in the market commonly known as Community Living Project, where a group of families including their dependent purchase a designated land ranging from 3 to 10 acres, far from the city, building the Residential Project for the Community Members. In these project average costing per family is around 3 to 5 Crore, excluding the monthly recurring cost of Rs 80,000/- for the dependent adult.
- Our Project is Hostel Type Accommodation, where only the Individual with specific disability resides under the supervision of the Trust.

Here the residents are provided with Self Employment opportunities, as per their capabilities and Skills. As their parents do not live with them, they gain the confidence of living an independent life.

- In our project the estimated cost is around Rs 1.00 Crore per family (differs from place to place case to case). The cost will reduce if we can secure Government funding as Subsidy after the project is completed and in a running condition.
- Moreover we will provide the facility to the Below Poverty Line families and to distress women.

7) Traction:-

After Registration of the Trust, We have formed one WhatsApp Group, under the name “ Afterus Charitable Trust” for the interested families. At present, 120 families have enrolled in the same group.

8) Financial Projections:-

- Proposal for running a Unit of 16 residents in a 5 story building within the Municipal/ Corporation area.

Sl		No	Particulars	Remuneration.
1	Security Guards	2	For 24 Hrs. For day time one and for Night one.	Rs 5 Lakhs P.A.
2	Caregivers	12	For 24 hrs. One per floor, 8 hrs a shift.	Rs 18 lakhs P.A.
3	Class Coordinator.	1	7 hrs a day, 6 days in a week, 10.am to 5 pm.	Rs 3 lakhs P.A.
4	Coach/ Sports Teacher.	1	2 hrs. Daily, 6 days a week, 5.o to 7.0 Pm.	Rs 3.0 Lakhs P.A.
5	One Cook and Helper	2		Rs 4.0 Lakhs P.A.
6	Housekeeping Staff	4	One for Kitchen, Two for main building and one for washing cloths.	8 lakhs P.A.
7	Manager	2	Overall Incharge of the Unit	Rs 7 Lakhs P.A.
8	Medical Professionals	3	One General Practitioner, one Psychiatric and one Clinical Psychologist. On monthly Contract basis, Part time.	Rs 10.0 lakhs P.A.
	Total			Rs 58.0 Lakhs.

Building :- Owned or on a Long Term lease basis. Area 3500 Sq ft.
Stand alone 5 floor building with lift facility.
Ground floor for Kitchen, Dining Hall, Indoor Games, Working Space for commercial activities, Doctors Chamber, Trust Office, Toilets, Leisure Rooms for other staff.
From 1st Floor onwards, every floor will accommodate 4,

Residents, single room each with attached bathe.
Cost of the Land Rs 3.5 Crore plus construction cost Rs 2.00 Crore. Total Building cost Rs 5.5 Crore Plus 0.58 crore staff salary for one year.

Total project cost is coming to Rs 6.08 Crore, Funding Sought Rs 6.00 Crore.

Misc :-

- Inflation rare will be calculated on 7 % basis annually.
- Interest on Deposits will be 5% P.A. (Less TDS).
- Trust will increase staff Salary @ 20% in every 5 years.

9) Funding Ask and Rationale.

Rs 6.00 Crore.

10) Team:-

- President---- Ravishankar Rangaswami. (Chennai).
- Vice- President — Rajivan K.N. (Bangalore)
- Secretary — R. K. Shivaram (Bangalore).
- Treasurer---- Salil Chowdhury (Bangalore).
- Executive Trustee— DhanLaxmi Ravishankar (Chennai).