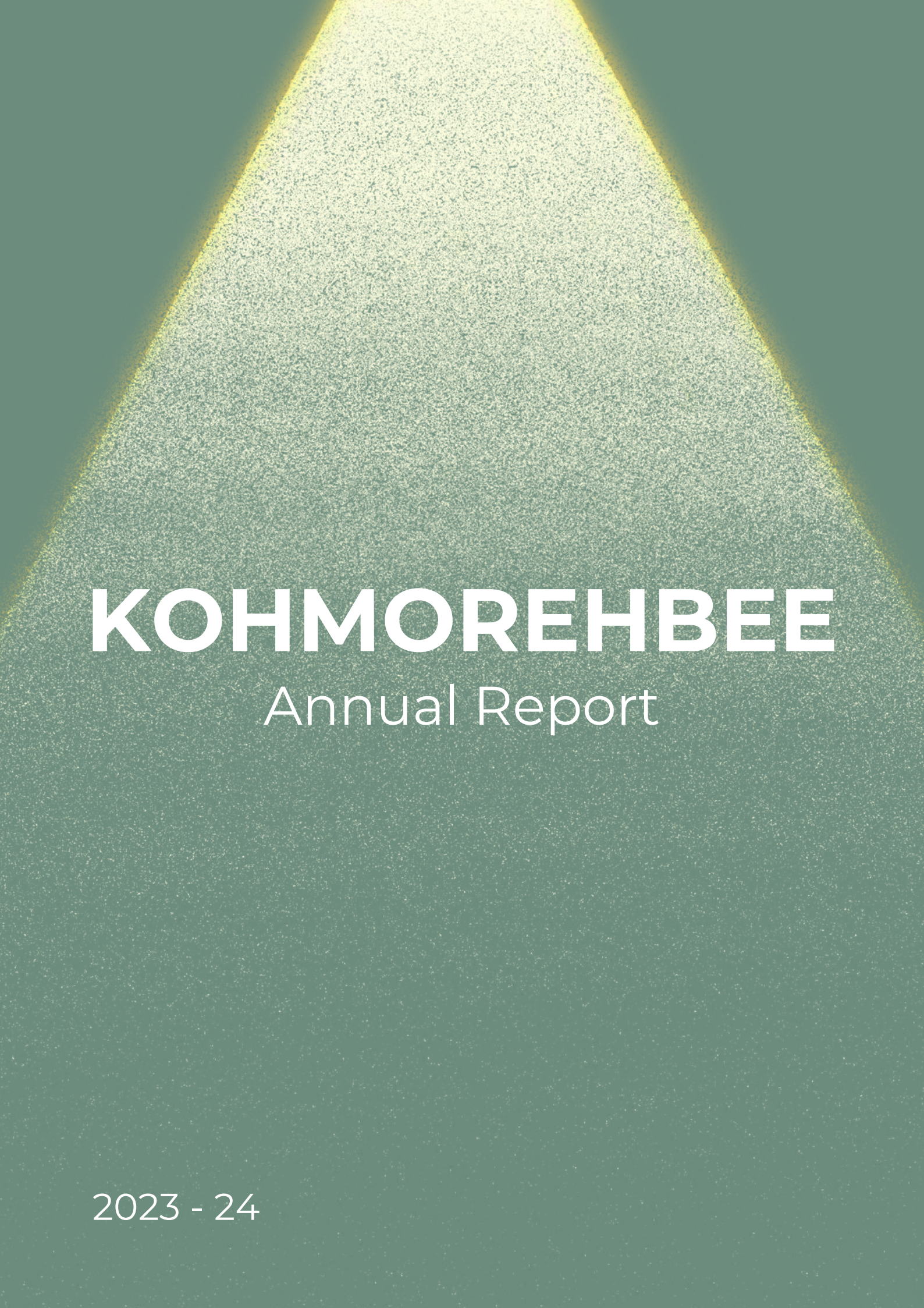


KOHMOREHBEE

Annual Report

2023 - 24

FOUNDER'S NOTE

01

FOUNDER'S NOTE

Kohmorehbee is an earnest effort to build an institution supporting the social development space in India. After a decade in this space as individuals, we truly felt that those who wanted to work with grassroots - funders and civil society - need a lot more support than what is available today.

During the FY '23-'24, we supported the fundraising and capacity-building efforts of both non-profits and philanthropic foundations. We facilitated ~INR 12.5 crores (USD 1.5 million) in domestic funding, directly benefiting 21 non-profit organizations and 270 organizations through 2 major collectives - GROW Fund (100 organizations) and VartaLeap coalition (170 organizations).

We worked with 7 philanthropic actors (4 domestic and 3 international) assisting them in grant-making, program strategy, capacity building, and knowledge creation.

We also partnered with 2 incubators, Unleash Plus and The Circle, providing fundraising coaching and capacity building to 35 implementing organizations.

We co-created 2 national events on climate and community organizing. We also conducted 25 workshops with a variety of national and international groups on various aspects of resource mobilization.

As a young organisation, we are always in action mode and this report gave us the rare opportunity to reflect and write about all our work in one place. It feels amazing and we hope to continue with this momentum in the new financial year.



RISHABH LALANI, CEO

ABOUT KOHMOREHBEE

02



KOH-MO-REH-BEE (को-मो-रेह-बी)

means sunlight filtered through tree leaves in Japanese.

Kohmorehbee was founded in 2023 with a vision to provide hope, opportunities, and assistance to individuals addressing society's most pressing issues. The philanthropic and non-profit sector in India is fragmented, leading to higher costs for information and knowledge. This results in only those with established networks and access being able to secure resources. Likewise, individuals with resources tend to donate repeatedly to a few organizations. Our goal is to shift this existing situation, focusing on those working on the periphery to ultimately benefit the entire sector.

OUR GOALS

BRIDGE THE TRUST DEFICIT
between civil society & philanthropy

CREATE SPACE FOR
experimentation & innovation for underfunded causes

ADVANCE THE CULTURE OF
sharing and seeking resources in Indian society

CURATE
indigenous knowledge around resource mobilisation

Photo by K Ramnath Chandrashekhar

OUR IMPACT

03

Our Impact (2023-2024)

We facilitated funding worth

$1,500,000

(INR 12.5 CR)

CONDUCTED

25 **WORKSHOPS ON RESOURCE MOBILIZATION**
for networks like Youth for Climate India, Revitalizing Rainfed Agriculture Network and many others..

SUPPORTED

21 **NON-PROFIT ORGANISATIONS**
with resource mobilisation, capacity building, donor mapping and many more services.

WORKED WITH

07 **PHILANTHROPIC ACTORS**
(4 domestic & 3 international) in grant-making, program strategy, and capacity building.

PARTNERED WITH

02 **INCUBATORS**
Unleash Plus and The Circle, impacting 35+ implementing organizations.

ORGANISED

02 **NATIONAL EVENTS**
with Climate Asia, India Climate Collaborative, and Haiyya, attended by key civil society leaders.

SUPPORTED

02 **COLLECTIVES**
the GROW Fund and VartaLeap Coalition with fundraising indirectly reaching 270 organisations.

WE WORKED ON DIVERSE THEMES...

LAW & JUSTICE · CHILD PROTECTION · CLIMATE CHANGE · AGRICULTURE · PHILANTHROPY · EDUCATION · ENTREPRENEURSHIP · MENTAL HEALTH

YOUTH · GENDER · INCUBATORS · COALITION BUIDLING · RURAL DEVELOPMENT · COMMUNAL HARMONY · TECH FOR DEVELOPMENT

...WITH A WIDE RANGE OF ORGANISATIONS

CHILDREN'S INVESTMENT FUND FOUNDATION · Michael & Susan Dell FOUNDATION · Rainmatter Foundation* · The Shibulal Family Philanthropic Initiative · HAIYYA · India Climate Collaborative · Udhyam Learning Foundation · CLIMATE ASIA · THE GROW FUND · manthan Kotri · SHAKTI The Empathy Project · "commutiny" the youth collective · ASHIYANA · sewa International · one future collective · T4G LABS. · Revitalising Rainfed Agriculture · KARTA · mad · India Justice Report · Cividep India · CHILDREN OF INDIA FOUNDATION · the circle · RANGEEN KHIDKI · YOUTH FOR CLIMATE INDIA · UNLEASH PLUS · LIVING LANDSCAPES · Private Philanthropic Individual · Manav Vikas Foundation · Aid for Social Change and Welfare Association · Brotherhood for Humanity

*Rishabh engaged in individual capacity

STORIES FROM THE FIELD

04

Kohmorehbee in Action

If you step into our shoes, you will see how much we wish to witness the impact of our work within days of it taking place. But impact takes time and the capital we unlock becomes significantly more meaningful over time. For example, it provides equitable outcomes to vulnerable children from shelter homes, it builds physical roads and bridges, and it provides unrestricted income to cash starved non-profits in remote areas. This section gives you a flavour of some of the things we have done, how we have gone about doing it and what it has impacted.

Cultivating Climate Champions

Rishabh worked with the vartaLeap Coalition—a grouping of over 170 organizations across India—and the Rainmatter Foundation* to seed a climate agenda for young people. Young people are most impacted by climate change, and their voices need to be heard, their energies need to be channeled, and organizations working with them need to be empowered. We sensed this need and surfaced this conversation across the table.

Through multiple brainstorming sessions and workshops with key members of the collective, especially younger members, we were able to arrive at key goals at the level of the individual, organization, and sector, and articulate that in the form of a climate strategy for the vartaLeap Coalition. We also worked with Rainmatter Foundation to help them understand the value of a youth focused collective and why a climate agenda is important for such a large collective.

These conversations enabled a USD 1 million grant from the Rainmatter Foundation as seed capital to innovate and experiment in the space of climate and young people. This is a first-of-its-kind grant for embedding a climate agenda into youth organisations through a coalition/network and will provide a template to other grant makers who wish to venture into this space.

Building strategies for philanthropic engagement

Kohmorehbee supported the Children's Investment Fund Foundation (CIFF) in developing a comprehensive strategy to engage with domestic philanthropy in India. We engaged with various verticals —education, health, climate, child protection, and school-to-work transition—to understand their approach. Using field intelligence, desk research, and 1:1 conversations with various philanthropic actors, we devised organizational and thematic strategies for CIFF to better engage with domestic philanthropy and ground its work in local sensitivities.

Changing perspectives through capacity building

Haiyya is redefining young leadership in the social impact space by bridging the gap between changemakers and ordinary citizens, equipping them with the necessary resources to become sustainable leaders. Kohmorehbee played a crucial role in transforming Haiyya's approach to resource mobilization through a combination of virtual and in-person workshops and founder coaching. Through role plays and simulations, we supported the Haiyya team in removing their inherent inhibitions towards fundraising and enabled the team to view Haiyya from a funder's perspective, effectively rewriting their narratives and developing organisation-wide ownership towards resource mobilisation.

UNLEASH-ing potential at a global scale

We were invited to Rwanda to participate in Unleash Plus, a global incubator for promoting Sustainable Development Goals. We worked with 25 teams selected from across the globe to refine their fundraising strategies, fine tune their pitches and devise various storytelling ideas. We were also part of a panel to discuss various models of sustainability for social impact organisations. Being in Rwanda, a nation emerging from a tragic past and embracing a vibrant future, was a once in a lifetime experience for us.

*Rishabh engaged in individual capacity

Our Insights from the Field



1 Rise of Millionaire Giving Communities

India is home to many millionaires, who often don't capture the attention of media, who focus on only the ultra-wealthy. There is a growing trend of millionaires coming together to form giving communities. Some prominent examples of this are Social Venture Partners India, Caring Friends, Young Indian Philanthropic Pledge, Kolkata Gives, and Living My Promise. These groups often focus on proximate geographies and can leverage ultra-high net-worth money due to their social pull. Govind Iyer's insightful piece emphasizes that giving communities foster engaged philanthropy by creating a deeper connection between donors and social causes.



2 Concentration of Funding

Funding is increasingly getting concentrated into fewer organizations especially because of the cancellation of FCRA licenses and the urban-centric focus of corporate social responsibility. Despite an increase in the number of wealthy Indians, there isn't a significant increase in domestic philanthropy. This effect is most visible in causes that work on various systemic issues. Rishabh Lalani, in his IDR article, argues that Indian philanthropists and funders must step in to bridge the gap, advocating for a more strategic and engaged approach to philanthropy.



3 Lack of Learning Spaces for New Philanthropists

There are very few spaces for learning for new philanthropists. This gap is particularly visible when new foundations and ultra-high net worth individuals start philanthropy but lack access to easily available resources that can guide their giving journey. Accelerating Indian Philanthropy (AIP) has been working to address the challenges faced by new philanthropists, offering guidance on effective philanthropy practices and the importance of early, impactful giving.



4 Knowledge & Training in the Social Sector

There is an increasing focus on knowledge and training within the sector. Whether it is data from Sattva Knowledge Institute, journalism from India Development Review, training programs from Danamojo, and India Leaders for Social Sector, there is a growing space to serve non-profits.



5 Leadership Transitions in Decade-Old Organizations

Founders are moving on and there is emergence of new leadership in decade old organisations, for e.g. Fields of View, and Apni Shala Foundation. The cycle for organisational renewal is shortening and it's worth understanding why this is happening. In this context, do read Gautam John's crowdsourced and insightful piece on how a bunch of organisations were born a decade ago and the circumstance that led to it.

WAY FORWARD

05

05

As we move forward, we hope to



BUILD AND PUBLISH SEVERAL OPEN-SOURCE RESOURCES

for the non-profit and philanthropic space, using experiences from the last decade.



PILOT A FUNDRAISING FELLOWSHIP

for organisations working with vulnerable people in vulnerable geographies with a focus on issues of law and justice, arts and democracy and children at risk.



SUPPORT PHILANTHROPIC ACTORS

to find pathways of collaboration and especially work with domestic foundations navigate the non-profit landscape efficiently.



LAUNCH A SUPPORT PROGRAM

for non-profit founders to work on loneliness.

TESTIMONIALS

06

Testimonials



"We reached out to Kohmorehbee for assistance in enhancing the fundraising capabilities of one of the non-profits supported by our family. Their work in raising emergency funds, reviewing collateral, and building a roadmap for fundraising has been critical in augmenting our efforts. We feel Kohmorehbee has an important role to play in strengthening the non-profit and philanthropic ecosystem in India and wish them success."

S.D. Shibulal

Permanent Trustee, Shibulal Family Philanthropic Initiatives and Co-Founder, Infosys



"Rishabh and his team's guidance and insight, backed by their extensive experience in fundraising and nonprofit governance, have truly elevated our efforts in empowering communities and driving sustainable change. Their exceptional organizational capabilities have streamlined our processes and enhanced our impact, making them invaluable partners in our mission."

Shloka Nath

CEO, India Climate Collaborative



"Working with Kohmorehbee Consulting has been incredibly helpful in informing our partnerships approach at CIFF. Rishabh's collaborative and perceptive nature make him a valuable thought partner, and he has been able to provide us with sharp insights that will certainly prove useful in our continued engagement with the domestic philanthropic ecosystem in India."

Akhil Paliath

Head Partnerships, Children's Investment Fund Foundation (CIFF)



"Kohmorehbee is instrumental in MAD's fundraising strategy, excelling in cultivating lasting relationships crucial for our mission. Their support during crises, guiding strategy and execution, is invaluable. We deeply value their commitment and collaborative spirit, which have been pivotal in advancing our mission to build a better world for all children."

Jithin Nedumala

Founder and CEO , Make a Difference (MAD)



"Kohmorehbee shines as a transformative force in India's social sector. With their extensive experience with nonprofits and fundraising, have been pivotal in shaping Climate Asia's capacity-building program for grassroots organisations. Their efforts have cultivated a culture of resource sharing, making Kohmorehbee a hub of indigenous knowledge for social development."

Satyam Vyas

Founder, Arthan and Climate Asia

TEAM

07

Our Team



Rishabh Lalani

Founder & CEO

Rishabh started Kohmorehbee with the intent to support the philanthropic and non-profit ecosystem in India. Rishabh has over a decade of work behind him in the space of fundraising, grant management and capacity building. He's worked with organisations of all scales and sizes.



Dharmaraj Solanki

Go to Market Strategist

Dharmaraj has worked across the developmental landscape – from nonprofit organizations to a social enterprise, from a philanthropic foundation to a Chief Minister's office – which enables him to connect ideas and dots, people and purpose, founders and funders, vision, and execution.



Anisha Dalvi

Curator

Anisha Dalvi is an experienced content curator, leverages her insights to assist non-profits in reshaping the narratives surrounding their work. Her goal is to minimise communication gaps between donors and the social sector.



Yukti Jain

Accounts and Finance

Yukti manages finance and accounts of the organisation. She's also runs her own jewellery brand called Aakruti by Yukti.



Vedika Thimmaiah

Design

Vedika gives life to our prosaic writing, making it appealing and attractive for the world.



GET IN TOUCH WITH US

rishabh@kohmorehbee.com

www.kohmorehbee.com

Kohmorehbee Consulting