KOHMOREHBEE

Annual Report

2024 - 25

FOUNDER'S NOTE

Letter from the Founder

In 2023-24, when Kohmorehbee finished its first full year of work, we were surprised by the level of trust that the development sector in India placed in us. In 2024-25, we wanted to soar higher and do much more. We expanded our team, started reaching out to more people and organisations, and felt confident about growing bigger at a faster pace.

We were humbled.

Expanding rapidly meant that we ended up focusing on transactions and not relationships. That went against our grain and long held belief systems. We were not prepared for it and had to take a few steps back. We went from a team of 3 people to 5 and back to 3. Our processes were not robust enough for us to grow, so we went back to thinking about building a shared culture, and scalable systems.

Growth was secondary.

And while we were humbled, we also kept our focus squarely on being useful and impactful to those we worked with.

We worked with 29 clients across a range of thematic areas helping them with strategic fundraising guidance, grant management support and coaching and mentoring, running 10 trainings and workshops, engaging with the ecosystem at large through 11 public networking events and building Kohmorehbee's internal muscle through 5 learning workshops.

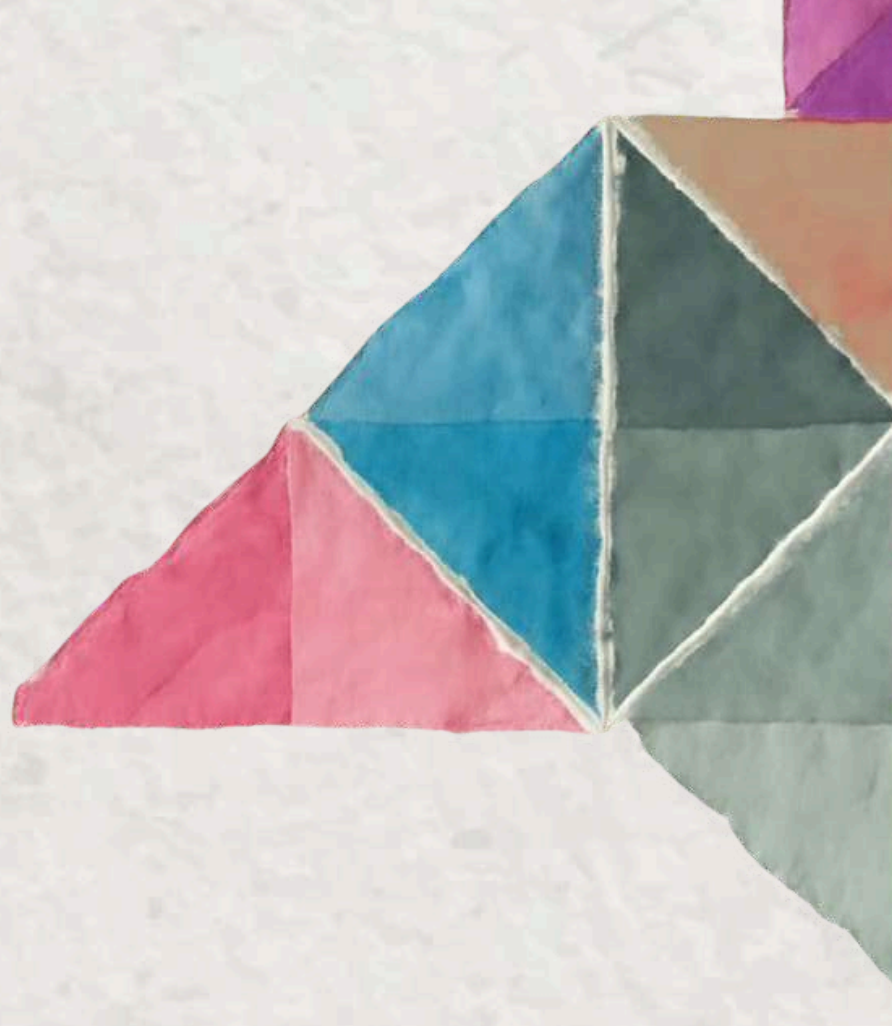
We took an active call to go deep into building fundraising muscle for non-profits as opposed to directly soliciting funds on their behalf. We believe this is the best approach to improve the financial health of the non-profit ecosystem in the long term.

Some of our wider efforts that we mentioned last year did not materialise (like fellowships and knowledge building), but efforts are underway to launch some of them this year. We will keep you all posted.

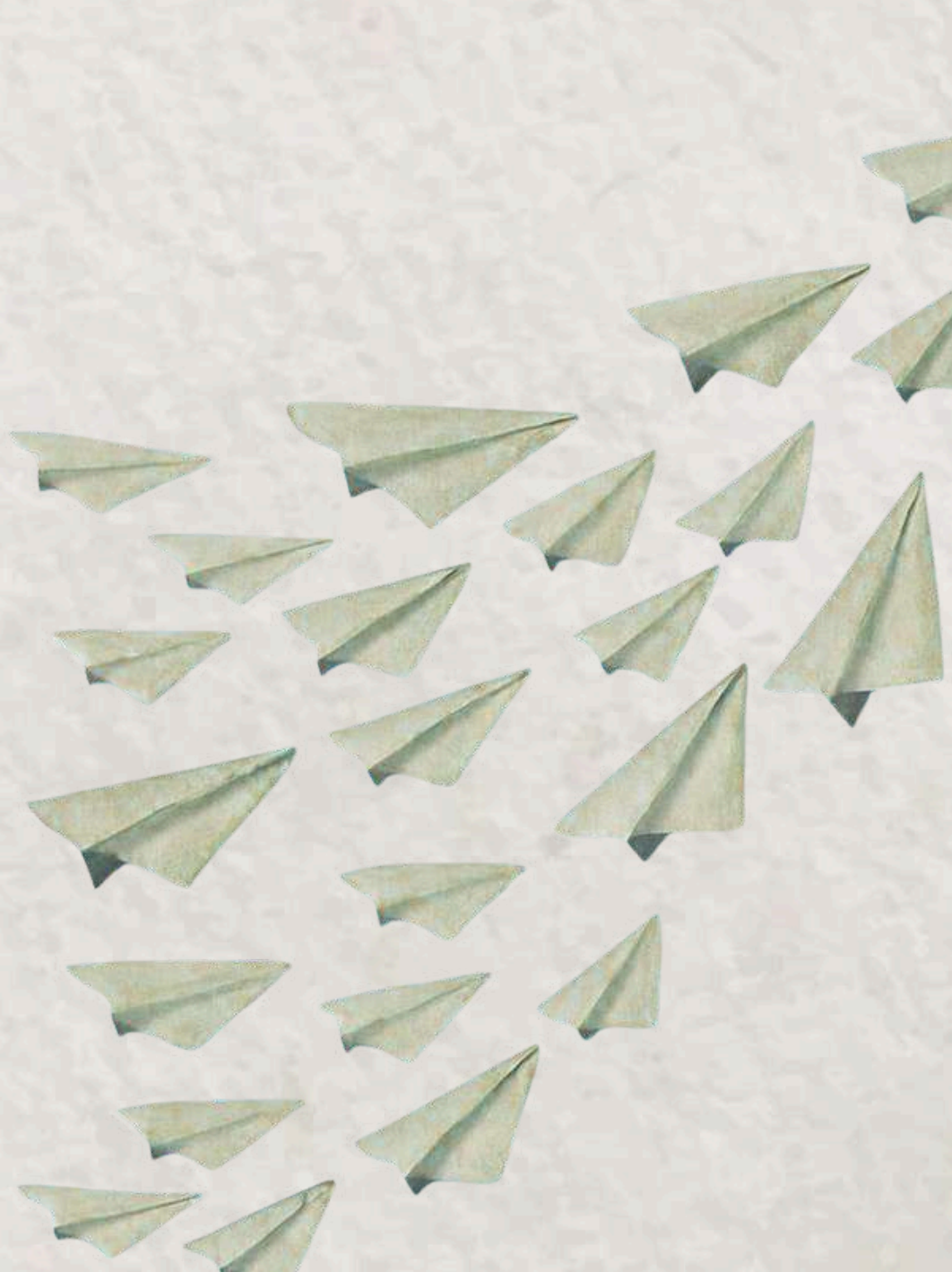
As we build Kohmorehbee, our focus is to keep learning and giving back to the development sector.

Rishabh Lalani





OUR IMPACT



Our Impact (2024-2025)

Supported

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

Participated In

11 **PUBLIC FACING EVENTS**
by RNPF, The Hearth Summit, the India CSR Summit, and many more.

Rated

8.2 **FOR OUR WORKHOP QUALITY**
by organisations like Ashoka University, beVisioneers, ComMutiny, and many more.

Worked with

04 **PHILANTHROPIC ACTORS**
in grant-making, programme and operational strategy, and fundraising capacity building.

Published

01 **GLOBAL NEWSLETTER**
Issued by The Wellbeing Project.

Who we worked with (2024-25)

Strategic Support

Children's Investment Fund Foundation

Revitalising Rainfed Agriculture Network

Sustainable Environment and Ecological Development Society (SEEDS)

MAD (Make A Difference)

Northeast Centre for Equity on Integrated Development (NEAID)

Institute of Studies and Transformation

Children of India Foundation

Project Second Chance

The Karta Initiative

Udhyam Learning Foundation

Shiksharth

U&I Trust

Fundraising Appraisal

Centre for Advocacy and Research (CFAR)

Chaitanya India Finance Credit Pvt Ltd

ComMutiny

Youth for Unity and Voluntary Action (YUVA)

Authored an article

The Wellbeing Project

Technology Project

India Climate Collaborative

Coaching and Mentoring

Manzil Mystics

Blue Ribbon Movement

Training Workshop

The Circle

Do School Fellowships / beVisioneers

vartaLeap Coalition

Ashoka University

Pro-bono Support

Human Enlightenment Trust

Wild Chotanagpur Plateau Trust

Mission Accessibility

Grant Making Support

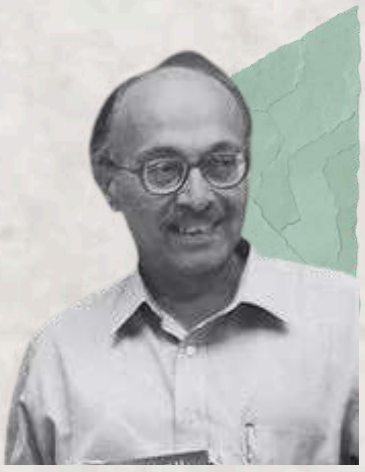
Ananya Birla Foundation

Private Philanthropic Individual

TESTIMONIALS



Testimonials



"Rishabh and I have a long history of working together to help those in serious need. The initiative has always been with Rishabh - with his large base of relationships, he is approached for help before anyone else. He doesn't just forward a request to donors like our foundation. He finds out about the organisation, its current situation, and when he is satisfied, he sends a request to his donor friends. In all these years, including the Covid years, we have always found Rishabh's advice or request to be genuine and immediately actionable. His judgement and ethics are impeccable."

Vikram Lal

Former CEO Eicher Motors, Lal Family Foundation



"We've partnered with the Kohmorehbee team for a few years, and their people-first, deeply relational approach continues to stand out—always recognising the unique strengths of each organisation.

Our session with Rishabh was immersive and reflective, helping us identify the key levers for strategic, sustainable fundraising—moving beyond typical, linear, target-driven strategies."

Kanika Sinha

Convener, ComMutiny - The Youth Collective



"Rishabh brings an insightful and incisive understanding of fundraising across India. His understanding of best practices, coupled with his direct experience with funders, makes him an incredible asset and an enormous wealth of knowledge.

He's able to break that down simply and succinctly for new social entrepreneurs. He doesn't stop there though. He pushes people to unpack the mindsets and beliefs needed to be master fundraisers."

Sandeep Rai

Founder & CEO, The Circle India



"Kohmorebee played a critical role in helping us think afresh when it came to strategic fundraising for IDR. It's a rare breed of philanthropists and foundations who support platforms like IDR that work across, and for the sector; and Kohmorehbee helped us understand their profiles, interests and goals. Rishabh also connected us to some brilliant people, one of whom went on to support our first ever Northeast media fellowship."

Smarinita Shetty

Co-founder and CEO at India Development Review

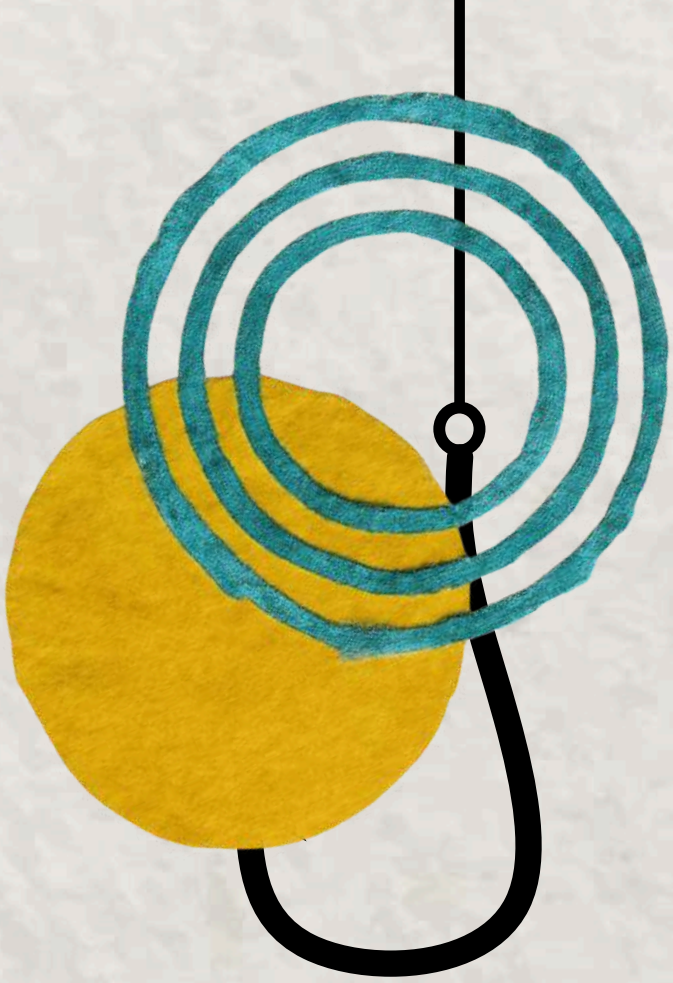


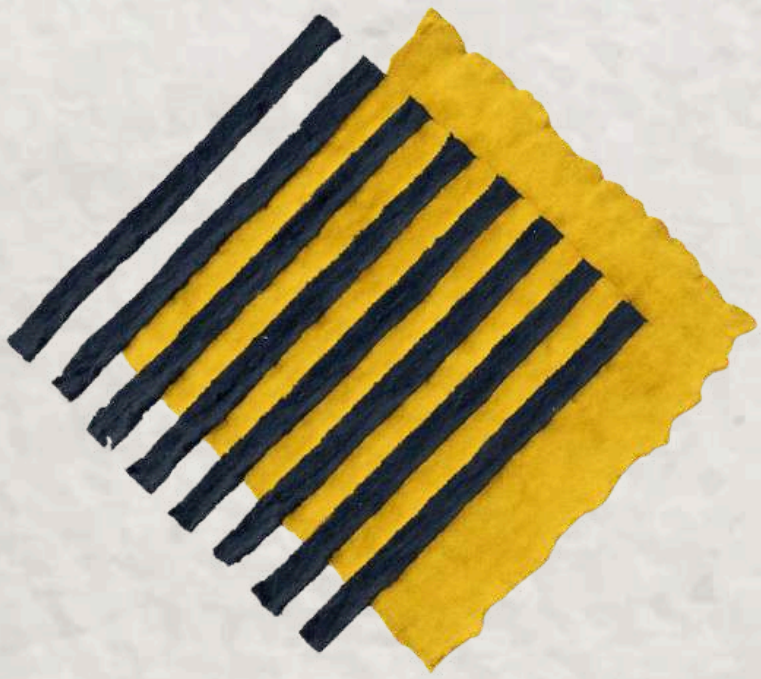
At Ananya Birla Foundation, we wanted our FY 2024-25 open grant call to be a supportive and accessible experience for applicant organizations. Kohmorehbee made this possible by creating intuitive proposal formats, co-hosting a highly engaging webinar, and streamlining a crucial stage of the process. Their expertise and partnership helped us deliver a smooth, applicant-friendly journey, and we are deeply thankful for their support."

Siddhant Khurana and Swarupa Redij

Ananya Birla Foundation

WHAT WE'RE LEARNING





Foreign Shores and the Allure of $ Funding

Despite the massive cancellation of »**20,000+ licenses** over the last decade and the push for domestic funding, the »**USA remains the top funding destination** for Indian non-profits. Indian non-profits continue to show up on global platforms with a fundraising focus. The signal here is clear – the Indian landscape is still very young for non-profits to access long-term, flexible, and trust-based funding. This means a lot of work still needs to be done to engage domestic donors, help them see the value of supporting local causes and most importantly create an India focused story about philanthropy.

Green Shoots

Over the last few years, we are noticing some acceptance of social issues through the launch of funds on mental health, climate, and LGBTQ+ causes in India. Through forums like the »**India Mental Health Alliance**, the »**India Animal Fund**, the »**LGBTQ Fund** launched by »**Dasra**, and the »**Rainmatter Foundation**, there is some capital available for causes that do not have mainstream attention. These theme specific funds provide hope because traditionally these causes have been under the umbrella of justice and systemic change, which have seen massive funding cuts for a variety of reasons.



Big Cheques and Bigger Legacies

On the other side, we see major gifts being given to academic and health institutions – »**Ashoka University**, »**Indian School of Business**, »**Indian Institute of Science**, »**NIMHANS**, »**NCBS**, and many others have been receiving large cheques from home grown philanthropists. It indicates that wealthy Indians are deeply interested in leaving behind legacies through institutions that will outlast them. This is not a new trend but the re-emergence of one that has existed in Indian society. For other institutions of learning and public importance, this is a great time to build fundraising teams and tap into the new wealth that is driving this growth in giving.





STORIES FROM THE FIELD

Building a Supportive and Insight-Driven Grantmaking Ecosystem

We partnered with the »**Ananya Birla Foundation** to design a more accessible and supportive experience for their grantees. We co-designed an application focused on generating insight instead of rote responses.

Our next step was to conduct a baseline fundraising assessment of ABF's 11 grantees, helping the foundation build a nuanced understanding of each organisation's fundraising capacity. This included insights into risks, revenue volatility, fundraising processes, and how grantees perceive their own fundraising strengths and gaps. The findings equipped ABF with a clearer picture of where organisations may need targeted support, capacity building, or risk mitigation.

Reframing Fundraising as Relationship-Building

At Kohmorehbee, we believe fundraising is most powerful when it is rooted in relationships, not transactions. This perspective shaped the hands-on workshop we conducted our third round of training for »**The Circle's** Entrepreneurs-in-Residence.

Through interactive games, real-life experiments, and facilitated conversations, the session invited participants to rethink how they approach fundraising. Instead of viewing it as a one-time financial exchange, the workshop highlighted fundraising as a long-term, strategic process grounded in trust, clarity, and meaningful connections.

The workshop reinforced a simple but essential idea: sustainable fundraising grows from relationships that evolve over time—reflecting mutual commitment, not just capital.



This year, we found ourselves in spaces

that invited depth, honesty, and collective meaning-making. We were immersed in all kinds of events, from structured workshops to open-ended conversations.

Here are a few moments from the year that shaped us...

Shame, Burnout, and the Courage to Speak Up

"Do you not feel judged or worried about repercussions when you speak about burnout and depression?"

A thought-provoking question raised during #Mannotsava, the **»National Mental Health Festival** organised by **»Rohini Nilekani Philanthropies** in collaboration with the **»National Institute of Mental Health and Neurosciences** (NIMHANS), India and **»NCBS**.

This question emerged during an interactive workshop on Founder Burnout, facilitated by Rishabh Lalani (CEO and Founder, Kohmorehbee) and **»Vishal Talreja** (Co-Founder, **»Dream A Dream** and Founder, **»The Cocoon Initiative**).

Rishabh and Vishal shared their personal journeys, illustrating how speaking up about mental health has helped create spaces for meaningful dialogue and mutual understanding.



The Hearth Summit

At Kohmorehbee, we often work at the intersection of strategy and emotion, and movement-building, and care.

The **»Hearth Summit** brought these ideas into practice.

The summit invited changemakers to explore wellbeing, inviting us to pause, and reimagine how inner work fuels outer change.

From deeply resonant panel discussions on ecological grief, and emotional labour to workshops on rest, self-empathy, and healing, the Summit reminded us that the work we do in the world is inseparable from the worlds we carry within.

We left the Summit with that reminder, to being again, inward first.



INSIDE KOHMOREHBEE



Culture, Care and, Internal Reflection

At Kohmorehbee, we often speak about enabling organisations to grow with care, clarity, and courage. This year we thought about how we can hold space for that growth within our team, and shape a culture that mirrors the values we carry into the sector.

Starting with Intention: Team Retreats

We began by stepping away to build collective intention.

Our two team retreats were more than offsites; they were moments for us to pause, ask who we are becoming, and chart the direction we want to grow. We reflected on our individual journeys, and how they can contribute to each other's journey. Each of our values shaped the journey of the organisation.

Learning Together

We believe in peer-based learning. Over the year, we participated in knowledge sessions, workshops, and collective forums.

All year long, we hosted different people to learn from their experiences. **Pankaj Mishra** helped us understand the power of storytelling to build trust. **Kuldeep Dantewadia**, CEO and Founder of **Reap Benefit** shared his experience in building credibility in new ecosystems, **Bharati Ramachandran** told us about the fundraising ecosystem for animals ,and lastly **Himanshi Singh** gave us insight into the world of HNI philanthropy.

Apart from focused learning sessions, we attended workshops and events across the country that helped us question our beliefs, share our experiences, and recalibrate together.



A year of meeting colleagues where they are, adapting to different working styles, building bridges across experience levels ,and most of all, staying flexible as the work evolves.

And as always, we're constantly asking: What kind of organisation are we becoming, and who are we becoming as we build it?

OUR YEAR IN MOMENTS

APRIL

17th April, 2024
beVisioneers Fundraising Workshop
The DO School

18th April, 2024
Accelerating Climate Action Roundtable
Climate Asia

JUNE

15th June, 2024
vartaLeap Fundraising Workshop
vartaLeap Coalition

25th June, 2024
Creating Systemic Impact Event
Centre for Exponential Change

25th June, 2024
Science Gallery Evening
RNPF

JULY

19th July, 2024
Fundraising Workshop for Students
CSIP Ashoka University

29th July, 2024
Workshop on Family Foundations
U&I Trust

AUG

7th Aug, 2024
TFIx Jury
TFIx

29-31th Aug, 2024
Change the Script (CTS)
Dream A Dream

13th Aug, 2024
CSR by Fida Hussain
Rishabh Lalani

20th Aug, 2024
US Funding by Kuldeep Dantewadia
Kohmorehbee

SEPT

2nd Sept, 2024
Campus Caravan
The YP Foundation

5th Sept, 2024
Narrative Building by Pankaj Mishra
Kohmorehbee

17th Sept, 2024
Leading from the Field
Deepak Menon

6th Sept, 2024
Doing Good Awards
CSRBOX

19th Sept, 2024
Wellbeing in Philanthropy
RNPF

OCT

3rd Oct, 2024
Leadership at the Frontlines of Social Change
Ford Foundation

15th Oct, 2024
Engaging HNIs & Foundations
Himanshi Singh
Kohmorehbee

15th Oct, 2024
Prospecting Strategies
U&I Trust

19th Oct, 2024
Philanthropy & Animal Rights
Bharati Ramachandran
Kohmorehbee

22nd Oct, 2024
Skoll Foundation Dinner
RNPF

25th Oct 2024
Shiksha Samvad
Shikshalokam

26th - 27th Oct, 2024
Workshop on Founder Loneliness
Mannotsava

LEGEND

Shape = Event — ◯ Trainings and Workshop — ☆ Public Facing Networking Events — ✵ Internal

Colour = Role — Facilitator — Attendee — Internal — Jury

NOV

9th Nov 2024

Hearth Summit India

The Wellbeing Project

13th Nov, 2024

Fundraising Mindset Workshop

The Circle

26th Nov, 2024

Team Capacity-Building Session

U&I Trust

29th Nov, 2024

Networking with Social Sector Leaders

Friends of Project Potential

JAN

23rd - 24th Jan, 2025

Fundraising Baselining Workshop

ComMutiny

29th Jan, 2025

Philanthropy Advisory Ecosystem in India

Dasra

MAR

7th March, 2025

Strategic Partners Roundtable

Shikshalokam + Mantra for Change

12th March, 2025

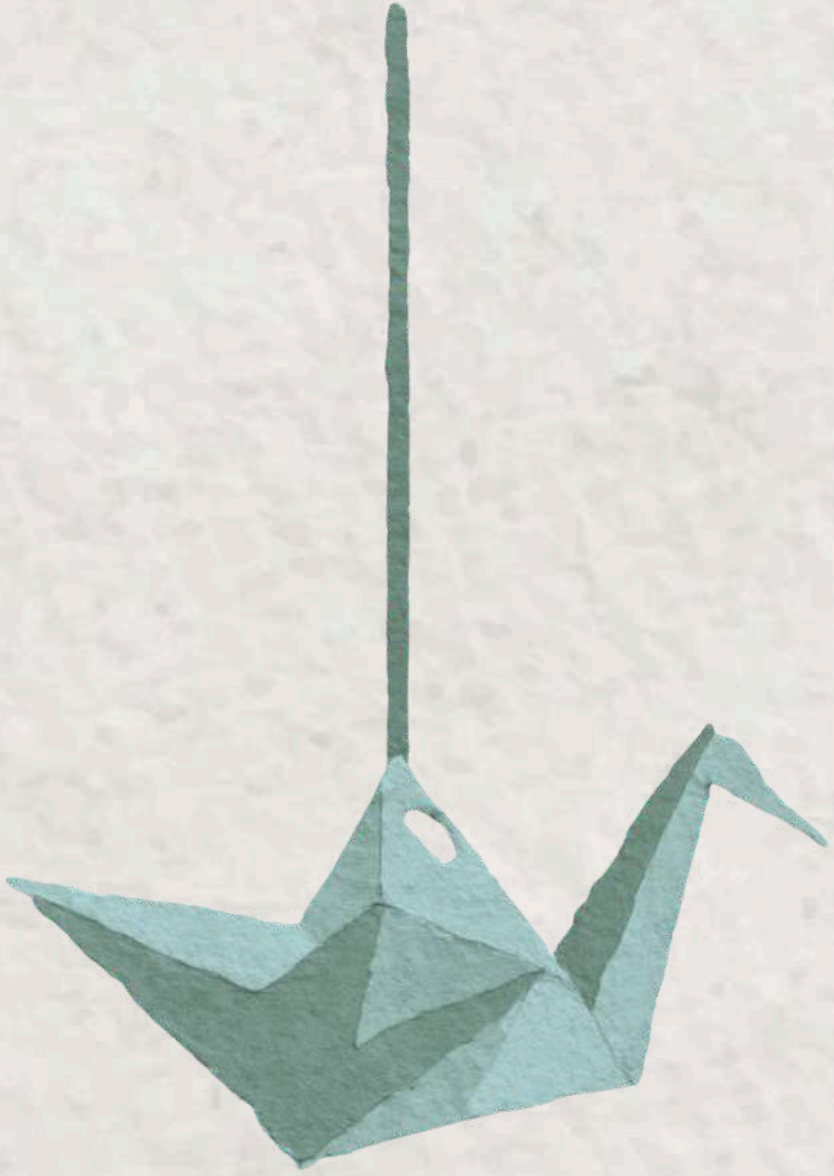
beVisioneers Fundraising Workshop

The DO School

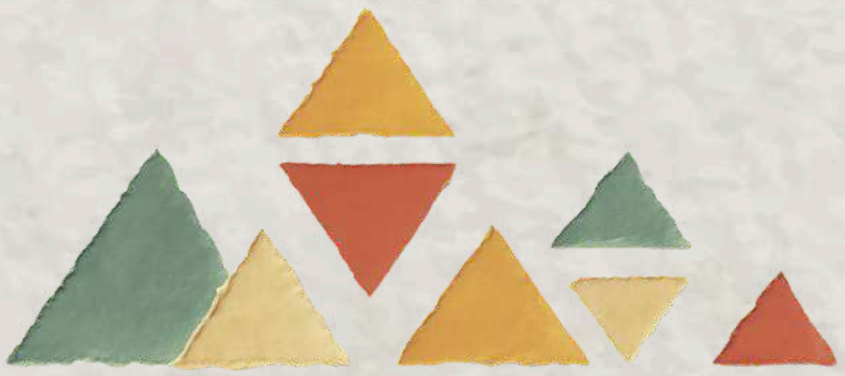








THE HOPE GUIDING OUR WORK



Our dreams for the future

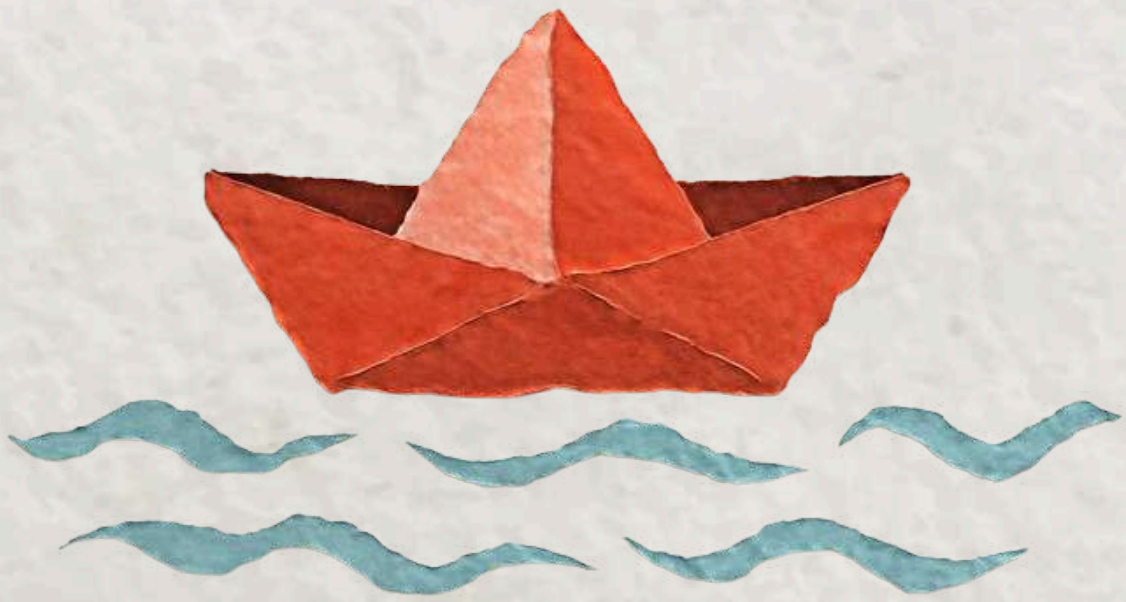
The outcome of having dreams is that they can turn into targets and milestones, followed by the relentless chase for success indicators.

This year taught us, more than dreams, we need guiding intentions. This way, goal-oriented tunnel vision doesn't blind us, and we stay open to new possibilities.

While our intention is to go where the current takes us, we will also steer the boat. Anchored in bringing forward unheard voices, holding space for collectives, and connections, and raising the bar with every relationship.

Here's to gentler horizons, braver conversations, and the journeys we shape together.

Until next year.



OUR TEAM

Our Team



CURRENT

Rishabh Lalani

Founder & CEO

Rishabh started Kohmorehbee with the intent to support the philanthropic, and non-profit ecosystem in India. Rishabh has over 12 years of experience in assisting large, and niche organisations with strategic and operational support, raising over ~INR 150 crore directly.



CURRENT

Vedika Thimmaiah

Research & Design

Vedika works at the intersection of research, design, and writing. She transforms complex information into precise, accessible, and visually compelling communication.



CURRENT

Yukti Jain

Accounts & Finance

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



FORMER

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.



FORMER

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.



GET IN TOUCH WITH US

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