

ANNUAL REPORT 2020-21



our mission

Pioneering sustainable living choices by connecting communities and markets

We believe that the spirit of the forest is about growth that is meaningful, balanced and contributing. For the *au courant* seeking aesthetic and socially responsible solutions, Last Forest is a sustainable marketplace that provides eco-friendly, thoughtful and meaningful options that directly involves communities.



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Last Forest ensures healthy lives
and promotes well-being for all
at all ages.

GOOD HEALTH AND WELL-BEING

Based on SDGs provided by the United Nations



10

YEARS



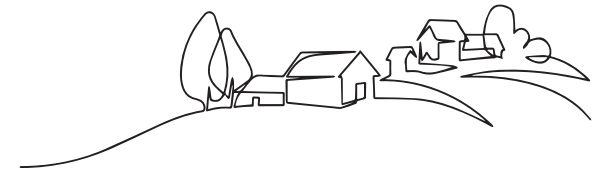
45

LOCAL SUPPLY GROUPS



150

PARTNER VILLAGES



6500

IMPACTED INDIVIDUALS



1 FOREWORD



Covid, covid and covid – it has reverberated across the world over the past year and has left its deep footprint across institutions. It has not left many unscathed – for many, the statement ‘this too shall pass’ has remained the only hope to cling on. Last Forest too had its share of deep gashes but what emerged was a leaner, stronger and more resilient team. A team that learnt to look at themselves in the eye, with pride and ensure that the spirit spread itself across friends and colleagues.

The year began when a national lockdown had just been announced and most were unfamiliar with what was to follow. The hope that it would pass away in a few days, moved to weeks, months and then a realization that this was something that we would all need to re-calibrate our lives for some time to come. All the preparations that had taken place for the summer season had to be pushed aside and survival became the go to phrase. Stocks that had been accumulated to see through the main revenue season had to be dealt with – and so, the team put its shoulder to the wheel and began to relook at the year ahead.

One of the biggest decisions by the Board, to assume ‘zero revenue’ for the first six months was a starting point. The question on everyone’s lips was how any liabilities would be dealt with. Many suppliers stepped in and realized that unless terms and conditions were re-done, everyone was looking at a potential disaster. The biggest pain was the realization that the organization would have to re-look at its business viability and make some hard decisions. The toughest one was to let go of the Ooty premises – the restaurant, Place to Bee as well

as the Green Shop. The entire complex had opened in 2006 with support from the Tzedekah Trust and the Darwin Initiative. It allowed a Bee Museum and a Green Shop to create a niche for themselves. In 2015, the Bee Museum re-invented itself and a food space was created. The entire team of people had to be let go and it was one of the hardest decisions ever taken. All the best to that team.

The rest of the year was a swing from this end to the other but new collaborations kept us going. The work with Indian Yards which began for quilts, metamorphosed into a mask making effort with support from WFTO Asia. The support from overseas clients was a life saver – being an WFTO guaranteed member was a passport to open new doors – the empathy and support saw us through those troubled times. Layla from El Puente and Jane from Fairitems are gems who went out of their way to generate purchases and that was awesome.

We had won the SEED Award for Low Carbon, a few years ago and they came knocking on our doors again. A key deliverable was a video on the work of Last Forest.

Simran from Imprintz – how do we even thank her. She took the brand of Last Forest and created a masterpiece. She has worked tirelessly with the team, hearing them and making the brand an identity that echoed the values of the organization.

In all of this, how can we forget the change to Zoho software – an ERP that connects the entire supply chain, operations and marketing. What adds juice to this is that the entire accounting system is

interwoven – and so, at any point, we have a real time data driven organization. What a difference from the days of creating so many systems and protocols for operations and accounts. It has eased life tremendously. Hats off to the Alparithm team, led ably by Kumar who patiently implemented the software remotely.

The coming year will have its share of uncertainty but we will deal with it. Humanity is undergoing change as it faces new and unknown realities - challenges await this team.

- Mathew John, Managing Director



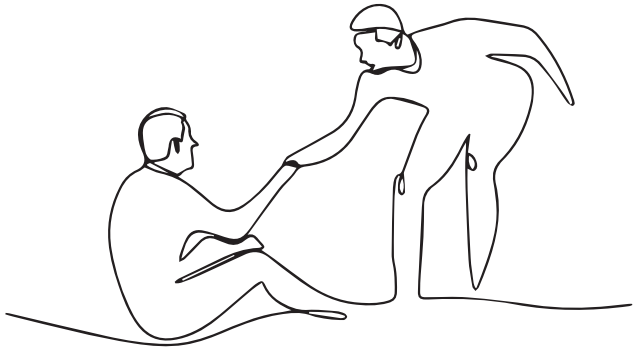
Last Forest strives to achieve gender equality and empower all women and girls.

GENDER EQUALITY

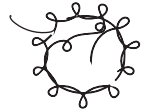
Based on SDGs provided by the United Nations



2 DEALING WITH THE PANDEMIC



A set of people stood out, galvanized and organized themselves, reaching out to farmers who had crops to sell but no markets.



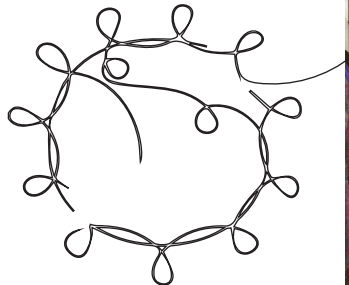
This was a time where numerous changes were taking place at an alarming rate – changes that nobody could have seen or predicted. In one sense, even a reminder that with all the dire warnings of climate change, we were still continuing to chug along, making just incremental changes that would balm our souls. Last year brought us and still continues to bring us a dose of reality which many of us may take a very long time to recover.

The pandemic has its dangerous complications, but it showed us over the months that Last Forest is a community that consisted of souls who were ready to give it their all towards its mission and principles. By reaching out to small entrepreneurs and businesses that needed support, the team showed great resilience and humanity to come together and support each other during these difficult times.

There was an extra effort from the larger eco-system that Last Forest is a part of – Keystone Foundation and Aadhimalai Producer Company - a burst of energy never seen before. When many had stayed indoors during the initial outbreak of the virus, a set of people stood out, galvanized and organized themselves, reaching out to farmers who had crops to sell but no markets.

They reached out to small traders who had stocks of inventory piled up but nowhere to sell. Wheels began to move and the district administration was a source of great support – they provided access and permissions. And tons of vegetables, provisions, essentials and so much more began to move to villages.

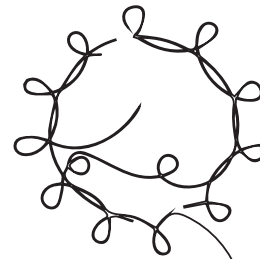
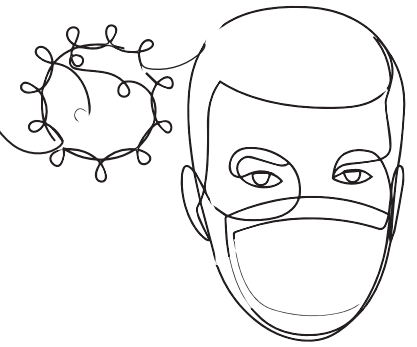
Tons of vegetables, provisions, essentials and so much more began to move to villages.



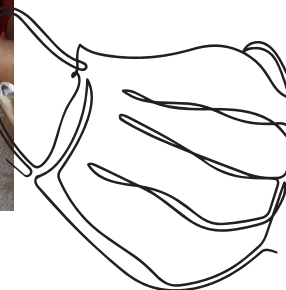
As the months moved on, with lockdowns and restrictions hindering most of our everyday, routine activities, we witnessed changes – both forced and necessary taking shape around us. Virtual meetings became the norm, constant dialogues with our stakeholders kept everyone in tune with one another. Our dealer and suppliers were very understanding of the situation, which helped keep spirits high!

Gradually, as the restrictions eased off, we got into the ebb and flow of 'normalcy'. Our stocks were being checked, orders were flying out of the office, our shops opened to cater to our regular customers and occasional tourists.

Old friends, new supporters got together which brought about a lot of orders during these months on our website. Masks were a must have at the time – hence a tie up with WFTO Asia and our friends from Indian Yards, helped sell to front line workers, NGOs and customers alike. There were ventures into exports which got us a fair bit of orders as well, that kept our ship sailing through the covid storm.



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3 10 YEARS OF LAST FOREST



celebrating
ten years

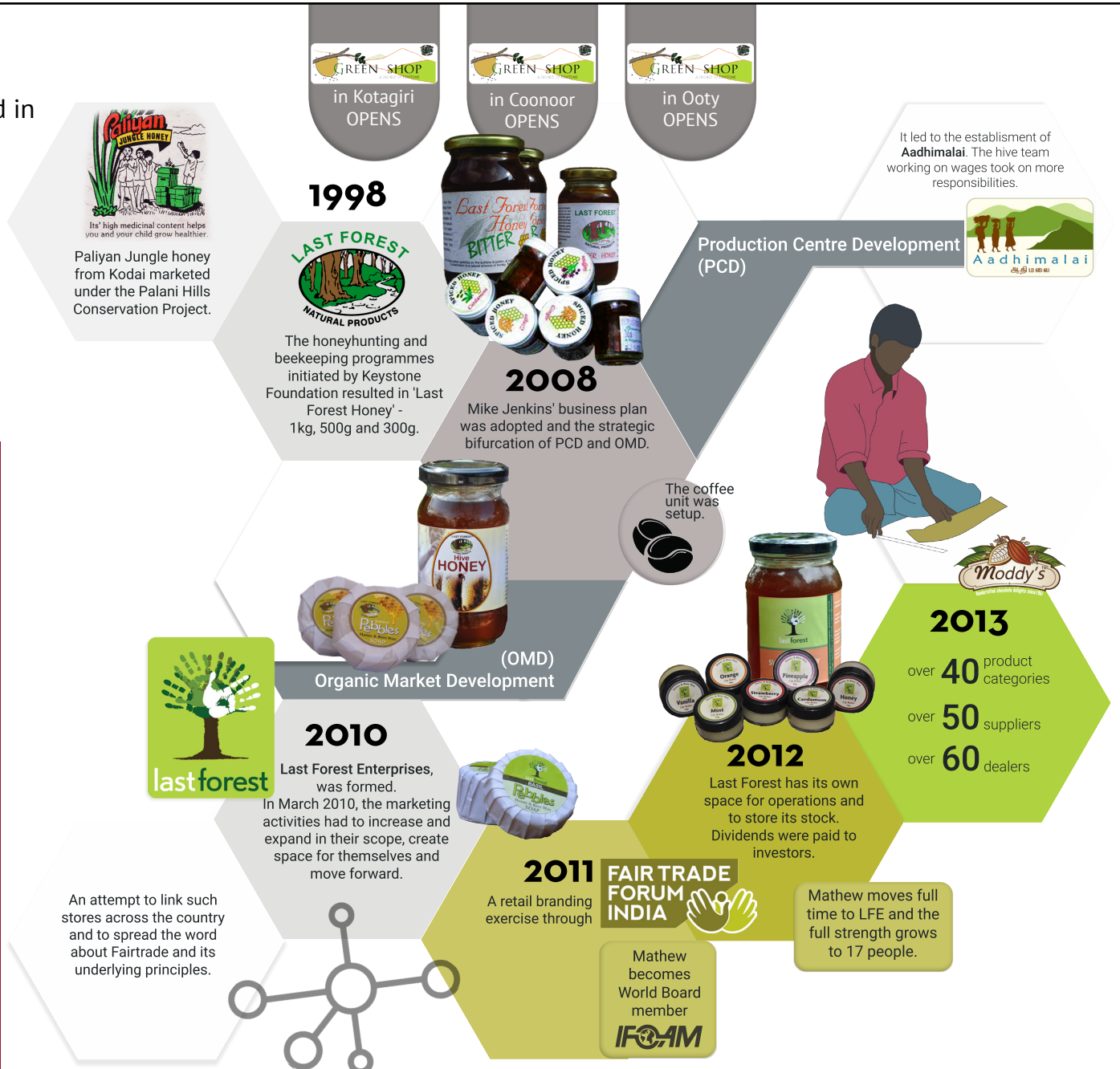
It all started in
1991
when,

Last Forest turned 10 last year, and here's a glimpse of our major milestones through the years!

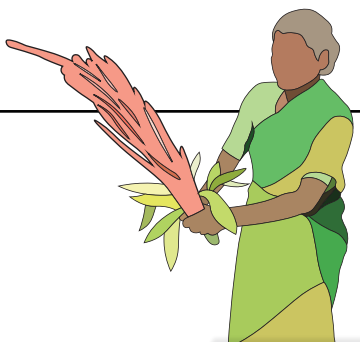
Last Forest promotes sustained, inclusive and sustainable economic growth, full and productive employ and decent work for all.

DECENT WORK AND ECONOMIC GROWTH

Based on SDGs provided by the United Nations



8



green shop®
in Coimbatore
OPENS

green shop®
in Coimbatore
CLOSES

green shop®
in Ooty
CLOSES



WINNERS
of the SEED Global Low
Carbon Emission Award



Rebranding by Kavita. Moving to kraft paper and Ajile Bottu inspired designs.



1st World Disco Soup Day an initiative by Slow Food led by P2B



1st international Youth Exchange Program to Germany focused on SDG 12 - "Responsible Production and Consumption"



Venture into exports via the WFTO network.

2018

LFE participates in IFOAM Asia Organic Youth Forum Leadership Course
Last Forest impacts close to **20,000** people spread across the country
over **140** dealers

E-commerce moves to **shopify**



2019

2nd round of IFOAM Asia, Organic Youth Forum and **Terra Madre** in Turin, Italy for the world's greatest local food spectacle - Terra Madre and Salone del Gusto by Slow Food.

2020

Sales and marketing split up. Dedicated communications.
'People's Masks' launched in collaboration with WFTO Asia. Place to Bee closes due to Covid.



Stanford | Seed
Seed Transformation Programme by Stanford University



2017

Course on Social Entrepreneurship for Nilgiri Field Learning Centre (NFLC), which is run jointly by Cornell University and Keystone Foundation.

E-commerce commenced

2016

The Slow Food Nilgiris Convivium created. Place to Bee gains traction for clean, good, fair for local, wholesome and fusion cuisine.

over **100** dealers



2014

Our hand-woven and handcrafted stoles and the Toda Embroidery product line was showcased.



Second year of Mathew's second term on the **IFOAM** World Board



LAST FOREST GUARANTEED FAIR TRADE

2015

Last Forest became a World Fair Trade Organisation (WFTO) certified entity.



the first Slow Food restaurant in south India opens in Ooty



A combination of training through the internet and efforts on the ground, helped produce more than 11,000 masks which were distributed first to the frontline workers.

CREATING OPPORTUNITIES

Over the year, especially during the pandemic, we had to find different avenues to ensure that we stayed afloat, while being able to stick to our commitment and principles of creating opportunities and market access to communities. As a part of this, the World Fair Trade Organization network, especially in Asia, started the #StayHomeLiveFair campaign. This, initialized by webinars on how to create masks, were the need of the hour. A combination of training through the internet and efforts on the ground, helped produce more than 11,000 masks which were distributed first to the frontline workers.

This process of the production of masks had members from the community and the team with their hands full. We had tied up with Indian Yards, a small self-help group in Ooty who helped make this possible by tirelessly manufacturing these masks by hand, ensuring the women that they worked with had a source of income during the lockdown. Directly quoting from the makers – “I have spent the whole day today sampling – I did no housework or cooking, just sat on my machine.” This opportunity also gave rise to Yaazh, an enterprise in Coimbatore run entirely by women from marginalised communities.

A special mask, that was made during this was the Toda embroidered mask, which saw communities come together and showed solidarity with everyone involved. Strips of handstitched embroidery made by the women of the Toda community were woven on the masks, with each design being unique. This still is a product that is a favourite among many!

Collectively throughout the year, working with communities, an estimated 30,000 + hours and 4000 + days of employment were generated through these efforts, with addition to regular orders and production.

illustration by K. Kwong 2020-3-22



Last Forest works towards reducing inequality within and among countries.

REDUCED INEQUALITIES

Based on SDGs provided by the United Nations

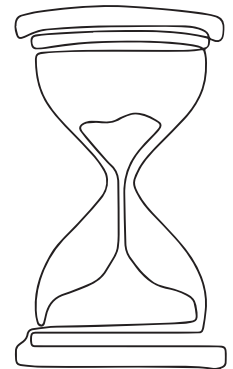




EMPLOYMENT GENERATED DURING PANDEMIC
THROUGH PRODUCTION OF MASKS, IN ADDITION
TO REGULAR ORDERS & PRODUCTION.

30,000 +
ADDITIONAL HOURS

4,000 +
ADDITIONAL DAYS



Last Forest ensures sustainable consumption and production patterns.

RESPONSIBLE CONSUMPTION AND PRODUCTION

Based on SDGs provided by the United Nations



A special mask, that was made during this was the Toda embroidered mask.

This year saw us take a leap into exports, an avenue that was available for us to tread into over the years but finally came into fruition this year.

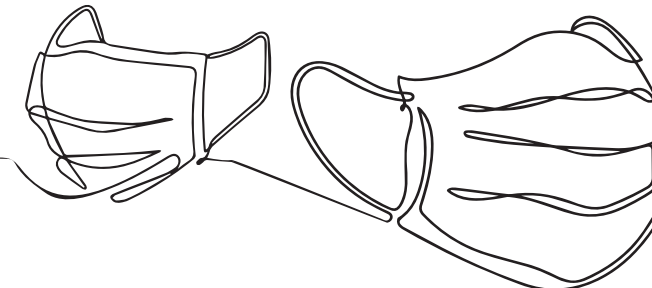
Our very first export orders came through *Fairitem*s in The Netherlands and *El Puente* in Germany who have been supporting us and our work through social media, encouraging the team on an everyday basis. During the lockdown, the trust shown by our partners were immense, with orders and payments coming in regularly. Some orders took a really long time to reach these countries, but eventually reached in good condition, making the team jump with joy!

The export market kept the team on its toes, with a lot of orders for beeswax food wraps, soaps and an assortment of products being sent to Germany, The

Netherlands, Austria, France, Japan and Hong Kong. These orders only kept increasing and were regular in keeping us busy and hopeful!

Onboarding New Suppliers

In addition to our existing producer and suppliers, we had onboarded a few new suppliers that have helped add to our portfolio of products. From Worktree, an organization producing wooden cutlery, kitchen items and more, to an array of organic food products that filled up a section of our Green Shops to promote healthy food choices during uncertain times. Handmade bamboo baskets, musical instruments made from resources from the forest, accessories were all part of this new listing.



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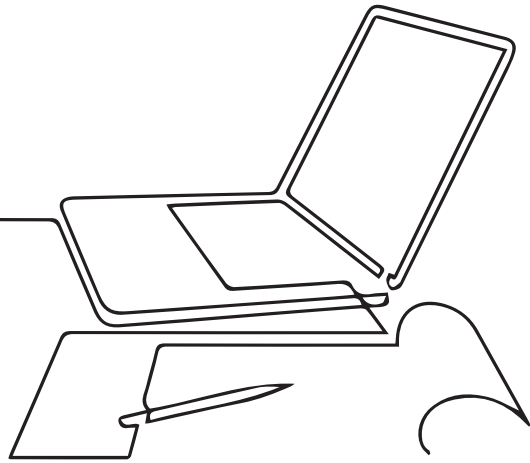


Last Forest strives to take urgent action to combat climate change and its impacts.

CLIMATE ACTION

Based on SDGs provided by the United Nations





This effort went into full flow this year with Chennai based Alparithm as we onboarded with ZOHO, a software suite that has streamlined all our data, allowed us to keep track of our verticals with features that have been beneficial to what we had required.

A constant challenge that Last Forest has faced over the years was finding a software - a data base that could provide us with a centralized, customized experience of what we exactly needed in terms of the organization's data across all verticals, reports that could help us plan take our next steps and visualize where we are and where we want to be.

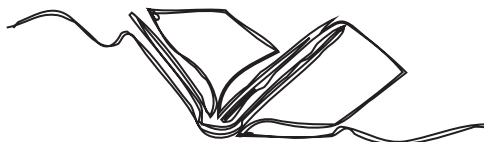
This effort went into full flow this year with Chennai based Alparithm as we onboarded with ZOHO, a software suite that has streamlined all our data, allowed us to keep track of our verticals with features that have been beneficial to what we had required. A dedicated team from both sides were on regular, deep calls through the months, ensuring that each requirement was taken care of and they continue to engage incessantly every day to keep making it better.

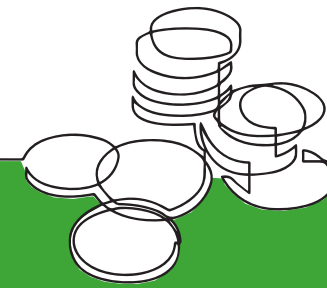
Our consultant for statutory requirements – Mr. Vasudevan guided us in creating robust policies for staff, office protocols and regulations. These documents are crucial for the systematic allocation of roles and responsibilities, creating frameworks of the organization which will prove to be a foundation on which the company can base its operations. The team was in regular contact with the local administration of the district, to set in place the different forms, registers and documents that are essential to a working environment and the company. As a small social enterprise, this is a large step of progress and one that sits well with Fair Trade principles.

Our internal auditors – Sripriya and her team have been an exceptional support to us after they have taken over the role of being our internal auditors. They have become an integral part of our family and a go-to source for any clarifications that we have on various aspects of the company. In their time with us, they have helped clean up our operations and the way that we work, by thoroughly dissecting each and every department, vertical and the team associated with the respective fields. Their inputs have been a crucial part in our day-to-day operations and statutory requirements.

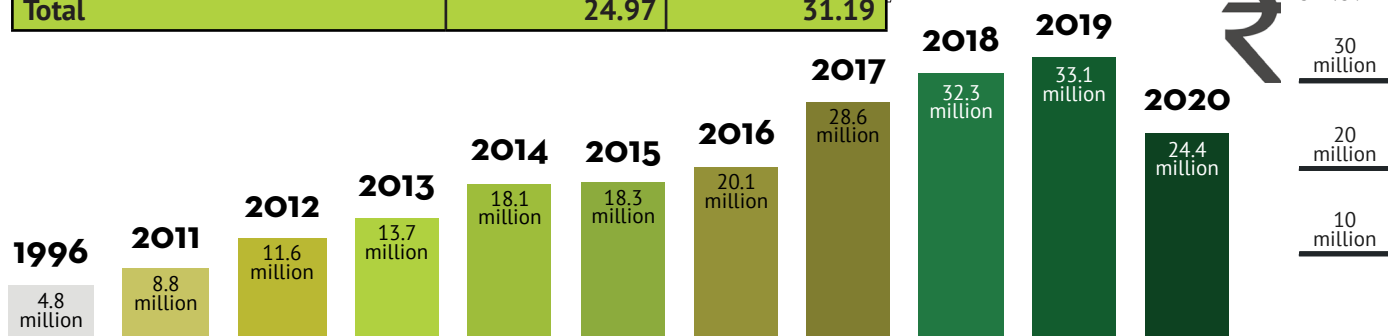


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Balance Sheet as on 31.03.2021		
	(in million INR)	
	2020-21	2019-20
EQUITY & LIABILITIES		
Capital Funds	4.63	4.31
Current Liabilities	7.17	7.29
Total	11.80	11.60
ASSETS		
Fixed Assets	0.90	1.22
Other Non-Current Assets	1.55	1.32
Current Assets	9.35	9.06
Total	11.80	11.60
Profit & Loss account for the year ending 31.03.21		
INCOME		
Revenue from Operations	24.90	31.11
Other Income	0.07	0.08
Total	24.97	31.19
EXPENSES		
Purchases	10.63	13.75
Changes in Inventories	0.80	1.29
Direct and Indirect Expenses	13.22	16.35
Profit/Loss	0.32	-0.20
Total	24.97	31.19

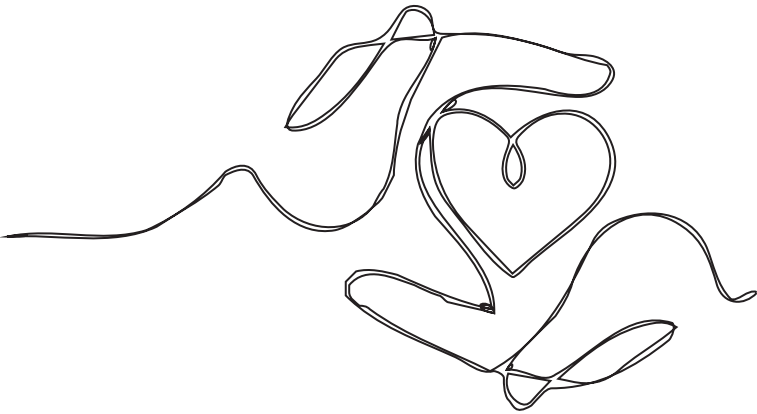


Last Forest works to protect, restore and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss.

LIFE ON LAND

Based on SDGs provided by the United Nations





A similar theme of uncertainty swept through the entirety of this financial year, which had initially cast doubts on income streams for us as well as our stakeholders. Our dealers, suppliers and customers played a huge part in supporting us throughout.

A similar theme of uncertainty swept through the entirety of this financial year, which had initially cast doubts on income streams for us as well as our stakeholders. Our dealers, suppliers and customers played a huge part in supporting us throughout. From both sides, our dealers were understanding of delayed shipments from us, suppliers while receiving payments from us, and customers from all over spread the word and created awareness among their circles which in turn provided us with orders.

These orders kept the team busy at the operations in office and at the field level with the producers. With this, throughout the months of the lockdown, we were able to pay salaries to all staff with a deferred salary being a temporary route. The efforts put in by the team also saw everyone getting a well-deserved bonus as well!

A huge shoutout to all our export partners who played a vital role and trusted us with orders. Advance and full payments were done even before the orders were packed and left the country! This meant we were able to spend some of that inflow of cash to the operations. Though these times were testing, the grit and grind of the team ensured that we stuck to our principle of ensuring fair payment and wages to all in the supply chain!

Managing cash flow was our greatest challenge. We managed to pay all suppliers on time, with a robust schedule and a lot of mutual understanding. Each of the invoices received were spilt over the weeks, corresponding to our cash flow. There were no outstanding amounts to any supplier at the end of the year, which was a truly commendable achievement considering the circumstances. We had a lot of inputs from Sekhar, our financial guru and director.



fair trade



Managing cash flow was our greatest challenge during the year. We managed to pay all our suppliers on time, with a robust schedule and a lot of understanding between us and our suppliers.

4.4 BUILDING THE HIVE - PEOPLE

Last Forest is an organization, a structure that was built by the people who have put in their best efforts to get to where we are right now. Rowing in the same direction with the principles and values put forward by the company, the financial year 2020-21 was a year that brought the team closer than ever before! From helping each other during uncertain times to celebrating milestones and good times together, it was a special time for the team.

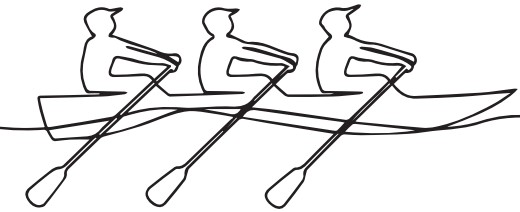
Ever since the conception of Last Forest, values have been at the helm of the organization, driving the team onwards. As a follow up from our Stanford SEED program that has motivated and driven us to dissect the company and look at it from different perspectives, we had an exercise where the whole team was part of – to put together and define a set of values that we mutually agreed upon and decided would be the pillars of what we strive to achieve.

Parallel to the values we worked on, each department within the larger team worked on a tracking system, based on targets that allowed us to follow up and see where we stood on a weekly/monthly basis. This was displayed at office in an old school style blackboard where everyone could see, collectively the progress made by the team and company. This allowed us to tweak our performances and check where we could make a difference or improve.

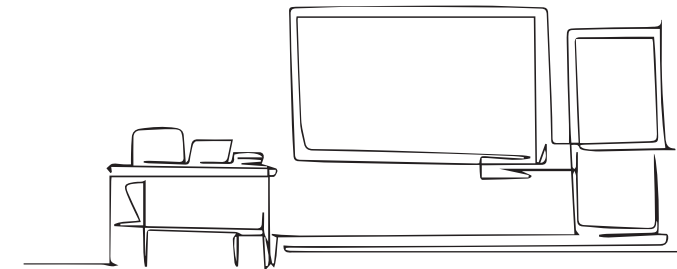
Visits and travel were almost zero during this year due to restrictions when compared to previous years. There was an opportunity of travel to Miller and Mala who travelled to Narayanpur village

in Chhattisgarh, hosted by Chhattisgarh Food Products (CFP) as a sequel to their visit to Keystone Foundation and Last Forest campuses in February.

The team from CFP visited our various production centres, learning about our ecosystems, processes, and honey harvesting. On Miller and Mala's visit to CFP, they had an exposure visit to the areas where honey gathering is being practiced, the different flowers from where the bees forage, vegetation, and the ways of life of the Gond community. And more importantly this is a new collaboration opportunity for Last Forest emphasising on the fact that we are built to create access to markets for marginalised communities.



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Parallel to the values we worked on, each department within the larger team worked on a tracking system, based on targets that allowed us to follow up and see where we stood on a weekly/monthly basis.



This was also the year that forced us to adapt the new norm “work from home”. It of course proved to be inefficient for most of us as a huge part of our taskforce is involved in manual work.

With export orders, our beeswax wraps have become a huge favourite in the European market.

With the closing down of one Green Shop in Ooty, our shops in Coonoor and Kotagiri had an extra responsibility to bring in revenues that would help us in operations.

Change is the only constant – this statement stood out during the year, with frequent changes to the situation in the town, the office, and shops. The requirement to prepare ourselves for the best- and worst-case scenarios played in our heads day in and day out – pertaining to the conditions that could not be controlled by us.

With the closing down of one Green Shop in Ooty, our shops in Coonoor and Kotagiri had an extra



responsibility to bring in revenues that would help us in operations. The Coonoor shop, which is the biggest of the stores with two floors had to be reinvented and changed completely in line with the situation. The bottom floor of the shop was transformed into an organic food space, which earlier held a variety of handmade goods, crafts and garments. Different super foods were stocked up and their importance in the time of building good health and immunity were the main thoughts behind this change. However unfortunately this gamble didn't pay off.

With export orders, our beeswax wraps have become a huge favourite in the European market. This led to an increase in the production of the wraps and hence, a new beeswax wrap station was set up in the office to accommodate production of more wraps. In addition to this, appropriate technology was introduced in the form of wrap machines which aided the staff in getting more wraps ready in time for the orders to be shipped.

This was also the year that forced us to adapt the new norm “work from home”. It of course proved to be inefficient for most of us as a huge part of our taskforce is involved in manual work. Those who worked primarily on laptops could cope up only for a while. Right now only one person works from outside the Nilgiris while the rest have returned to the hills. This only forced us to change our processes, sharing of and access to information, and smooth functioning between those present and those remote. A work from home option is indeed not an option for a small social enterprise.

4.6 BUILDING THE HIVE - CAPACITY BUILDING

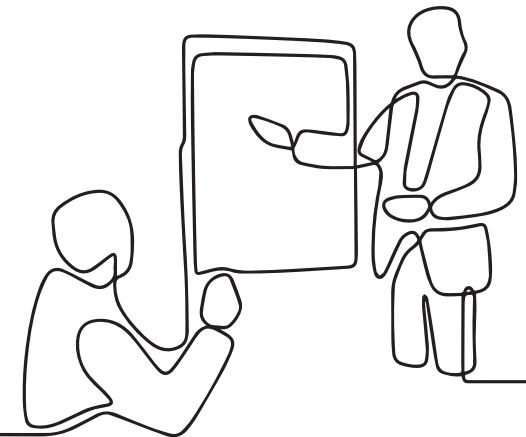
Mathew and Aritra hosted a virtual workshop, joint hosted by SASHA, Kolkata on supply chain management and operations. A first for us, in these times where engaging virtually has been an abode for interaction.

The workshop saw 8 organizations taking part in discussions on the dos and don'ts of supply chain, logistics and operations in an enterprise. This was the first of a series of workshops that took place to provide solutions to communities and social enterprises across the country.

In continuation of the initial virtual workshop on operations and supply chain management, we had another workshop on marketing and sales. This workshop was attended by 14 individuals across 8 organizations from all over the country.

The workshop covered the essentials of sales and marketing, the different avenues an organization can manoeuvre to market their stories and products. The importance of setting up targets, monitoring, communication with the target audience were discussed and dissected in this second edition of virtual training programs, with more lined up in the coming months.

The workshop saw 8 organizations taking part in discussions on the dos and don'ts of supply chain, logistics and operations in an enterprise.



During the year, we had an exciting new collaboration with We Make Change, a social enterprise based in Great Britain, dedicated to supporting other social enterprises around the world by connecting them to skilled online volunteers who share the vision of a sustainable planet.



During the year, we had an exciting new collaboration with We Make Change, a social enterprise based in Great Britain, dedicated to supporting other social enterprises around the world by connecting them to skilled online volunteers who share the vision of a sustainable planet. We took part in the 'Environment Change Day', an exercise which saw us map out a social media campaign for a quarter, where the volunteers will support us in developing the campaign.

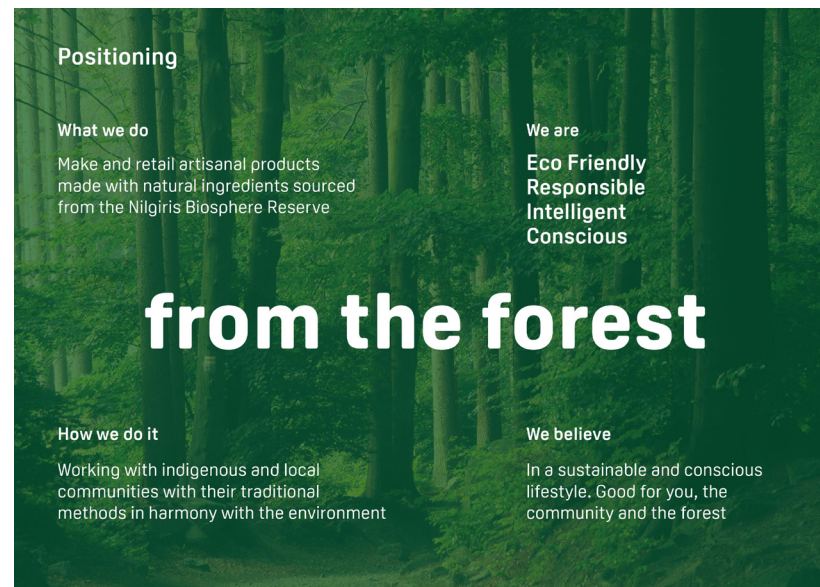
Tsvetan Kanev, founder of The Novice Marketeer was extremely happy to volunteer with us through We Make Change and help us with our social media campaign for the month of December.

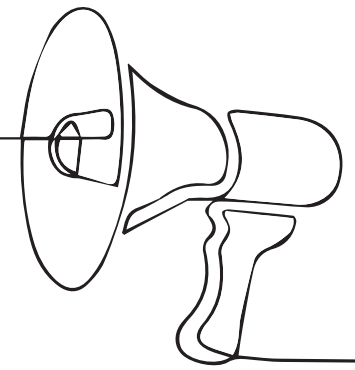
New Branding

The branding of our labels and products saw a fresh look being introduced, there was an intensive branding exercise that was being conjured up by us and *Impprintz*, a graphic design studio based out of Mumbai.

The exercise saw us exploring an avenue that would bring our products closer to the forest by carefully choosing colors and design that resonate the intricate elements of the forest.

A new branding that brings out the colours of the forest, which is imperative to us at Last Forest.





So, here it is - our first range of products in the new look!

We headed into our new phase of branding in full swing! Introducing first, our new boxes of beeswax lip balms. This series brings out the colours of the forest, which is imperative to us at Last Forest.

impprintz 
graphic design studio





Last Forest was featured on the Case Study Report published by SEED titled 'Mapping Enterprise Resilience to COVID-19'.

IMPACT RESILIENCE

Eco-inclusive enterprises are responding to the crisis by supporting their beneficiaries with monetary donations and/or free or subsidised product and service offers. Eco-inclusive enterprises are familiar with the challenges faced by those at the bottom of the pyramid; some enterprises are therefore specifically targeting poor and vulnerable populations with donations. They know that underserved populations are more than ever at risk or suffering from lower and irregular income.



Last Forest (India, Biodiversity): By providing a marketing platform for organic, fair trade, and forest-based products, Last Forest offers locally produced premium organic products and services by purchasing from indigenous communities, thus providing a sustainable source of income. By moving their store and restaurant experience to digital platforms, Last Forest continued to deliver meals and products from their shop to customers across India. Beyond that, they trained their community suppliers in making face masks, supported by Fair Trade partners from across the globe. This resulted in two large overseas purchasing orders, which supported the income generation of the communities producing them.

Features

Last Forest is now listed on EcoHQ, a green directory which features eco-friendly Indian brands, with their product portfolio, catalogs and all things sustainable!

During the festive season, Condé Nast Traveller had featured us and our Immunity Combo as one of the '16 sustainable gifting ideas for Diwali'.

Last Forest was featured in The Better India's list of noteworthy businesses for the year, summarizing our year of operations, and how the team handled the situation of the pandemic and went through ups and downs throughout the year.

Mathew was a guest speaker on The Elephant in the Room podcast, hosted by Sudha Singh. Mathew took

us through the years of working with indigenous communities who have been sustainably harvesting honey for thousands of years. Other topics of discussion were about COVID-19 and its impact on the business and local communities, the problems with the global organic certification processes, PGS, The Indian Forest Rights Act, collaborations and much more!

Collaboration



Another exciting collaboration that kept December exciting for us during the holiday season was teaming up with Blue Tokai Coffee and putting together an amazing gift set that is absolutely the perfect set of products that will keep your body happy and healthy!

This partnership has our range of beeswax lip balms and soaps on the shelves of their cafes across the country! Next time you are in one of their cafes – be it Gurgaon or Bangalore or Mumbai - sipping your coffee and indulging in your new favourite book - make sure you check out their counters for these little gems from the blue mountains.

Condé Nast Traveller

The Immunity Combo, Last Forest

Last Forest works towards providing employment to local artisans, craftsmen and communities of the Nilgiri Biosphere Reserve region. We recommend their immunity combo that comes equipped with organic sweet honey; cardamom honey; turmeric powder and sunflower seeds.

THE ELEPHANT IN THE ROOM

with **SUDHA SINGH**

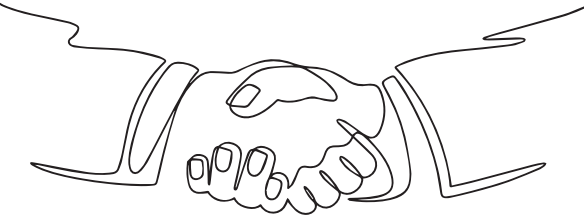
A large project was in Feb 2021 with “Zola – a piece of Earth” on the exquisite Toda products and lip balms. Over 2300 sets were put together and shipped in a very short span leaving the team completely exhausted but very satisfied with excellent outputs. We love such challenges and always seek more such collaborations.

We also tied up with companies for corporate gifting this new year, with a lot of emphasis going on handmade, natural and the role of women in the supply chain. These saw a large amount of our honey, and soaps be shipped to numerous individuals across the country.

A unique joint project in this section was with the long standing guaranteed WFTO member Sasha Association for Craft Producers based in Kolkata. We launched a unique collection of co-branded products together to explore the corporate gifting space as well as the export markets.



A unique collection of co-branded products together with Sasha Association for Craft Producers, to explore the corporate gifting space as well as the export markets.

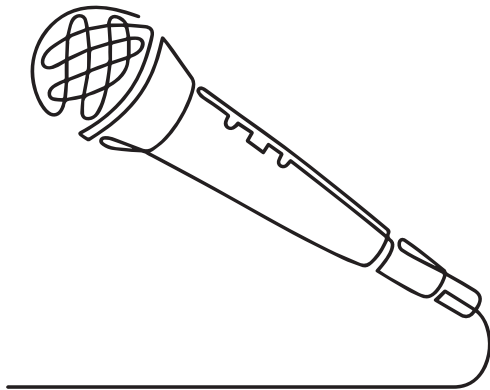


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Last Forest's role in working with indigenous communities to provide a fair marketplace, so that the story behind every jar of honey while respecting and following traditions tied with the process, could be heard.



Social Enterprise World Forum

Mathew was one of the plenary speakers in the Social Enterprise World Forum (SEWF), which featured a series of online interactions between many experts around the world who shared their thoughts and insights.

Last Forest's role in working with indigenous communities to provide a fair marketplace, so that the story behind every jar of honey while respecting and following traditions tied with the process, could be heard.

WFTO Asia Fair Trade Summit

We were part of the virtual Fair-Trade summit and annual AGM organised by WFTO Asia panning over three days, with over 150 individuals from social enterprises and members of the WFTO, taking part. Several intriguing topics, pertaining to the current situation under Covid-19 and resilience and innovation of FT organizations & networks were highlights.

Mathew was part of the organizing committee and moderated a session on market innovation, trends and developing markets. The last day saw us taking part in the AGM of WFTO Asia, which was the first ever meeting to go virtual!





PES in Last Forest's context

Honey marketed by Last Forest is from the Giant Rock Bee (*Apis dorsata*), which plays an important role in the forest ecosystem. Bees pollinate many species of these tropical forests, thus enabling the cycles of nature. Many other plant and animal species thrive in these forests. Many springs and streams emerge from these areas – enabling the survival of all life forms.



What are payments for ecosystem services (PES)?

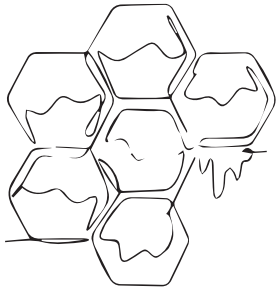
Payments for ecosystem services (PES) is one of the most commonly used mechanisms to generate revenue for biodiversity conservation. It is to provide benefits to landowners who preserve ecosystem services (ES) to disincentivise them from using the land for different purposes, such as deforestation. They are used to incentivize land users to properly manage and conserve their natural environment, thus ensuring the flow of ecosystem services (Pagiola and Platias 2002).

When you buy the honey and beeswax products, you support the symbiotic relationship that exists between man and nature. The amount will be used to support the following activities:

- Planting tree species that increase bee habitats and colonies
- Promoting beekeeping with communities
- Training and knowledge exchange for the younger generation of Adivasis to imbibe traditional values and sustainable harvesting methods
- Undertake Ecological monitoring in these forests with barefoot ecologists

When you buy the honey and beeswax products, you support the symbiotic relationship that exists between man and nature.





The premium charged is not based on the actual costs of ecosystem services rendered by bees, it is a notional amount to determine willingness to pay.



eco-friendly

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PES Worldwide

In the past two decades, there has been a significant increase in PES with over 550 active programmes around the globe. However, there is still limited data as there is no international standard in reporting or implementing PES.

Going forward

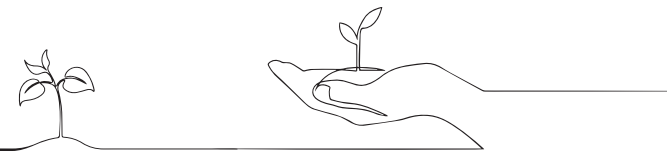
No matter how PES is defined, it is important to understand, in simple words, that it operates as a financial mechanism for biodiversity conservation and ecosystem service provision.

Waste Management

At Last Forest and Keystone Foundation, waste management and hygiene are the basic prerequisites for the development of any community. They ensure a healthy life for all, which in turn becomes a social and economic concern for increasing production and promoting good life. Though India is developing rapidly, we need to realize that it is unaffordable for us to ignore the concerns of waste management and soil contamination.

Conservation efforts are taken on a variety of factors in the working areas like proper disposal of domestic garbage, disposal of industrial effluents, disposal of medical wastes etc. This has led to increased awareness regarding the importance of waste management and soil health. Restoration of spring





sheds, wetlands, and their catchments have been at the crux. Invaluable knowledge pertaining to culture and traditions related to water and soil preservation has led to sustainability, strengthened through linkages with cultural traditions.

Last Forest along with parent NGO, Keystone Foundation has worked on different projects over the last two decades to intervene and improve access to water for local communities, increase the knowledge on water resources and provide inputs to advocacy for conservation of hill wetlands and other water resources.

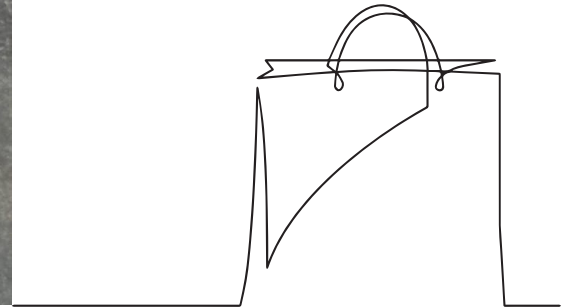
Habitat Restoration

In 2006, a habitat restoration project 'Happy Valley' was begun in collaboration with the local government, residents and students. In 2016, ten years later, the saplings have grown into a small forest patch harbouring habitat for birds and animals. In addition to the increase in biodiversity, the availability of water during the summer season had also increased, as also the quality of water in the spring. The spring is now perennial and the wells have water all the year around, this despite the fact that the number of wells has almost doubled since restoration activity was begun in 2006.

Biodegradable Packaging

At Last Forest, recycled and biodegradable packaging is used everywhere. We use only biodegradable packing in all our orders going out. Shredded paper,

generated from the office spaces are majorly used for packing. Corrugated cardboard boxes, recycled by small industries in the region are used for all our packaging, which are also biodegradable.



At Last Forest, recycled and biodegradable packaging is used everywhere. We use only biodegradable packing in all our orders going out.



eco-friendly packaging

5 TEAM



AJAY

Packaging Wizard

Assuring the security of your honey bottle!



ASIA

Packaging Extraordinaire

Bringing you love from the source!



GOPAL

Packaging Master

Blink and you'll miss the genius!



ANUPRIYA

Accounting Expert

Showing versatility through numbers!



DAYAL

Presiding Sales

Heading the frontline of markets!



IMMANUEL

Procurement Prodigy

The backbone in the system!



FRANCE

Operations Guru

Perfection is key!



JANCY

Packaging Chief

Making sure there is joy through the day!



JOSHUA

Honey Matters

Building the base in the honey union!



MAHENDRAN

Packaging Ace

Getting it done through experience!



MARI

Honey Master

Innovation and Building is must!



KOKILA

Operations Cornerstone

Bringing the versatility to the workplace!



MALA

Honey Virtuoso

Leading the line on all things honey!



MATHEW

Managing Director

Leading from the front!



MADHUSUDAN

Communications Pundit

Lets show you what our story is all about!



MALATHI

Accounting Whiz

Ensuring everything is just perfect!



MILLER

Sales Leader

Putting together experience and novelty all day, every day!



MONICA

Accounts Phenom

Proficiency and expert level command of numbers!



PRAVIN

Marketing Maestro

No challenge too big, no settling on mediocre.



VIJAYA

Retail Anchor

Keeping the avenue of retail going strong!



NANDAN

Development Captain

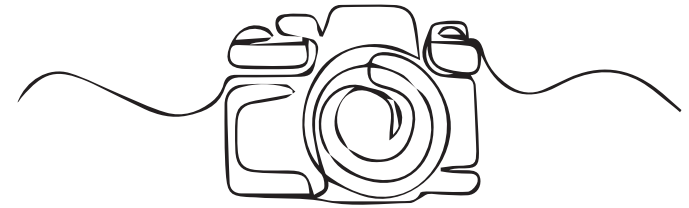
Driving data head on to results!



TENY

Operations Head

Ensuring smooth pumping of the Last Forest heart!



SURAJ

Photography consultant



PRABHU

Honey Pillar

An important force in the most important place!



VICTORIA

Packaging Prowess

Making leaps and bounds through humility.

Friends who left recently:

Aritra, Frango, Surendra, Abhijit, Thatteus, Pream, Gobinda, SunderRaj, Rani & Lavanya

Thank you for being a part of our Journey!

BOARD

Mathew
Managing Director, Last Forest Enterprises

Pratim
Co-Founder, Keystone Foundation

Sneh
Co-Founder, Keystone Foundation

Sekhar
CEO, Comprehensive Support Services

Bhupi
Proprietor, Bon Appetit

Somnath
Consultant, Disruptor; Coach

Ramya
Photographer; Author - Soul of the Nilgiris

ADVISORS

Sirish
Business Transformation Advisor, Stanford SEED

Vasudevan
Consultant - Human Resource Development, People's Pulse

INTERNAL AUDITORS

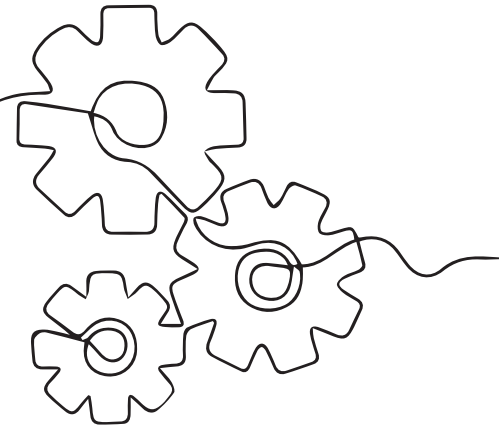
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Aconter Business Solutions, Bangalore

STATUTORY AUDITORS

Shanmugasundaram K
Srivatsan & Gita, Coimbatore

COMPLIANCE AUDITORS

Soy Joseph
SAS Partners, Chennai



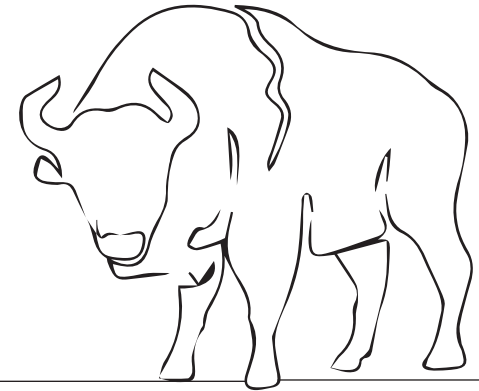


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