

KUMBAYA 2016 – 2017

1. Kumbaya Producer Company Limited

The second Annual General Body meeting of KPCL was held on the 17th of September 2016 at the Neemkheda Bhavan. It was a momentous occasion where all the producers Neemkheda, Bagli, Satwas and Jatashankar locations met to talk about how to give shape to an institution just born. How should KPCL, primarily a small company of women artisans and people of disability begin anew, with no money? The main points discussed were how to make each producer a shareholder in the company, increase the number of shareholders, increase their equity over time, and build their capacities such that their participation as owners of the company leads to better performance and accountability from their employees - the managers and supervisors of Kumbaya.



Producers and team members at Neemkheda Bhavan during KPCL AGBM

Ms. Sini Jolly presented the Accounts Statement for 2015-16 to the members and outlined the immediate issues facing KPCL - how to transfer the assets built over the years by Kumbaya in Samaj Pragati Sahayog to KPCL, and build capital by applying for long term low-interest working capital loans. There was also the need to change the Directors and Promoters. Some

directors and promoters had to be replaced as they had left. The others are mainly men. At the time of incorporation, most of our women producers did not have 'acceptable' proof of their identity. In most cases the names, signatures and dates of birth of our women producers (indeed, as of most women in our area) did not match on their Aadhaar Cards and Pan Cards. The urgent task before us was to get the Aadhaar Cards and Pancards of all our producers regularised to be able to take over as Directors and Promoters.

Imagining a new organisation means that women come into the decision-making process and participate much more. Getting to know each other, building a sense of ownership, holding each other and the management accountable, with the producers taking on more responsibilities, involving themselves in other activities of Kumbaya besides stitching were actively discussed. The urgent need to improve productivity and bring down administrative costs was emphasised.

In a year where there were no large orders to work on, it was decided that there would be continuous production of patchwork products with fabric waste. Earlier, there would never be enough time to build up an inventory of our most innovative and valuable designs in patchwork, that are always in demand.

KPCL made its first purchase and first sale in October 2016. This meeting also marked the beginning of the first film on Kumbaya by SPS Community Media.

2. Rang De, Our First Loan and the Impact Confluence:

Kumbaya Producer Company Limited secured its first loan of Rs. 4 lakhs on the 21st of September 2016 from Rang de. This loan came at a critical time when we had no money in hand to buy raw material. It was used for purchasing fabric and raw material and helped start the cash flow in Kumbaya Producer Company Limited. After a moratorium of 6 months, the loan needs to be repaid in four quarters with an amazing interest rate of just 5%.

Rang De is a non-profit that connects funders and social enterprises to provide low cost long and short term loans. As an Impact Partner of Rang De, Kumbaya was invited to the Rang De Impact Confluence in Bangalore on the 16th and 17th of March. Over the two days, 38 leaders and members of rural communities from community-based organizations came together to discuss work in the development sector and learn from each other. Through this experience, Kumbaya was able to connect with and learn from many organisations working on livelihoods on a larger scale:

- Aagor Daagra Afad which is a women weavers' organization set up by the Action North East Trust (ANT) in Assam that uses the rich weaving tradition of the tribal communities to make contemporary products like garments, upholstery etc.
- Desi, a leading organization in Karnataka doing advocacy work around handloom and naturally dyed fabrics while working closely with rural artisan groups.
- Chitrika, an organisation that supports weaver co-operatives and producer companies in Andhra Pradesh and Telangana and
- Urmul Trust that has been working with desert communities in Rajasthan supporting livelihoods from dairying to weaving.

3. MESH

Maximising Employment to Serve the Handicapped has been an important retail partner for Kumbaya in the last three years. On the 3rd and 4th of October 2016, MESH held a network meeting in Kodaikanal with representatives from 17 producer groups with which they work. We participated in this meeting and learned about the products, costing, marketing and communication strategies of other groups like us.

4. Grant from Dasra

Once again, Kumbaya received a grant for Capacity Building from well-known philanthropists Mr. Amit Chandra and Mrs. Archana Chandra this year routed through Dasra, an organisation that connects philanthropists and organisations working for the poor to enable social impact investment. It cannot be emphasised enough how much this grant meant, how critical it was in enabling us to continue our work. The grant was for building the skills of our producers and key team members in production, operations management, exposure to craft exhibitions and urban markets, centers for textile and design development. It also allowed us to employ new executives and much more.

5. Capacity Building of the Team

In April 2016, members of Kumbaya team visited Delhi for an exposure visit hosted by Creatnet, a high-end fashion export house for major global brands. Executives of Creatnet guided our team through a tour of its export houses, garment manufacturing factories, printing units and raw material markets. This was a highly informative opportunity for the team to explore high-end industries, their technologies and their quality standards.



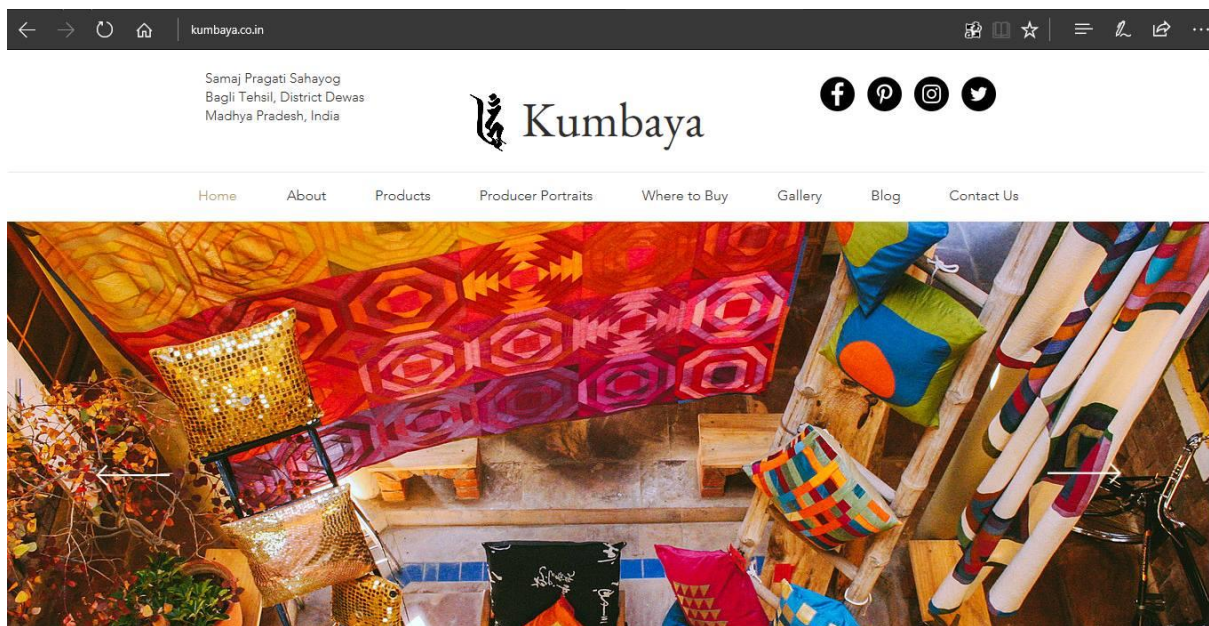
Members of Kumbaya team during Creatnet visit

In a week-long visit, the team visited three large-scale factories. In the first three days the team gained a broad understanding of resource-optimization on the factory-floor. On the fourth day of the visit, the Kumbaya team attended a presentation detailing Creatnet's operations, strategy and also interacted with the executives of Creatnet in an effort to learn about the nuances of catering to the high-end fashion market. The visit ended with exploring the market for quality raw materials. The learnings acquired through the visit have proved to be useful in increasing the efficiency of our production process. Some of the focus areas are:

1. Optimization of the process of pattern making and their upkeep
2. Fabric parameters and their inspection
3. The advantage of assembly line production and improving efficiency
4. The process of cost effectiveness and cost cutting
5. Different kinds of high-speed machine and their supporting equipment
6. Industrial tools and equipment and their utilization in Kumbaya
7. Reporting and formatting systems
8. Sourcing of raw material and ensuring quality
9. Process of production planning and shipping
10. Industry standard quality parameters

6. Human Resource:

We had an extraordinary addition to our team this year. Daniela Castillo came back all the way from Philadelphia to work with Kumbaya for a year! A student of Architecture and Design, Dani had interned with Kumbaya for 6 weeks, three years ago under the Centre for Advanced Studies on India, UPenn's fellowship program. She had promised to come back then, as she felt her work here was unfinished. She joined Kumbaya and worked on a wide range of issues - writing proposals and articles, from product design one day to artwork for our retail stores on another, teaching patchwork at the production centres to being the most popular salesperson and model at major exhibitions at Bangalore, Delhi and Mumbai, creating social media content, flyers, posters and post cards, and being a star player at the Bagli All Girls Football Team. Most of all, Dani finally launched beautiful the new Kumbaya website which she had started creating three years ago.



A glimpse of Kumbaya website

After the exposure visit to industrial garment manufacturing units in Delhi, we realised that to accelerate the capacity building of the local team to execute orders to the standards required for mainstream garment fabrication, we will need to hire professionals in apparel technology with significant work experience. With Createnet's help, we hope to find part time or full-time consultants who could work with us here. More people are required at every stage to ensure better quality and efficiency from the teams, and each person's productivity has to be improved significantly for us to be cost effective. The search is on for such people, through hiring agencies

and word of mouth. From the initial feedback, it seems that the salaries are too high for us to be able to afford and that the fact that we are located in a rural area, working on a much smaller scale is a deterrent.

Yet, at the end of the year, we were partly successful. Rizwan, a master craftsman in ari embroidery and zardosi who has worked in the export industry for over fifteen years, has joined the Kumbaya team and will strengthen the skills of our embroidery artisans at Satwas.

7. Design Development, Prototypes & Pattern Making

Our sample master, a local boy personally trained for over 15 years, suddenly resigned in late September, leaving Kumbaya without a dedicated person for sampling, and an endless list of incomplete work. Overnight, Kumbaya was left without new styles right before a major sales season upcoming events.

This was actually a miracle in disguise and drove us to innovate on existing patterns, experiment with different ideas, and utilize the skills of our producers. On a couple of occasions, members from the Jatashankar center held 'sampling' days at our production centers, which ended up in multiple samples for a kitchen range, new newspaper bags, and fabric envelopes. We also involved 3-4 producers of our Bagli Bhavan at the Jatashankar center for sampling work.

We even pulled out patterns of older designs to be reimaged into new styles.

However, the most important outcome was being able to get our patterns done by masters in Delhi thanks to help from Createnet. We prepared 4 tech packs of new styles we wanted. Initial patterns were made, samples were stitched and tried for fitting, and the pattern was graded in 6 sizes by computerised grading. All within a week, at a fraction of the cost and time that it used to take with our erstwhile in-house own master. Following are some of the new experiments we tried for 2017 - a swing dress, with and without sleeves; a ladies kurta converted into dress; a long dress with a drop waist and gathers, a flared dress with straight hem instead of a curved one; a maxi with sleeves, an apron wrap dress, peplum tops; travel duffel bag, small pouches, two new styles of newspaper bags, chindi applique, and new patchwork designs from waste fabric. Of these the number of prototypes that were launched as products are:

1. Jekyll and Hyde Boat Neck Dress with Narrow Sleeves
2. Boat Neck Pleated Dress with Narrow Sleeves
3. Flared Top Ruffle Sleeve
4. Relaxed Fit Dress Ruffle Sleeve

5. Panel Button Down Dress
6. Patchwork Potli Bag
7. Patchwork Tote bag
8. Potli Sling Bag with Pom-Poms
9. Fabrinewspaper Envelopes and Gift Bags
10. Patchwork Apron
11. Patchwork Pot holder
12. Patchwork Trivet
13. Patchwork Oven Mitts
14. Patchwork Table Mats
15. Patchwork Table runner
16. Jackets
17. Recycled plastic table runners and table mats
18. Patchwork palazzos
19. Swing Dress
20. Wallet with Chindi Applique
21. Sling bags with Chindi Applique
22. Kimono Bath Robe, in printed cotton and white and black

8. New Machines

The beginning of March was marked by the purchase of new high-speed sewing Jack machines from Indore. New machines will be installed at the Jatashankar, Bagli and Neemkheda centers. With the exciting purchase of these new machines, we hope to further build the skills of our producers, increase their productivity and earnings, and introduce different kinds of fabric and other material for production.

9. Retail Partnerships

The new retail partnerships for this year were:

'Serenity' in Bangalore - we reconnected after a gap of a few years and also held a special trunk show to publicise our presence at this exclusive store. Kumbaya showcased some of their designs in the shop's dedicated exhibition space where team members were able to have meaningful one-

on-one conversations with the interested customers that visited. We also began working with 'A Few Good Things' in Kochi, 'Urban Weave' in Delhi, 'Gangstura' in Jodhpur and 'Remade in India', Bangalore. 'Remade in India' is a small retail shop strategically located right opposite the Fab India Store in Indiranagar that focuses on selling upcycled products made from waste. Here, our patchwork products, bedcovers, cushion covers, bags and folders do well.

10. Newspaper Bags and Emerald Heights School

It was our signature stitched newspaper bag that brought in 110 students of Emerald Height School Indore to the Kumbaya Neemkheda Centre on the 13th June 2016 and led to a small order. One of the faculty had discovered the newspaper bag at an exhibition in Indore and wanted the students to learn about our work on recycling, conservation and sustainability. The students and our producers enjoyed meeting each other. We organised a small exhibition of our products for the students, where many of our producers experienced first-hand, the joy that products stitched by them bring to others.

Mr. Siddharth Singh, the director of Emeralds Heights School Indore was interested in Kumbaya's File Folder and Random Patch Tote Bag for an upcoming international conference in the Emeralds Heights. And so, we received an order of 100 file folders and 100 custom made tote bags – all because of one Kumbaya newspaper bag.

11. Fabric Sourcing

In our search for fabric this year there were 3 very important developments. We found fabric from Malkha in Andhra Pradesh, from Desi Trust in Karnataka, and discovered other traditional Dabu block print fabric families in Bagru and Jaipur, Rajasthan. Fabric is our clay, the material we drape and mould and give shape to for our styles. Kumbaya has always been committed to using fabric woven or embellished by India's craftsmen, who create magical khadi and handloom weaves, hand block prints, kalamkari, and natural dyes. Although we use all kinds of cotton fabric to remain diverse, fluid and affordable with product design, customer preference and markets, our heart lies in traditional Indian fabric that employs millions of skilled artisans and innumerable innovative technologies, that can come back to vibrant life if we strongly commit ourselves to them. At Kumbaya we especially work with Indian weaves and prints on western styles.

Malkha and Why We Buy It:

Kumbaya has been associated with Malkha since the beginning, and would have been one of the first spinning units had there been resources at that time. The Malkha initiative started in 2003. Malkha stands for a decentralised, sustainable, field-to-fabric cotton textile chain, with a vision to be collectively owned and managed by the primary producers – the farmers, the ginners, the spinners, the dyers and the weavers. The Malkha way of making cotton cloth is an alternative to the present industrial model where ghettoization of the worker and pollution of nature is the norm. Malkha is an attempt, the first in modern history, to make yarn specifically for the handloom, to rid the artisanal textile chain of its dependence on large spinning mills that distort the small-scale, village-based nature of handloom cloth making. The Malkha process explores technology that responds to the needs of primary producers, does away with unnecessary and wasteful processes in its journey from plant to cloth, is ecologically sensible, and least damaging to the intrinsic properties of cotton. The Malkha fabric reflects its heritage in its distinctive texture, drape and feel as the contemporary standard bearer of the Indian handwoven cotton textile tradition¹.

Desi Trust and Why We Buy from Them:

Kumbaya was able to connect with Desi Trust at the Rang De confluence. Desi means indigenous but is also an acronym for Developing Ecologically Sustainable Industries. Desi and Charaka Trust are sister organisations that are women centric. The Charaka collective is formed by local women, is completely run by them. Together the trusts are one of the largest producers of naturally dyed handloom fabric in the country today with over 32,000 metres of fabric produced per month. They strongly believe in reviving traditional practices of natural dyeing and hand operated processes to ensure least ecological impact and lesser dependence on machinery, promoting rural enterprises by providing alternative means of livelihood to villagers and augmenting their income in ecologically sensitive areas, striving for minimum ecological impact due to adoption of methodologies that are least damaging, ensuring that the products are priced fairly for both the producer and consumer to make them affordable. The profits shared among all the workers. The natural dyes are extracted from locally available by products of farming and are available in abundance in the nearby area. Indigo, Pomegranate, Myrobalan, Kasimkari, Arecanut juice, Jack wood and other natural materials are used for dyeing of yarn. The water used for dyeing is treated and reused to water plants. There are no harmful chemicals used in the

¹ www.malkha.in

entire process, thus making this environmentally friendly. The fabric is hand woven and the entire processes uses very less electricity, making this economically viable and sustainable.

According to the Handloom Reservation Act of 1985, there are 11 varieties of products that are reserved to be woven by Handloom like Dhoti, Towels, Sarees etc. Desi is committed to reviving the tradition of Handloom weaving by engaging the traditional weavers to produce these again, giving them a sustained, year round income through weaving. The traditional handloom weavers have lost their livelihood and moved away from their profession to become labourers. Desi aims to give them a decent livelihood to keep alive their traditional skills².

Bagru and Jaipur:

We have been sourcing Dabu or mud resist block prints from R.K Derawala, one of the oldest Chhippa families in Bagru for many years. This year during our exhibition at the Jaipur Literature Festival we searched for other printers and found the family in Bagru whose prints were of high quality and who were reliable. In Jaipur we found Yogeshji, who owns Dastkar Prints and has a large prolific business of all kinds of fabric – from Dabu, Indigo and Shibori, to bright Sanganer prints, 'Gota work', and Chikankari embroidery on block prints! It was fascinating to spend the day with him in his inner city residence warehouse cum factory in the heart of Jaipur. As we entered through a small wooden doorway on a narrow lane we could not have possibly imagined that we would step into a large courtyard surrounded on all sides by large halls full of printing tables, and then have to crane our necks up to see four more floors of worksheds like these!

12. Exhibitions

The exhibitions that Kumbaya participated in:

Sales from Exhibitions			
Name and Location	Dates	Sales Amount	Percentage of Total Sales
Kala Ghoda Festival, Mumbai	4th to 10th February 2017	Rs. 5.20 Lakhs	10.04%
Dastkari Haat Samiti, New Delhi	1st to 15th January 2017	Rs. 4.68 Lakhs	9.03%
A Hundred Hands & Intel Offices, Bangalore	30th November to 9th December 2016	Rs. 3.34 Lakhs	6.45%

² www.desitrust.com

Pause for A Cause, Bangalore	13th to 15th July 2016	Rs. 1.99 Lakhs	3.84%
Pause for A Cause, Bangalore	23rd to 26th March 2017	Rs. 1.85 Lakhs	3.57%
Dastkari Haat Samiti, Chennai	24th September to 2nd October 2016	Rs. 1.68 Lakhs	3.24%
Jaipur Literature Festival, Jaipur	18th to 23rd January 2017	Rs. 1.27 Lakhs	2.45%
NGO Expo, Mumbai	30th & 31st August 2016	Rs. 0.98 Lakhs	1.89%
Pause for A Cause, Pune	22nd to 23rd June 2016	Rs. 0.66 Lakhs	1.27%
Pause for A Cause, Kolkata	31st August to 2nd September 2016	Rs. 0.64 Lakhs	1.24%
Pause for A Cause, Indore	2nd and 3rd December 2016	Rs. 0.51 Lakhs	0.98%
Pause for A Cause, Hyderabad	15th to 17th February 2017	Rs. 0.46 Lakhs	0.89%
Ashoka University, New Delhi	4th to 5th June 2016	Rs. 0.26 Lakhs	0.50%
Pause for A Cause, Powai	25th and 26th February 2017	Rs. 0.20 Lakhs	0.39%
Total		Rs. 23.72 Lakhs	45.78%

Kalaghoda in Mumbai this year was again a high point, with sales of over one lakh rupees a day. This was in sharp contrast to the exhibitions organised by A Hundred Hands in Bangalore and Dastari Haat Samiti in Dilli Haat, where we were given even worse locations than the year before for our stalls inspite of being members for more than six years and paying premium participation fees.



A lot of hard work, time and resources go into each exhibition that we participate in. Given the experience in the last couple of years, we are reconsidering some of the exhibitions we regularly

visit. We are also going to do a feasibility study to be able to utilise our time and money better next year.

For Kumbaya, exhibitions are not only about sales. They are a sites for intense learning where our designs are evaluated, our local teams become more aware of customers, styles, markets, prices, salesmanship, crafts, culture and get an opportunity to travel to different parts of the country by train, bus, cars and flights. Visibility at exhibitions is also about building our brand as a company that designs for social impact – standing up for women and people of disability.

13. Internships

This year Kumbaya hosted two interns. Rabia Marici from Shree Ram College of Commerce, Delhi University worked with the Media Team on a Kumbaya Film. Shampa Saxena from Srishti Institute of Art Design and Technology worked on product design - incorporating patchwork on our apparel, working with the artisans among our Self Help Group women developing design concepts based on their skills, like weaving lampshades with date palm leaves, stitching with plastic waste and so on.

14. Online Presence/E-Commerce

Apart from being a non-profit web based social imitative that supports low-income individuals and enterprises by providing cost efficient loans, Rang De also runs an online retail store named Habba.org, which helps NGOs and individuals to showcase their products online. Kumbaya is now online with Habba.



It was a big moment when we got a letter from Amazon offering us space with them. The Kumbaya team has started a preliminary discussion with representatives from Amazon and will be studying the affordability and viability of their shared model.

During our Dilli Haat exhibition in January, we were also approached by Jaypore, a well-known on line store and curator of craft brands.

15. Financial & Inventory Management:

Kumbaya has finally found Abhinesh Mishra, a suitable person for the position of Accountant and Financial Officer. Hopefully this year we will have real time data about the status of our enterprise required to make day to day decisions and an overall business plan. Overtime we intend to make our team of managers and supervisors understand data, accounting and cost coverage.

16. Performance Appraisals

It must be put on record that the whole year we dealt with more than the usual gaps in performance from some members of the team. After a great start where everyone was excited and empowered by the intense industrial training with Createnet the improvement in performance that was expected did not happen. Particularly at the Jatashankar centre. Here the situation actually regressed. It was a frustrating waste of time and money to re-iterate basic standards of professional behavior to people who had been working in Kumbaya for long years, a local cadre that had been fully empowered to take charge of operations. Not arriving for work on time, loitering around tea time, taking prolonged lunch breaks at home, taking leaves frequently without informing, not showing up for work just before packing for major exhibitions, being reluctant to work overtime when there were urgent deadlines, yet charging overtime for unaccounted hours of no work, creating situations of conflict instead of finding solutions.

Some people threatened to leave if their wages were not increased and actually struck work when we asked them to bear with us until our financial situation improved. When we did not cave into the threats they did come back on their own, however it was not a pleasant situation.

Reflecting on these passive aggressive forms of behaviour we realise that they were a sign of both complacency and resentment. Complacency arising from the fact that it is difficult to acquire long term local talent skilled at stitching and so a misplaced feeling of indispensability; and resentment at being questioned or held accountable by professionals who were specifically hired to help build the capacities of the local team.

Bad performance affected the working of other members of the team and the other centres as everyone gets caught up in a cascade effect resulting in financial loss. Our sales, marketing, design, and management executives were busy handling production operations and packing consignments which were not their responsibility, instead of investing time and effort in building

sales, working on product design, networking for orders, making business plans, raising resources, improving capacities and so on.

The key lessons derived from this experience were that we needed more senior management from outside to deliver on targets; we had to have a concrete plan to empower more and more women producers to take up the activities like cutting, labeling, packing, waste sorting, checking quality in-line as well as of stock, and purchases; and put in place a participatory relationship management system where toxic behaviour and conflict resolution could be enabled with the help of a colleague or third party within a time limit. And lastly, we need to make a tighter system of performance appraisals by designing a form that regularly captures the progress of key staff members and holding frequent reviews.

17. Local Exhibitions:

In January 2017, Punjapura Pragiti Samiti held their annual general body meeting and producers from the Neemkheda center set up a stall and sold products. This was the first time Kumbaya products were being displayed and sold at a large SHG assembly by the producers. After this initial experience, Kumbaya set up



stalls at other events. On the 14th of February, the Bagli Pragiti Samiti held their annual general body meeting, and producers from Neemkheda and Bagli production centers participated. And on the 28th of February, Kantaphod Pragiti Samiti held their annual general body meeting, and this time, producers from all three production centers came together.

After three successful events, Kumbaya set up a stall and participated in a Women's Day event in Haatpiplya on the 8th March. Participating in these events is a great way to display the work of Kumbaya locally and allow the producers to gain experience in interaction and sales.

18. Visit by Fabindia:

The end of the year was a very big moment for Kumbaya. At the end of March, Ms. Manu Hasija the head of Fabindia Overseas, Madhya Pradesh visited Kumbaya Jatashankar and Neemkheda centers with her colleague, Mr. Mukul. They saw the wide range of our products and appreciated the work being done in a rural area like ours. They took some pictures of our products to show the field visit report to their head office in Delhi. We hope to take this conversation forward to get orders from Fabindia. It was very reassuring to hear from Mr. Mukul that they were also committed to helping Kumbaya improve the capacities of our local team as well as guide us in sourcing raw materials from Indore.

19. Key Indicators

The following are some indicators from the financial year 2016-17:

Total sales in this financial year was Rs. 51.80 lakhs.

The list of orders done and retail shops supplied are as follows:

Sales from Retail Stores		
Organization	Sales Amount	Percentage of Total Sales
Maya Lifestyle Boutique, Mysore	Rs. 8.85 Lakhs	17.08%
SPS Neemkheda Campus and Local Sale	Rs. 6.68 Lakhs	12.90%
Kriti Eco Boutique, Pondicherry	Rs. 4.95 Lakhs	9.56%
Serenity, Bangalore	Rs. 0.99 Lakhs	1.91%
Eco Tasar, New Delhi	Rs. 0.88 Lakhs	1.70%
A Few Good Things, Kochi	Rs. 0.87 Lakhs	1.68%
Emerald Heights School, Indore	Rs. 0.78 Lakhs	1.51%
Sasha Shop, Kolkata	Rs. 0.64 Lakhs	1.24%
Sunseal, Bangalore	Rs. 0.63 Lakhs	1.22%
Mesh, New Delhi	Rs. 0.60 Lakhs	1.16%
Urban Weave, New Delhi	Rs. 0.49 Lakhs	0.95%
Gram Bharat, New Delhi	Rs. 0.38 Lakhs	0.73%
Eka Lifestyle, Bangalore	Rs. 0.34 Lakhs	0.66%
Last Forest, Tamil Nadu	Rs. 0.25 Lakhs	0.48%
Axis Bank Foundation, Mumbai	Rs. 0.18 Lakhs	0.35%
Vishal Enterprises, Mumbai	Rs. 0.08 Lakhs	0.15%
Gangsutra, Jodhpur	Rs. 0.08 Lakhs	0.15%
Dusty Foot Production, Delhi	Rs. 0.06 Lakhs	0.12%
Total	Rs. 27.73 Lakhs	53.55%

The list of sales through online stores is as follows:

Sales from Online Stores		
Online Stores	Sales Amount	Percentage of Total Sales
Habba, Bangalore	Rs. 0.30 Lakhs	0.58%
Craftisan, New Delhi	Rs. 0.05 Lakhs	0.10%
Total	Rs. 0.35 Lakhs	0.68%

20. Training and Production

- Number of Producers at Neemkheda, Bagli and Satwas Centers – 5
- Number of Trainees Trained at Neemkheda, Bagli and Satwas Centers - 9
- Number of Pieces Produced at Bagli and Neemkheda Centers - 9498
- Number of Pieces Produced at Satwas Center - 3443
- Number of Patches Made by Differently-abled Producers - 5877 Including Patches for 195 Bedcovers
- Number of Patches Produced at Satwas Center - 880
- Value of Patchwork Products Made out of Waste - Rs.11.46 Lakhs
- Value of Patchwork Products Sold this Year - Rs.15.80 Lakhs