



KUMBAYA

ANNUAL REPORT

2015-16

## KUMBAYA

Here are a some of the things that went well for Kumbaya in the year 2015 – 2016

### 1. Kumbaya Producer Company Limited

The name 'Kumbaya Producer Company Limited' (KPCL) was approved by the Registrar of Companies in Gwalior this year. This was very important for us as Kumbaya has been our brand name for more than two decades.. The name has become the collective identity of our women and is also how our customers have come to recognize us.

KPCL was incorporated on the 24th July, 2015. Our first Board Meeting was held on 17th August. KPCL soon got a bank account and a PAN card. We have applied for a Tax Identification Number and our application is currently under review.

In a predominantly agrarian region where there have been no traditional marketable crafts or any history of manufacturing, where manual labour is the main source of income for women Kumbaya was one of the first to show the power of women coming together and starting a social enterprise in a rural area. As a producer company, it is ensured now that the ownership of this enterprise remains with our producers and that over time they actively participate in all aspects of running the business. However, we do have to consider other forms of incorporation to discover the best way going forward.



*Producers at Bagli Center*

## **2. Grant from Give India**

At a much needed time, Kumbaya received a grant for Capacity Building from well-known philanthropists Mr. Amit Chandra and Mrs. Archana Chandra, from Mumbai. This grant was facilitated by Give India. In a year of low turnover, having this support enabled us to continue 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, as also to employ new executives and much more.

## **3. Capacity Building of the Team**

We hosted workshops and lectures for the Kumbaya management team. In May 2015, Professor Bhawani Shankar of the Indian Institute of Management, Indore took classes on Marketing. Concepts like segmentation, positioning, brand building, scanning the market environment, forecasting, analyzing consumer demand etc. became accessible to the team, many of whom have not had the advantage of higher education.

Ms. Shruti Sonthalia, an Organisational Development Consultant and Life and Executive Coach, trained at the London School of Economics spent a few days with our professionals and supervisors in the month of June. The purpose of this coaching was to enhance personal effectiveness by self and mutual awareness, at the same time enabling professional competence, conflict resolution, and better planning.

## **4. Forging a Partnership with Creatnet:**

Creatnet is an export house of high end fashion for major global brands, whose beliefs align with the social impact goals of Kumbaya. We first met them at an exhibition in Delhi in March 2015. Following our meeting, we developed samples of an embroidered beadwork top for one of Creatnet's international clients which was appreciated and was a great valorisation of our efforts. With the aim of working on export orders with Kumbaya, executives from Creatnet did a site visit to our centres in October. The team shared technical know-how and gave us valuable inputs to improve quality and efficiency of our production systems. To further build our capacities and introduce many standard industry practices, we plan to engage in regular workshops and exposure visits with Creatnet at their factories in Delhi going forward. This is a tremendous learning opportunity for us. With many of Creatnet's international clients wanting to contribute towards social impact, we hope to be able to execute some of these orders for them in the near future.

## 5. Newspaper Bags

The ingenuity of Kumbaya's recycled newspaper bag, designed with simple folds and stitches, primarily to gainfully employ our differently abled and not very skilled producers, has always been admired by our customers. Being a product made entirely of recycled materials, it has become a quintessential part of our brand identity.



This year, our newspaper bag was recognized internationally at a Fair Trade Exhibition in Germany. This led to orders from some global fashion brands. Not only did we make thousands of these bags for our own use during retail events, we also successfully completed international orders of nearly 5000 bags during the year. Amor Collections, a European designer shawl and scarf label, placed repeat orders for the Kumbaya newspaper bags.

## 6. Some Unique Orders

In October we were approached by organizers of Haematocon 2015, a haematology conference held in Bangalore in the first week of November, for an order of conference bags. After sampling a few different designs, the organizers picked a Kumbaya original, the Random Patch Algorithm Tote. With just over 3 weeks to make and deliver 1000 bags, our production team and producers implemented the chain system of production, something new to Kumbaya. The steps to making a complete bag were divided between producers, based on their skill and speed. Not only did the team complete and deliver the order in time, but the incomes of our producers also saw an increase in the process. Our challenge has been sustaining this rise in incomes while staying away from the sweatshop model, where specialization in a particular step hinders overall growth of an individual. At Kumbaya, we remain committed to the holistic skill development of all our producers.

Nearing the end of the year in March 2016, we received an order for custom designed fabric envelopes from the Centre for the Advanced Studies of India (CASI) at the University of Pennsylvania. These were for an event being hosted by the CASI at the Waldorf Astoria Hotel in New York City in mid- April. An opportunity to showcase our skills overseas meant that the producers and the management team worked overtime to ensure that every skilfully crafted envelop was as specified.

### **7. Rang De and Possibilities of Finance:**

To raise working capital for Kumbaya Producer Company Limited, we are seeking low cost loans. We began conversations with Rang De, a non- profit that connects funders and social enterprises to provide low cost long and short term loans. Tanvi Negi, Senior Manager- New Partnerships at Rang De visited Kumbaya at the end of September to study the feasibility of our business model as well as explore the amount and duration of the loan. We will be submitting a proposal to Rang De along with a business plan and are very hopeful about securing our first working capital loan towards the beginning of next year.

### **8. Discovery of Embroidery in Satwas:**

We discovered that there were many women doing Aari and Godhri embroidery living in villages near our production centre in Satwas. Women have traditionally used these skills to embellish their own clothing and domestic linen. In an attempt to provide a sustainable income to these women, we experimented with embroidery borders and embellishments on some of our garments, and designed new products. Beaded necklaces, cushion covers with simple embroidery in running stitches and in coloured sequins were some of the products developed and that did well in with Kumbaya customers.



### **9. Human Resource:**

Two executives, from the Young India Fellowship, a prestigious Liberal Arts program at the Ashoka University joined Kumbaya on 1st August, 2015.

Manasi Khanna has worked at Deloitte and took on the role of our Finance Officer. However, due to personal commitments, she left us at the end of March 2016.

Shashank Mittal is an Interior Design graduate from the School of Visual Arts, New York and was hired with the idea of assisting with Design Development and Sales & Marketing. But in real life he has been thrown in the deep end - handling and streamlining all back end operations from minute production processes to quality management, overseeing packing, transport, accounts and payments etc in addition to his regular work. He found that to be effective in both design and marketing it is critical to know the business inside out, that there are many more people required at every stage to ensure better quality and efficiency from the teams, and that each person's productivity has to be improved significantly for us to be cost effective.

## **10. Retail Partnerships**

We forged new partnerships and strengthened our old ones this year. Kumbaya was in talks with Eka, a lifestyle store in Bangalore with a prominent presence and customer base in the city, to supply a range of products for their stores. Our first consignment to Eka was delivered in October 2015. Kumbaya now enjoys a strong retail presence in Bangalore at their standalone store in Ulsoor and Jayanagar. Members of our team visited the stores in December 2015.

The team also visited Maya, a boutique lifestyle store in Mysore and Kriti Ecoboutique a fair trade store in Pondicherry. Maya has been a retail partner for over 2 years with consistently high monthly sales. Kriti Ecoboutique in Pondicherry is a fair trade shop that supports non-profit organizations and social enterprises by bringing their products to an international audience and has been one of our key retail partners. The team spent time trying to understand what sells best, to whom and at what prices so that a better plan can be made to improve sales. We also assisted with enhancing the display in the shops, giving more visibility to our products.

## **11. Design Development**

Kumbaya's existence depends upon its ability to stay ahead of the game (or at least keep up with it) in design. Our small sample making unit or design lab is at the crux of this activity where we constantly make, discard, develop, take forward and launch prototypes of Women's and Men's wear – in Western and Indian styles – we experiment with new Bags, Accessories, and Home Linen, and dream up new Patchwork designs for these.

This financial year we poured more time and energy into prototyping and creating new styles, to make sure we not only provide customer favourites but keep retailers and shoppers excited with different designs. We especially pushed design to provide regular employment and showcase the traditional skills of our women's self-help group members in Satwas by incorporating more Godri stitching and Aari embroidery work.

Some of the new products developed are:

- A whole new range of Boat Neck Dresses and Tops, with and without sleeves
- A range of cushion covers and bags on the theme of 'Science in Art' for our exhibition in Bangalore in early December. From Fibonacci's golden ratios to Picasso's sketches, random algorithms to DNA helixes, all took the forms of trendy home accessories and totes
- Christmas stockings in three different designs were made, including one from newspaper. These were a great success at our exhibition in Bangalore in early December. Stockings were also sent to select retail partners, who also gave us good feedback on them
- Androgynous Straight Trousers in Khadi and Cotton prints became instant hits
- The Kumbaya Bhutan jacket, sampled earlier in the year, was produced in three different colour combinations in preparation for Winter 2015 - 2016
- Loose-fit Butterfly Tops in Ajrakh prints were also featured in the winter series
- Valentine's Day Soft Hearts Souvenirs and Heart-shaped paper gift bags
- Reversible Boat Neck Dresses were showcased in the Mumbai Kalaghoda Arts Festival in February 2016
- The Kumbaya Kimono Bath Robe, in printed cotton and white and black, debuted in Chennai in March 2016



At Kumbaya design is the keystone, especially today with new competition from similar social enterprises, who are far more advantageously positioned in the urban villages within metropolitan areas. As we move forward, it is imperative that we challenge the ways in which we currently use the varying skills of our producers' to come up with new and innovative styles that embody the Kumbaya brand, fare competitively and can be impeccably made in bulk to fit our overall goal of providing empowerment.

## 12. Fabric Sourcing

We are always looking for new and better fabrics to work with. At an exhibition in Chennai in October this year, we met two suppliers of Handloom and Khadi fabrics. Ekmatra, Sarvodaya Ashram, from Etah are well recognized makers of Khadi. Many of Kumbaya's styles such as our

Boat Neck Dresses, Straight Trousers and Men's Shirts made in their Khadi fabrics did extremely well at exhibitions and retail shops during the year. Our range of garments made in Khadi is now a regular feature at our shows.

We also met Mr. GSR Murthy of Satya Handlooms from Hyderabad. With years of experience working with Handloom Cooperatives, Mr. Murthy is an expert in weaves and natural dyes. We sourced some exquisite hand painted Kalamkari fabric from him. We also hope to source handloom fabrics from him in the future.

### **13. Exhibitions**

As always, Kumbaya made it a point to try to attend as many exhibitions as possible this year. Exhibitions are crucial not only to making our products visible in major cities, but to also gain exposure, make connections, build relationships and search for retail opportunities.

As always we went to Dastkari Haat Samiti's annual Craft Bazaar in Delhi and the exhibitions by A Hundred Hands in Bangalore. Although we have a good customer base in both cities, sales at these exhibitions were not as high as expected due to various reasons, like the location of the stall, the weather, a particular venue and so on.

The Kala Ghoda Arts Festival was in Mumbai in February 2016 where Kumbaya again received an overwhelming response.



*Kumbaya stall at Kala Ghoda Arts Exhibition*

There were four Pause for A Cause shows this year that we attended. These shows, hosted at high end hotels and event venues in major cities across the country invite a handpicked selection of



designer brands. Being invited to these shows has meant that Kumbaya is now seen at par with designer labels such as Upasana, Aavaran, Naushad Ali etc. The difference however lies in the extremely competitive pricing of our products. While being thoughtfully designed and skilfully made, even the most expensive products in our range are below the starting price range of other designer labels.

Therefore, moving forward, it's important to think critically about which exhibitions we attend in which cities, taking into account the fees that build up with travel, lodging and stall set-up and who the organisers are and what are they contributing to the partnership.

#### **14. Patchwork & Recycling**

Nothing is discarded as waste at Kumbaya. Even the last scrap of fabric finds its way on to a product in a way that it is best utilized. In our zero-waste philosophy, all waste generated from our garment production is used for patchwork products. These products, made by our differently abled producers enable them to earn at par or more than our other producers. The value of our patchwork products generated from waste in the year was approximately 14 lakh rupees. Apart from this we are also frugal in the way we use any resource. For example we try to maximise the work done on any trip by combining fabric sourcing with exhibitions, or finishing job work with purchases and sending or receiving consignments. Also by re-using cartons and packing material for sending consignments and so on.



*A black-and-white patchwork bedcover*

### **15. Support from Sanjeevani Trust:**

Kumbaya has been extremely fortunate to receive support from Mrs. Bharati Dalal and the Sanjeevani Trust who time and again, send us bags full of waste and surplus garments. Fabric waste is an invaluable resource for us at Kumbaya. We use this waste to train our women in new patchwork designs and also make unique patchwork products.

### **16. Internships**

A group of students of Srishti Institute of Art, Design and Technology, Bangalore, spent a whole day at our Neemkheda Centre in March 2016, during their weeklong visit to SPS. They worked with our producers to learn some stitching and patchwork. The students were paired with our producers, who taught them how to run the sewing machine. Some students also tried their hand at Aari embroidery and Godhri work, which was an opportunity for our producers to think about how to transfer the skills they have learnt at Kumbaya to someone new. Furthermore, the interactions with the students and the act of teaching were a major boost to the producers' confidence. They helped each student finish a random patch tote which the students happily took back as souvenirs with them.



*The Srishti students with the producers at Neemkheda center*

Sohini Mukherjee, a third year student at Srishti Institute of Art, Design and Technology with a design major in textiles, interned with Kumbaya in the summer. Her internship with Kumbaya was about incorporating Digital, Screen, Batik and Block printing techniques into Kumbaya's products line to understand how design adapts to real world circumstances and challenges. During the course of her internship, Kumbaya team members accompanied her to various printers in Indore and Ujjain, improving their knowledge while working on print specifications first hand. For the rest of the team, she took a class explaining and illustrating the different techniques through a detailed presentation and hands-on printing workshop with pigments, and she shared her knowledge of Natural Dyes, Colour Theory, Laser Cuts and Wood Cuts.

### **17. Participatory Quality Management:**

Ensuring that each and every piece made at our production centres upholds the Kumbaya label is an ongoing endeavour. With the aim of achieving this, we introduced the Participatory Quality Management System. This is a new system of pairing producers, a weak/moderately skilled producer with a skilled producer, to enable peer learning and inputs in quality control. Every producer is required to have their piece checked by their partner, before submitting it to the production supervisor for quality check. This has helped reduce mistakes and corrections can be made earlier. The main purpose of this system is to foster a sense of interdependence, accountability to the other, and collective ownership amongst producers.

### **18. Fair Wages:**

Kumbaya has been paying fair wages from its day of inception and is committed to training its producers in fair wage negotiations. With the introduction of any new design, our producers first make a few pieces and based on the level of difficulty, quote their piece rate which is then finely calibrated in consultation with them so that it does justice to their efforts, is more than the market rate but is still realistic, keeps the garment affordable and does not make it unnaturally expensive.

Multiple rounds of discussions between the team were held in the months of September and October 2015, to address the concerns of our producers about the increased costs of living. Staying true to our principle of paying fair wages, a considerable increase in piece rates was made in consultation with our producers and master trainers, and they were put into effect starting November 2015. A new policy of providing a fair wages for every producer, even while they learn a new style or product was also adopted.

**The following are some of the things that did not go too well for Kumbaya this year.**

### **1. Online Presence/E-Commerce**

Though we maintain an online presence on three different portals, sales through these channels have been minimal. Our customers often request us to be available online; however, the numbers we receive in sales are not at all encouraging. We have learned that there could a number of issues that we may need to pay more attention to how our products are presented, promoted and priced, what amount or kind of traction does the site have, etc. We will be trying to list our products on more mainstream portals to see if these are feasible channels for us going forward.

### **2. Product Development**

Launching a new product at the right time just when the market is ready for it, is essential for us to create impact as a brand. Despite strong design and knowing the pulse of the market fairly well, we lag behind in product development. Our new styles are always delayed as we do not have enough skilled implementers who can deliver quality samples swiftly. Our home trained sample master has also been away for significant parts of the year attending to his mother in sickness. Finding replacements for such specialized skills, even if for a temporary period is extremely difficult in our area. Moreover, a delay in the introduction of new products has consequences for continuous and timely production and quick turnover of fabric inventory.

### **3. TRIFED:**

Large bulk orders that we used to get from Trifed not only provided regular employment to our producers but also ensured the visibility of Kumbaya as a brand in their stores called Tribes India in all the major metropolises and big towns. In addition to this, the waste generated from their large orders helped us create surplus value through our innovative patchwork designs, and employment for people of disability. In an attempt to revive our relationship with TRIFED, senior members of the Kumbaya team met with the Regional Manager in Bhopal. Samples of new products with updated costings were also submitted. However, after sitting on them for an extended period of time, the concerned department returned the samples to us without much feedback. After much persuasion they did agree to take stocks worth Rs. 2 lakhs. We supplied this consignment at cost price and zero margins to avoid building up inventory. We find ourselves in a difficult situation with respect to TRIFED, unable to communicate our work, it's challenges and impact in the lives of tribal women.

#### **4. Exhibitions**

We have been told that our stalls have been assigned to low footfall areas and obscure corners during certain craft bazaars and exhibitions as Kumbaya is considered to be strong in publicity, social media and in drawing crowds. As a consequence of this amazing inverse logic, sales plummeted this year. The 'crowds' could just not find us! In the past, Kumbaya has been awarded consistently for being one of the highest selling brands at these exhibitions and the organisers have earned high commissions as a percentage of our sales.

We have been trying hard to understand how this is not discrimination or unfairness against our team for being good at what we do! We assume we are invited to these shows because it is well known that we always reach out to all our customers by sending thousands of invitations on emails (approximately 8000) through our carefully updated customer data base. We are racking our brains to figure this one out.

#### **5. Prototypes & Pattern Making**

The key to design development and innovation is an efficient and creative sampling and pattern making unit that churns out design after design for testing. In the last ten, years we have slowly but steadily built the capacities of local talent becoming pattern masters and master tailors who could develop prototypes of new designs in house. However, this has also been a major bottle neck for us. Our sample master is a young local person who only knew how to stitch and has been painstakingly trained over the last 10 years because of his natural talent. Though good at his job ultimately, his limited skills take him multiple attempts to get a pattern and sample right. It further takes him many days to grade the pattern into several sizes and have the final set ready for production and cutting. As a result, patterns to be completed, for example, for the festival season in stores may appear at the very end of the festival, after the festivals are over or even a whole year after. We are also unable to launch a whole collection at once due to these delays. Often, production work stops because we are waiting for a new pattern to be completed. Finding alternatives to this problem is one of our top priorities.

#### **6. Documentation of Samples and Photoshoots**

A large gap in our system has been our inability to systematically document our designs due to a severe time crunch. Many times this affects the our designs being published on social media at the right time. The process of photographing all new products to maintain an updated digital catalogue for our own records also needs to be regularized.

## **7. Financial & Inventory Management:**

Kumbaya has struggled to find suitable persons for the positions of Accountant and Financial Officer. As a result, we lack real time data about the status of our enterprise required to make day to day decisions. Our team of managers and supervisors also lack an understanding of data and accounting. Our systems of inventory management are in complete disarray. With invaluable and unwavering support from the SPS Accounts team, Kumbaya has been somehow scraping along. However, we urgently require competent personnel in these positions to streamline our business.

## **8. Performance Appraisals**

The Kumbaya team has been shaped by the struggle to develop diverse, intricate and skilled capabilities required to run a social enterprise of manufacturing for mainstream markets from a remote rural area. In many ways the team has an advantage over experts hired from outside - as their work in Kumbaya necessitates adaptiveness and interdependence. However, working with a team of local people for long also has its challenges. For instance they require frequent leaves to attend to social obligations - marriages, deaths, festivals as they have lived all their lives in this area only. Sometimes bad attitudes and unprofessional conduct have hampered our progress.

Ensuring accountability and professional behaviour on a consistent basis from people who have not had the advantage of exposure and systematic training in professional work environments is a challenge. This negatively affects performance, productivity, and team dynamics many times leading to a lack of growth for all members of a culturally diverse team. For any team to be successful, mutual respect and professional accountability towards each other is extremely important. For the growth of individuals and Kumbaya as an enterprise, our team needs work hard on professional standards of behaviour. We need to develop regular training programmes on organisational development and a system of periodic performance appraisal and peer review to better the professional competencies of our team members.

## **9. Human Resource**

Kumbaya is a place for creativity and design. It seems logical that one would therefore consider an interest in design a prerequisite or an added advantage when recruiting for the various positions in Kumbaya. No matter what the job profile, many who join Kumbaya do so with the ambitions of designing. While this is admirable and desirable, often this puts us in a very awkward position. It becomes a challenge when design is looked at with a very limited idea that it is only about the way something looks. Lacking an understanding about design and not being focused on their specific jobs either (like financial analysis or accounts or logistics or client interaction, or

supervision or sales) leaves them neither here nor there. They remain unsatisfied and unable to deliver and soon get discouraged. Without the understanding that every difficult situation being thrown at them is in fact a design challenge, a problem to be solved creatively with an attitude of joy, many people who join Kumbaya do not find their right place in the team and leave all too quickly. This leaves us always in a situation of too few people doing too many things. We plan to specifically recruit people who would be interested in the business side of things at Kumbaya.

## 10. Sales

Sales in 2015 – 2016 were only Rs. 55.34 lakhs. We have not been able to replace the large orders from Trifed and Last Forest Enterprises that were long standing relationships that we had invested in for over ten years. We need to focus on alternative marketing channels in more mainstream avenues which have their own sets of new challenges that we will have to learn about afresh.

**To conclude, the following are some indicators from the financial year 2015-16.**

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

<b>Sales from Retail Stores</b>		
<b>Organization</b>	<b>Sales Amount</b>	<b>Percentage of Total Sales</b>
SPS Neemkheda Campus	Rs. 5.56 Lakhs	10.05%
First Moon Exports, Eka Lifestyle, Bangalore	Rs. 0.94 Lakhs	1.70%
Kriti Eco Boutique, Pondicherry	Rs. 4.28 Lakhs	7.73%
Maya La Boutique, Mysore	Rs. 5.33 Lakhs	9.63%
Mr. Devesh Kapur, New Delhi	Rs. 1.34 Lakhs	2.42%
M/s Believe India, New Delhi	Rs. 0.45 Lakhs	0.81%
North East Network, Guwahati	Rs. 0.18 Lakhs	0.33%
SaazPaar, Jorhat Assam	Rs. 0.90 Lakhs	1.63%
Sasha Association, Kolkata	Rs. 1.56 Lakhs	2.82%
Trifed Ro, Bhopal	Rs. 2.81 Lakhs	5.08%
White Brick Wall, Goa	Rs. 0.35 Lakhs	0.63%
Anantaya Retail Pvt.Ltd. Jaipur	Rs. 0.16 Lakhs	0.29%
Axis Bank Foundation, Mumbai	Rs. 0.38 Lakhs	0.69%
Creatnet Services Ltd. U.P.	Rs. 0.62 Lakhs	1.12%
Eco Tasar, New Delhi	Rs. 0.64 Lakhs	1.16%
Heamotocon, Bangalore	Rs. 3.68 Lakhs	6.65%
Karobi Chaliha, Guwahati, Assam	Rs. 0.55 Lakhs	0.99%
MESH Local Shopping Centre, New Delhi	Rs. 1.82 Lakhs	3.29%
Ms. Mekhla Krishnamurthy, Delhi	Rs. 0.34 Lakhs	0.61%
<b>Total</b>	<b>Rs. 31.89 Lakhs</b>	<b>57.63%</b>

The list of sales through online stores is as follows:

<b>Sales from Online Stores</b>		
<b>Online Stores</b>	<b>Sales Amount</b>	<b>Percentage of Total Sales</b>
Rustic Bazaar, Indore	Rs. 0.43 Lakhs	0.78%
Craftisan, New Delhi	Rs. 0.28 Lakhs	0.51%
iTokri Enterprises, Gwalior	Rs. 0.50 Lakhs	0.90%
<b>Total</b>	<b>Rs. 1.21 Lakhs</b>	<b>2.19%</b>

The list of exhibitions that Kumbaya participated in is shown below:

<b>Sales from Exhibitions</b>			
<b>Name and Location</b>	<b>Dates</b>	<b>Sales Amount</b>	<b>Percentage of Total Sales</b>
Pause for a Cause, Pune	2nd to 3rd July 2015	Rs. 1.05 Lakhs	1.90%
Monsoon Collective by A Hundred Hands, Bangalore	6th to 9th Aug. 2015	Rs. 2.02 Lakhs	3.65%
Pause for A Cause, Chennai	22nd to 23rd to Oct. 2015	Rs. 0.69 Lakhs	1.25%
Fair Trade Fair, Sasha Associations	15th to 19th Nov. 2015	Rs. 1.22 Lakhs	2.20%
Handmade Collective by A Hundred Hands, Bangalore	2nd to 6th Dec. 2015	Rs. 2.99 Lakhs	5.40%
Delhi Haat, New Delhi	1st to 15th Jan. 2016	Rs. 6.92 Lakhs	12.50%
Pause for a Cause, Indore	29th to 30th Jan. 2016	Rs. 0.48 Lakhs	0.87%
Pause for a Cause, Pune	5th to 6th Feb. 2016	Rs. 1.02 Lakhs	1.84%
Kala Ghoda Arts Festival, Mumbai	10th to 14th Feb. 2016	Rs. 4.30 Lakhs	7.77%
Crafts Bazaar, Chennai	12th to 21st March 2016	Rs. 1.55 Lakhs	2.80%
<b>Total</b>		<b>Rs. 22.24 Lakhs</b>	<b>40.19%</b>

### **Training and Production**

- No of trainees trained in Neemkheda and Bagli centers – 48
- No of trainees trained in Satwas center – 25
- No. of trainings conducted in each of the three centers – 2
- No. of pieces produced at Bagli and Neemkheda centers – 10145
- No. of pieces produced at Satwas center – 3106
- No. of patches made by differently-abled producers - 7684 including patches for 250 Bedcovers
- No. of patches produced at Satwas center – 780
- Value of patchwork products made out of waste - Rs.19.81 Lakhs
- Value of patchwork products sold this year – Rs. 14.34 Lakhs