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(April 16 - May 27, 2012)**

Project Desert Pastorate

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**Under the guidance of
Prof. Gautam Sadhu**

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Date:-

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CERTIFICATE

This is to certify that Kapil Palsania has under gone summer training in **Access Development Services, Barmer (Rajasthan)** from 16 April to 27 May, 2012.

The candidate carried out all the studies related to the summer training. His approach to the studies has been sincere, scientific and analytical. This summer training in partial fulfilment of the course requirement is recommended for the award of Postgraduate Diploma in Rural Management.

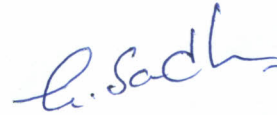
I wish Him Success in all future endeavours.



Brig. (Dr.) S. K. Puri, VSM

Dean, Academics and Student Affairs

IIHMR, Jaipur



Gautam Sadhu

Associate Dean PGDRM

IIHMR, Jaipur



Date : 26.06.2012

INTERNSHIP CERTIFICATE

This is to certify that **Mr. Kapil Palsania** student of IIHMR (RM 2nd Batch 2011), Jaipur has successfully completed his 42 days internship program (16/04/2012 to 27/05/2012) with ACCESS Development Services, Jaipur where he conducted the Baseline Study of Chohtan & Dhorimanna blocks in Barmer, the potential textile craft clusters in Barmer district under the aegis of the "Desert Pastoral" livelihood project being implemented by ACCESS. Mr. During his internship programme Kapil interacted with the craft artisans (Appliqué Women & Handloom Weavers) of different villages/ hamlets lying in the project region to gather primary information & data collection of the household enterprises involved in the target handicrafts.

During the internship programme, Mr. Kapil had amicable relations with the artisan community and has worked hard under the guidance of the Project Manager-Sanjay Joshi.

I wish him success for his future assignments.


(Sanjay Joshi)

Manager

ACCESS Development Services



ACKNOWLEDGEMENT

I feel great pleasure to submit my Summer Training report to the Department of PGDRM, Indian Institute of Health Management and Research, Jaipur.

First & foremost I feel privileged to express my gratitude & heartfelt thanks to the all staff members of ACCESS Development Services, for their valuable suggestions, constant encouragement & personal attention, insightful guidance, tireless editing, willingness to listen & provide help to me despite his engagements & busy schedule, which helped me to complete this report successfully.

Special mention goes to the interpreters and persons who accompanied me to even the remotest of villages. I also thank the colleagues who provided valuable comments and advice during the preparation of this study. Their professionalism and their patience have helped a lot to successfully complete this report.

I sincerely acknowledge **Prof. Goutam Sadhu**, Associate Dean (IIHMR) and Dr. **Vivek Bhandari** for his precious advice & support, affection, encouragement & help in various aspects of my work.

By
Kapil Palsania

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List of Abbreviations:-

AMA	- ACCESS Microfinance Alliance
BPL	- Below Poverty Line
CASHE	- Credit and Savings for Household Enterprise
CDC	- Craft Design Center
CFC	- Common Facility Center
FDC	- Foundation for Development Corporation
FGD	- Focused Group Discussion
FORHEX	- Federation of Rajasthan Handicraft Exporters
FWWB	- Friends of Women's World Banking
HHs	- Households
HUDCO	- Housing and Urban Development Corporation
IICD	- Indian Institute of Crafts & Design
JNU	- Jawaharlal Nehru University
NABARD	- National Bank for Agriculture and Rural Development
NGO	- Non Governmental Organization
PPP	- Public Private Partnership
RMK	- Rashtriya Mahila Kosh
SHG	- Self Help Group
SIDBI	- Small Industries Development Bank of India
TV	- Television
UNDP	- United Nations Development Programme

Chapter 1

INTRODUCTION

Introduction:-

Under the Project Desert Pastoral being implemented by ACCESS Development Services, a base line survey was conducted of the handicraft clusters taken up by the project which involves Handloom Weaving and Appliqué/embroidery crafts in Chouhtan & Dhorimanna blocks comprising of villages/hamlets in Barmer district in Rajasthan.

The baseline survey was conducted at both the above mentioned craft clusters located at a distance of 50-80 kilometers from Barmer, on National Highway No. 15 (Barmer-Ahmadabad). Some of the craft villages are located at the periphery of highway roads while some hamlets are located at a distance of 1-3kms. inside, having no roads. Most of the craft villages are having electricity and water supply. Approx. 20% of the target villages have no electricity & water supply. Primary/secondary schools, Bank and health centers are also available within the city.

The average household income of weavers (averaging 5 persons in a family – husband, wife & children) ranges between Rs.2500-4000 per month. While, in case of appliqué workers the average income of the individual primary producer (appliqué women artisan) ranges between Rs. 300-500.

Most of weavers and appliqué workers live in villages (hamlets/dhani) having poor electricity and water supply in kaccha/semi pacca houses. The education level is very low. Most of workers do not have any kind of assets like TV, vehicle, sewing machine and any kind of home appliances.

But over a period of last five years, many craft artisans have migrated from their traditional craft occupations (viz. handloom weaving/ appliqué crafts) because of very low wages received for their work and availability of better job opportunities in other activities like construction work, labour, service in industries e.g. Cairn India, Raj West Power Ltd. presence at Barmer & adjoining areas. Young ones are also not interested in continuing their traditional work primarily due to poor wage rates & non-access to other resources like finance, technical support in terms of capacity building from State/ Central Govt. agencies, better markets, etc.

The community associated with Handloom & Appliqué work is mostly Meghwals (meghwansi) belonging to Schedule Caste; few workers are from other communities like Rajpurohits and Rajputs. Work is done at individual household level and not in groups. The culture of collective working does not exist. It is a traditional occupation and most of workers have acquired the skills from their forefathers or elder members in the family. Very few of these artisans had received technical training by NGOs such as URMUL (Pokhran), SURE (Barmer) and Marwar Vikas Samiti (Barmer).

Handloom Weaving is a household activity. The work is done mainly by the elder members of the family (Husband/ Wife) while the other members and children also support the work. Children learn these skills from their parents from the childhood age and become skilled by the age of 10-12 years. Men are mainly involved in weaving while females are skilled in appliqué/ embroidery work.

The handloom weavers and appliqué workers do not purchase raw material i.e. yarn, fabric, threads, etc. Almost all of the weavers and appliqué workers do job work for local agents (middlemen), local civil society organizations (URMUL, SURE, Khadi Societies based at Jaisalmer) and other market players (local traders, banyas, private dealers, etc.) and are mere wage earners. They have no idea of production cost and pricing structure of the final product (which includes cost of raw material, labor, processing, finishing, transportation, mark up, etc.) they prepare and give to agents. They only get wages (labor) for their job work accordingly. There are a handful of artisans who buy their own raw material and after doing craft work, sell their products directly to market or local agents.

During survey it was found that such workers sell their product on cash, and no credit sales. Workers either go to them or get their work or the agents come to workers and give them work to be done. After work, agents pay wages for work immediately or sometimes within a week. Local traders/ agents also exploit these poor artisans either by deducting their wages on account of quality deviations and/ or untimely supply of these products.

For the craft artisans/ workers, it is really difficult to manage their household expenses from their earnings, as many of them had borrowed money from local money lenders to meet out their expenditures. They are unaware of saving habits and are also not interested in saving

practices because of low household income. They usually expend their all earnings for their daily needs.

The commonly used mode of transportation by people is bus either private or government. Second preferred mode of transportation is jeep or taxi.

One weaver make approx.15-20 single pattu (shawl) in a month, according to work given to them and get 150-200 Rs/shawl while some weavers produce double shawl (heavy one) 4-5 in a month who get 300-400Rs/shawl as wages. While the ladies doing appliqué work make approx. 20-30 cushion cover/pillow cover in a month, according to order given to them and get 5-20 Rs/cover as their wages.

Seasonality also plays an important role in this work. During rainy season (July to Oct.) the work is at its lowest while in rest of months the work is maximum (Nov. to June). The work is low in rainy season mainly because artisans transitioned to agricultural activities.

Chapter 2

REVIEW OF LITERATURE

Review of Literature:-

1. Pradeep Kumar Jena, 2010, Indian Handicrafts In Globalization Times:

An Analysis of Global-Local Dynamics, JNU, New Delhi, JNU Press

This study states that the Indian Handicrafts, constitutes a significant segment of the decentralized sector of the economy, its export has reached at a creditable height. Indian folk art and crafts are the integral parts of the Indian culture and tradition is in high demand among the western consumers. The biggest problem in the Indian Handicraft industry is that the village craftsmen remain concerned that with free trade and mass production, hand-made products from other parts of the world will out price the products of their hard labour.

2. H. R. Ameta, 1996, Census of Handicraft Artisans – Phase I, New Delhi, Delhi Publications.

This study concludes that Handicraft artisans are spread throughout the country. Textiles, including yarns of cotton, woollen, jute and mesta are the most widely used medium of craft across the country. Females in almost every household practice the embroidery work by hand, however commercial participation of the activity is limited. The distribution of handicraft artisans is also based on the religion and caste accordingly.

3. P. K. Jena, 2007, Orissan Handicrafts in the Age of Globalisation: Challenges and Opportunities, JNU, New Delhi, Orissa review 2007.

In this article the author wants to say that folk arts and crafts are the integral part of life in Orissa. The skilled hand of the Indian craftsmen is our most important and yet most invisible resource. There is a vast scope for the Indian's handicrafts exports to grow further. In the age of globalization, where efficiency meets success, Indian handicrafts further prospects lies in diversification of products and markets.

4. Dublin, Thomas, 1826-1860, Women at Work: The Transformation of Work and Community in Lowell, Massachusetts, New York: Columbia University Press, 1979.

In this article the author's main idea of concern was that the rise of the cotton textile industry in New England, completely changed women's working and living patterns. This article explains the introduction of the power loom and why it is better than previous inventions. This source helped to grab everything that was occurring around the time that the power loom was introduced.

5. Josephson, Hannah, 1949, *The Golden Threads: New England's Mill Girls and Magnates*, New York: Duell, Sloan and Pearce publishers

This study concludes about the impact of industrial revolution on England mill girls. The girls were attracted to the work because of high pay and pleasant work conditions, but once the girls arrived to the mills, the things were not appeared as they had heard. The factories were overcrowded and the air quality was also not so comfortable. In this article the author points out the both advantage and disadvantage of the power loom, had on the population.

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Chapter 3

OBJECTIVES OF STUDY

Objectives of baseline survey:-

1. To know the current status of weaving and appliqué/embroidery work in the targeted area
2. To know the market potential, constraints and existing marketing system
3. To identify the potential workers for taking up promotional work/activity
4. To provide recommendations & remedial measures for effective implementation of the project

Chapter 4

METHODS AND MATERIAL

Method and Material used for the study:-

4.1 Sampling technique:

The sampling was done by using the secondary sources of data in the running project for identification of potential workers in the target handicraft occupation for study. The sampling method used was simple random sampling.

Sample size taken for the baseline survey: 15 percent

Total number of artisans identified: 1000

Total number of artisan HHs interviewed: 150 (75 weavers & 75 appliqué/embroidery. Artisans)

4.2 Data collection procedure:-

The method used for collection of data was in depth interviews of identified workers in the villages/hamlets. The identified workers were interviewed individually on the basis of a pre developed structured questionnaire. The questionnaire was accordingly developed to gain the complete information to fulfill the objectives of the baseline survey. The information gathered from filled questionnaires was further analyzed and used for findings and recommendations.

The secondary method was used for collection of data was focused group discussions (FGDs) with a particular group of workers within the village or clusters identified. This method was useful in getting an outline or idea of current work going on in progress of the identified work area.

Information covered in survey:-

The baseline survey was conducted at the Chouhtan & Dhorimanna blocks and nearby villages/hamlets. The identified workers were interviewed individually for data collection.

The interviews were conducted accordingly to the pre developed structured questionnaire. The information gathered from the interviews covered the following points:

- Demographic details (name, age, sex, cast, etc.)
- Number of family members involved in work
- Education status of family members in HHs
- Total number of members in each HHs
- Type of work done by them (weaving, appliqué, embroidery, etc.)
- Acquisition of skills in workers
- Type of products made by them
- Productivity in peak and lean season/month
- Raw material details (source, requirement, rate, etc.)
- Mode of purchase raw material(cash or credit)
- Markets available (agents, traders, direct selling)
- Making process of products(by hand or machines)
- Any professional training received by worker
- Types of machines & tools used for their work
- Awareness about production cost and pricing
- Exhibitions visited by worker
- Wages or margins obtained for their work
- Constraints faced by the artisans
- Reasons for migration from the traditional work
- Sources available for credit (formal/informal, procedure, problems, preference, etc.)
- Economic aspects (income, consumption, savings)
- Asset holdings (land, machines, house, etc.)

Chapter 5

ORGANIZATION

PROFILE

5.1 Organizational profile:-

In 2006, a separate branch of CARE India was formed named ACCESS development services as an individual organization on 1 march 2006, which works on livelihood and microfinance sector in India. ACCESS is an organization translating ideas into reality and has developed a complete bouquet of services in microfinance and livelihoods.

In starting, ACCESS established its presence in states of Madhya Pradesh, West Bengal, Orissa and Rajasthan. ACCESS has been promoted with a desire to catalyze national level impact and improvement in the lives of poor by facilitating sustainable livelihood options coupled with microfinance.

ACCESS aims to built the capacities of the community and facilitate access to livelihood and financial services. MICROFINANCE India, the flagship advocacy platform facilitated by ACCESS has emerged as the biggest multi-stakeholder platform for information sharing and discussing the way forward for microfinance sector.

In the very first year of establishment, ACCESS was been able to establish a diverse range of partnerships with a number of stakeholders, including development banks like SIDBI, public sector banks like State Bank of India, private sector banks like ICICI Bank, Insurance agencies like Max New York Life, State governments of Rajasthan, Delhi and Chhattisgarh, ministry of urban development, international funds like CARE Enterprise partners and donors like Ford Foundation and SDC.

ACCESS is a new generation livelihoods promotion organization with a focus on incubating innovations and designing sustainable solutions for strengthening the livelihoods of poor in India. For durable impact, uniquely, ACCESS works at all levels of the sector; engaging with the community through programmes and projects, partnering with and supporting stakeholders and building capacity of capacity builders and also supporting, informing and Influencing the policy and strengthening the enabling environment at the national level.

ACCESS has commenced work to establish the ACCESS Microfinance Alliance (AMA) as a part of its vision to bring together the erstwhile CASHE partners and other NGO – MFIs

within a national network that will facilitate structured delivery of technical services. The Vision of the Alliance is to have about 100 emerging MFIs within its fold in the period of one year.

Microfinance has, in recent years been largely recognised as a sustainable strategy to impact poverty by increasing the access of the poor to financial services. The Sector is poised at a stage where new breakthroughs are urgently required, one of which certainly relates to raising the financial access services from subsistence finance to livelihoods finance. The first initiative of ACCESS in this regard has been investment in the building of frameworks and models to address issues relating to the development of composite livelihoods solutions.

A key area of innovation and investment of ACCESS Development Services has been the incubation of new models in livelihoods. An innovative approach developed by ACCESS is the building of community owned structures such as the Producer Cooperative model. This model seeks to work with and organize primary producers engaged in one specific product/commodity within a subsector with the objective of enhancing their productivity in terms of both value and volume.

Over the last five years, ACCESS has expanded its operations to eight states of the country, largely focusing on regions that are vulnerable, focusing on marginalized and excluded communities. Increasingly, ACCESS programmes are focusing on enhancing farm productivity given large population of the poor engaged in subsistence agriculture and a key strategic focus is on building sustainable community organizations.

5.2 Vision:-

ACCESS is the global partner of choice providing inclusive and innovative livelihood solutions enabling the poor to overcome poverty and live with dignity.

5.3 Mission:-

To build the capacity of community – based institutions that deliver relevant financial and livelihood development services to the poor and unreached households.

5.4 Partners of Access Development Services:

DONORS / FUNDING AGENCIES

- CARE, Indonesia
- CARE, India
- CARE Enterprise Partners, CANADA
- Sir Ratan Tata Trust
- Swiss Development Corporation
- Ford Foundation
- Sa-Dhan
- Plan International
- Foundation for Development Corporation (FDC)
- United Nations Development Programme (UNDP)
- DFID
- Friends of Women's World Banking (FWWB)

GOVERNMENT AGENCIES

- Ministry of Urban Affairs - Housing and Urban Development Corporation (HUDCO), Government of India
- Department of Social Welfare, Government of Delhi in partnership with UNDP and Government of India (The EOI converted into a project subsequently).
- Chhattisgarh Housing Board, Government of Chhattisgarh (The EOI converted into a project subsequently).
- Districts Poverty Initiatives Programme Forest Department, Government of Madhya Pradesh

FORMAL FINANCIAL INSTITUTIONS / CORPORATE PARTNERSHIPS

- ICICI Bank
- Small Industries Development Bank of India (SIDBI)
- Rashtriya Mahila Kosh (RMK)
- National Bank for Agriculture and Rural Development
- State Bank of India
- Hindustan Unilever Limited

Chapter 6

FINDINGS AND ANALYSIS

6.1 General Findings and analysis:-

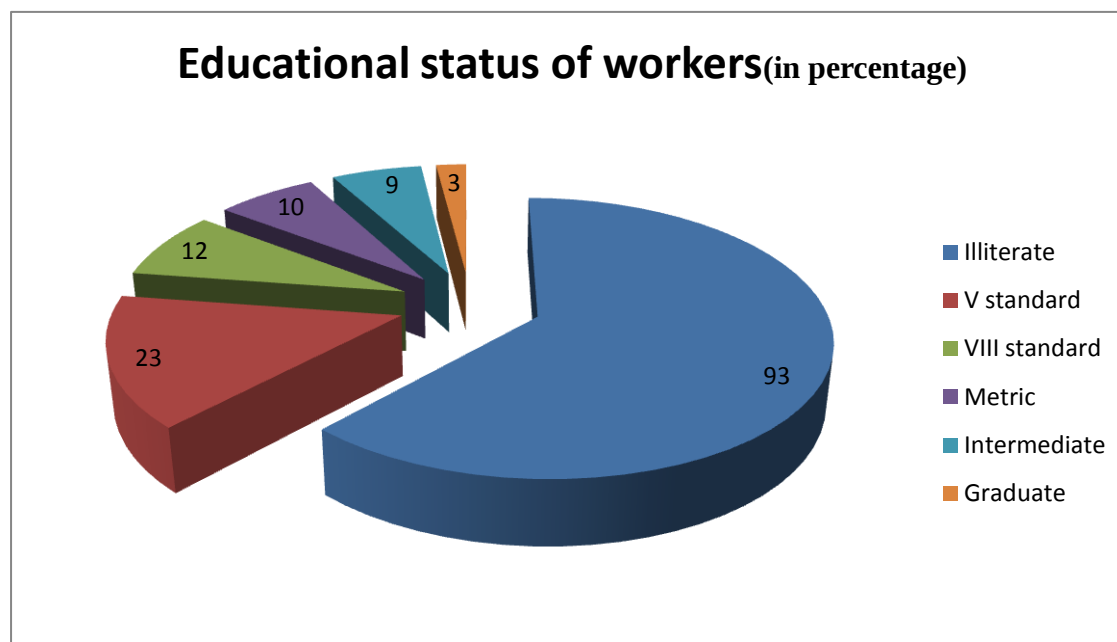
1. Household and population (Handloom/ Appliqué):

Total no. of households in targeted area	30,000
Total no. of artisan households in area	6000
Total no. of active workers identified	1000
Total no. of workers interviewed	150
Population of Area	15 lakh

2. Educational status of interviewed handicraft workers:

The education status of any particular place is directly related to the development of that particular area and also with the awareness in the people of that area. The more higher education level leads to more awareness in people and plays an important role in development.

Figure 1:- Educational status of the workers (Sources- Data collected form survey) (N=150)

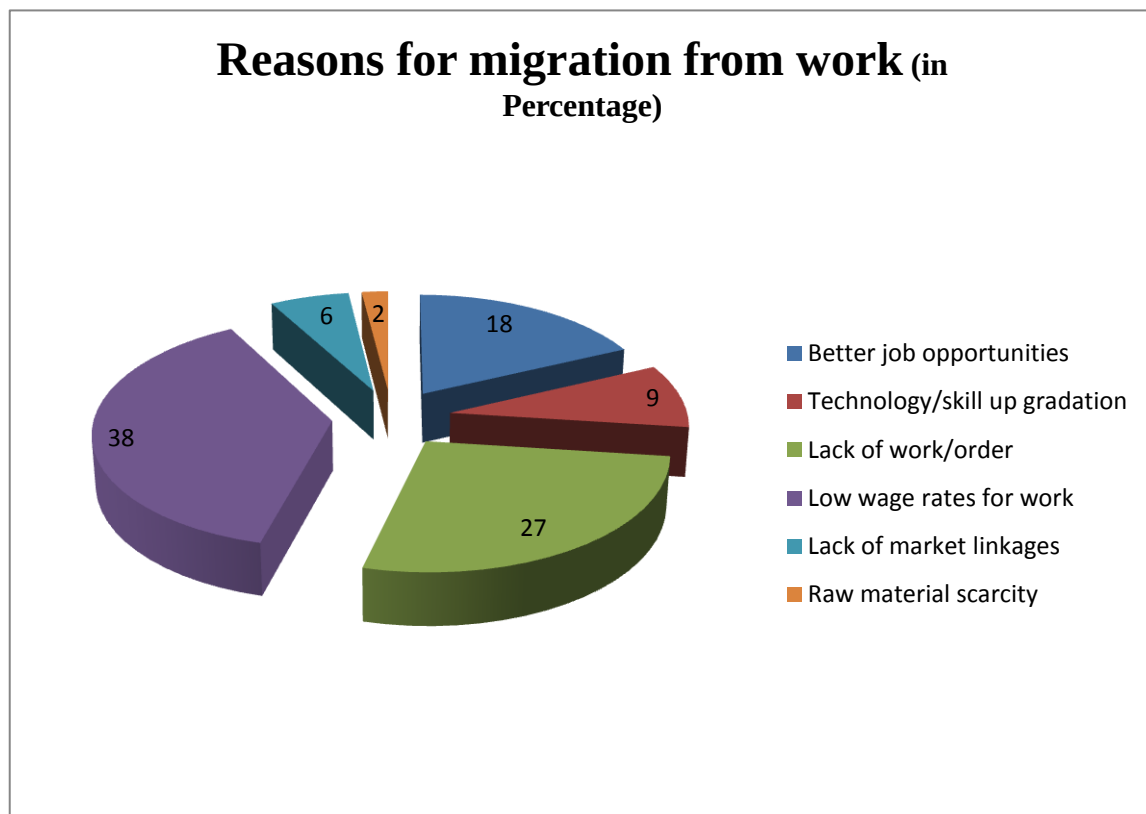


From the above Figure 1, it can be depicted that the literacy level of the interviewed workers was very low. Out of total interviewed workers 62 per cent people were found illiterate, while only 2 per cent people are studied up to graduate level. Low literacy level among people shows that people are not aware about education.

3. Major Reasons for migration of workers from their traditional work:

The most of the handicraft weavers and the appliqué/embroidery worker generally learn this traditional work from their elder members in their family, while some of the artisans have received professional training from institutions like URMUL, Marwad Vikas Samiti, etc. This traditional work is a part of their routine life.

Figure 2:- Reasons for migration of artisans from the work (Sources- Data collected from survey) (N=150)

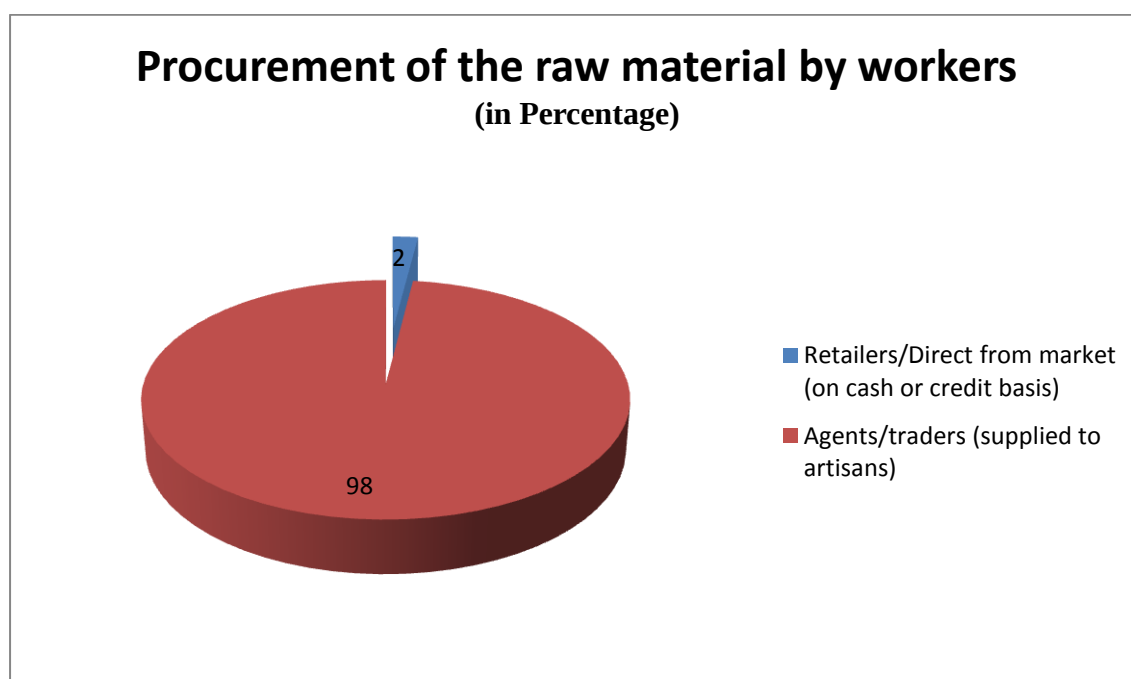


The above Figure 2, depicts that the reasons for migration among handicraft workers from their traditional work was that they were given low wage rates for their work(38 per cent) and also the lack of work or order of work to them (27 per cent) most frequently. Other reasons found for migration, during survey were lack of market linkages, better job opportunities, technology/skill up gradation; raw material scarcity. The artisans are not interested in traditional work because of these constraints and are migrating from this traditional work.

4. Procurement of the raw material by workers:

Procurement of raw material is very essential part of making finished products. Buying of raw material at a reasonable price also decides the obtained margin from the sold products. The easy availability of the raw material in the market is also interrelated to the production capacity of the workers.

Figure 3:- Procurement of the raw material by the artisans (Sources- Data collected from survey) (N=150)

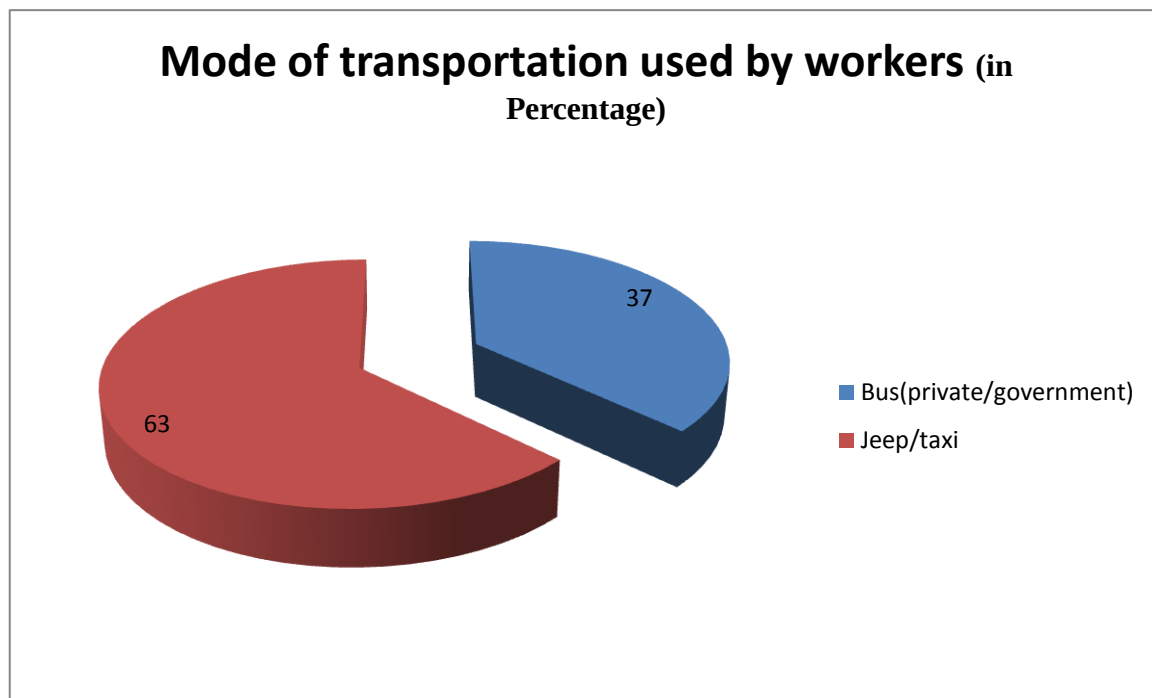


As a response to the question regarding buying raw material it was found that almost all (98 per cent) of the workers, work for agents/traders and do not procure raw material for making finished products. They only get wage rates for their work done. Only 2 per cent handicraft workers found that procure raw material directly from market, make finished products and sell their products in the local markets of nearby villages and in Barmer city.

5. Mode of transportation used by workers:

The transportation facilities available in the particular area also play an important role in ready availability of the finished products. The easy availability of the transportation in the unreached areas makes workers reach to big and far away markets for selling their products in desired time period.

Figure 4:- Mode of transportation generally used by artisans (Sources- Data collected from the survey) (N=150)

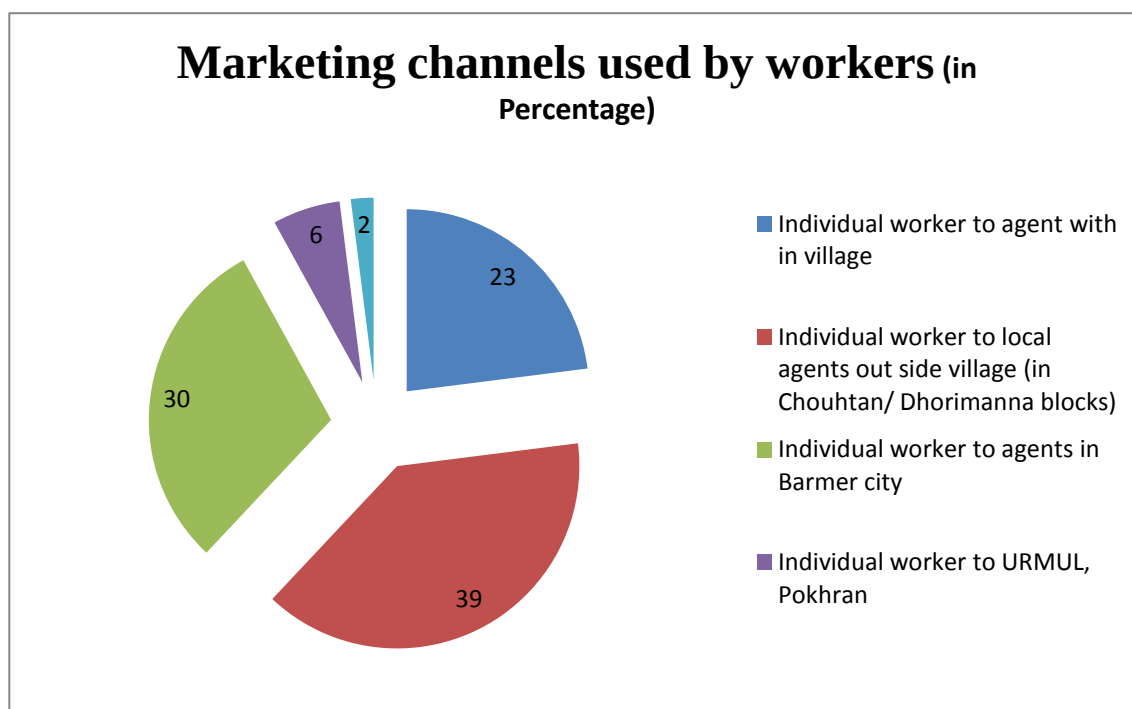


From the above Figure 4, it can be concluded that most of people (63 per cent) use jeep or taxi, while only 37 per cent people use private/government buses for transportation of their material or goods from one place to another. The reason behind this fact was easy availability of these private taxi and jeep at desired time, while the private and government buses arrives on their fixed time and were more time consuming.

6. Generally used marketing channels by workers:

The available market channels for selling of finished products are also an important aspect of view for workers. Selling in big and higher markets is always beneficial for sellers rather than selling in local markets.

Figure 5:- Generally used marketing channels by artisans (Sources- Data collected from the survey) (N=150)



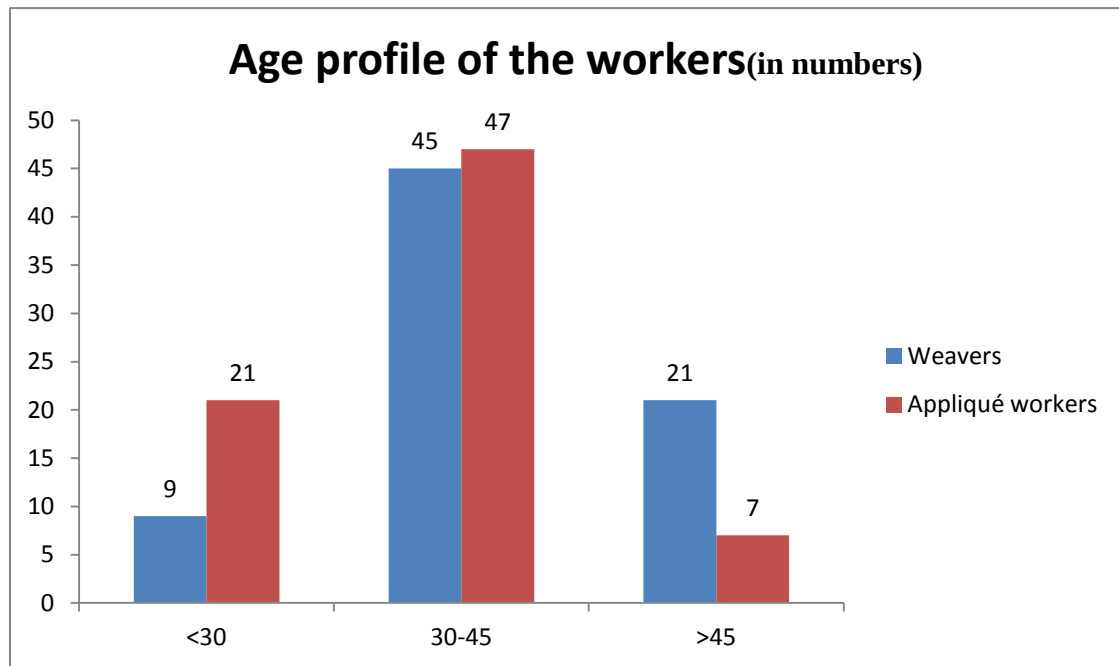
The results of interviews depicts that most of workers, 39 per cent and 30 per cent respectively, give their products to the local agents outside villages(in Chohtan/Dhorimanna blocks) and in Barmer city. This is because most of workers get their work through agents and after manufacturing, the products are sold by agents or traders. The workers get their wages accordingly.

A specific group of people (6 per cent) get work directly from URMUL, and after making products, they give the finished products back to URMUL and get their wages for work. Only 2 per cent workers sell their manufactured products directly to the markets.

7. Age profile of the interviewed workers:

The age profile of workers effect the production capacity and quality of finished products. The quality in work increases as the experience of work increases. More experienced workers make more quality oriented products.

Figure 6: Age profile of the interviewed handicraft workers (Sources- Data collected from the survey) (N=150)



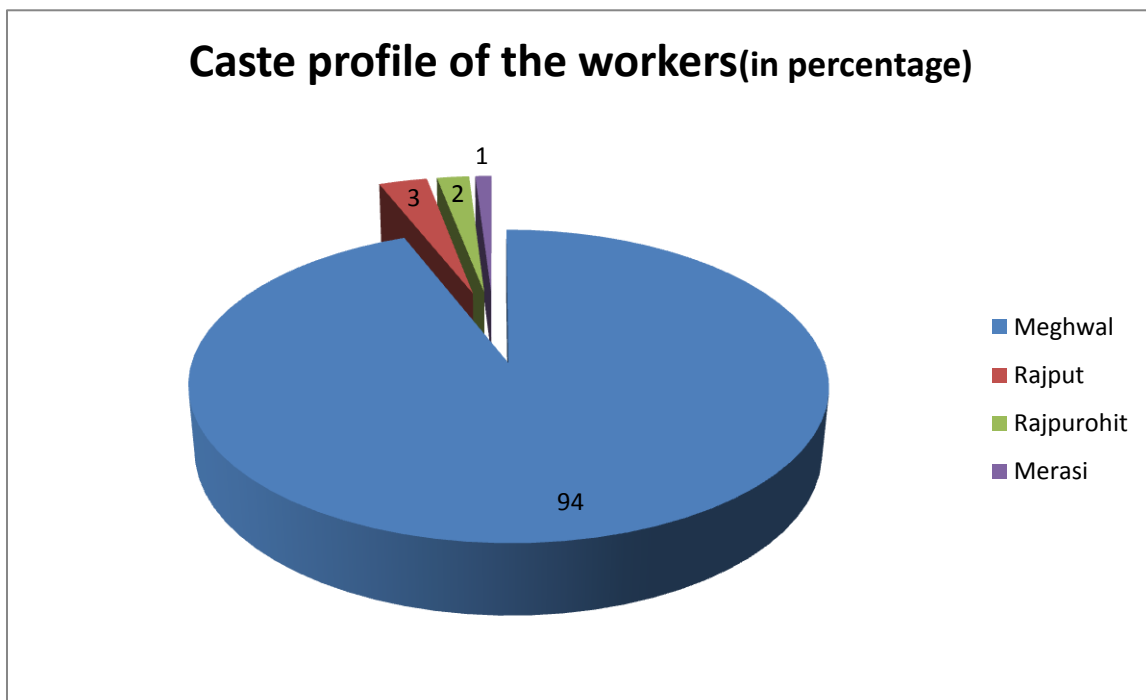
As the information gathered from interviews, it was found during analysis that most of the weavers (45) and appliqué (47) workers were in their middle age 30-45 year. This is the age group where workers have 10-15 years work experience and the quality in the work is at its best.

The high number of appliqué workers (21) than weavers (9) in the age group less than 30 represents that young females are interested in the traditional work and are actively taking part in it.

8. Caste profile of interviewed workers:

Caste profile of an individual represents the social status of that particular person. Thus it is an important fact behind type of work done by an individual. This traditional handicraft work of weaving and appliqué/embroidery is also a caste based activity and most of the workers involved in this traditional work belong to same caste.

Figure 7: The caste profile of the interviewed handicraft workers (Sources- Data collected from survey) (N=150)

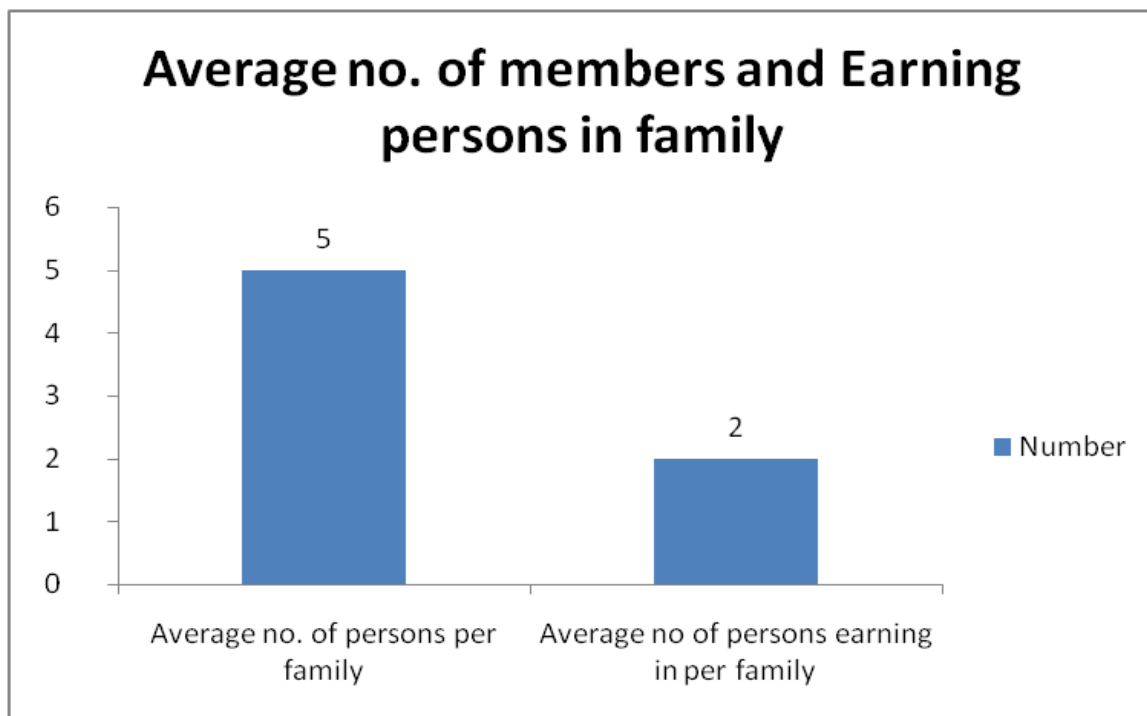


The work done by weavers and appliqué workers was totally caste based. The above Figure 7 concludes that most of the workers (94 per cent) involved in weaving and appliqué work belong to meghwal (meghwansi) caste, which is a schedule caste. This caste has involved in the traditional work from the ancient time. Very few (6 per cent) workers are from other communities like Rajpurohits, Merasi and Rajputs.

9. Average number of members and earning members in family:

The size of the family and the earning members in that particular family is also a considerable fact in the study of rural society. The number of earning members in the family should be according to the size of the family. However there is no confirming ratio determined related to this circumstance.

Figure 8: Average number of family members and earning members in the interviewed families (Sources- Data collected from survey) (N=150)



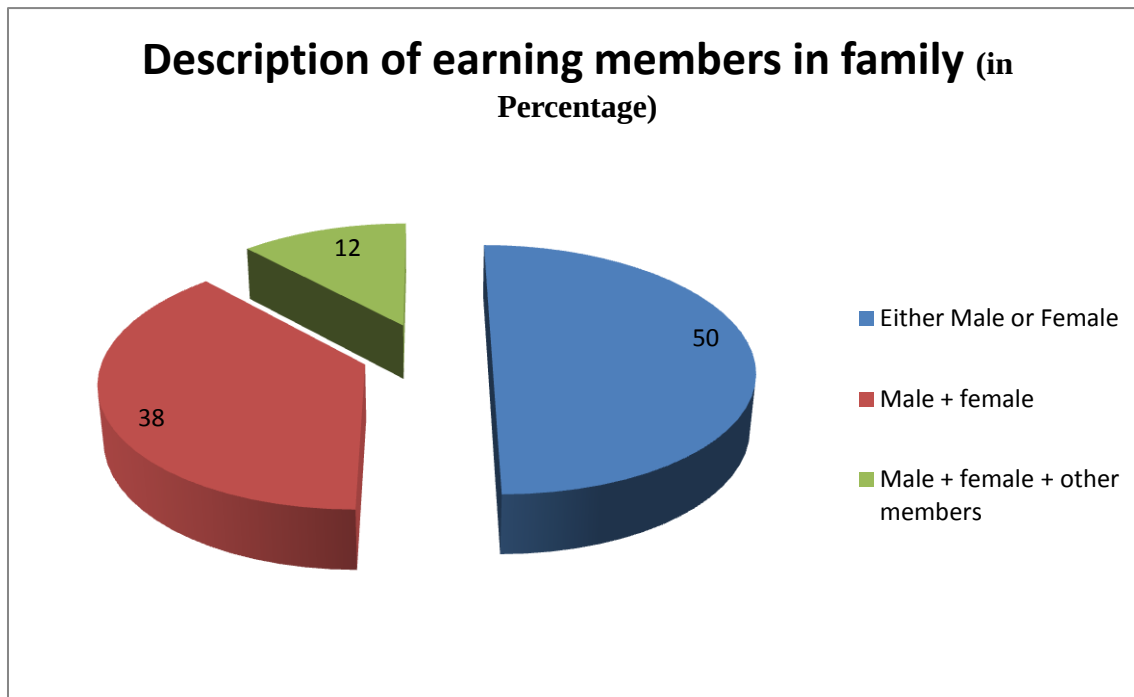
The above Figure 8, state that the average number of members in family was five and the average earning members in that particular family were two.

The reason behind two earning member in most of the families was found that males were involved in weaving, while females were engaged in appliqué and embroidery work. The children in the family also take part in traditional work from their childhood.

10. Description of earning members in family:

The number of earning members in the family is directly related to the maintenance of family expenses. Having more earning member in the family has an advantage of maintaining the family expenses quite satisfactorily.

Figure 9: Description of earning members in the family (Sources- Data collected from survey) (N=150)



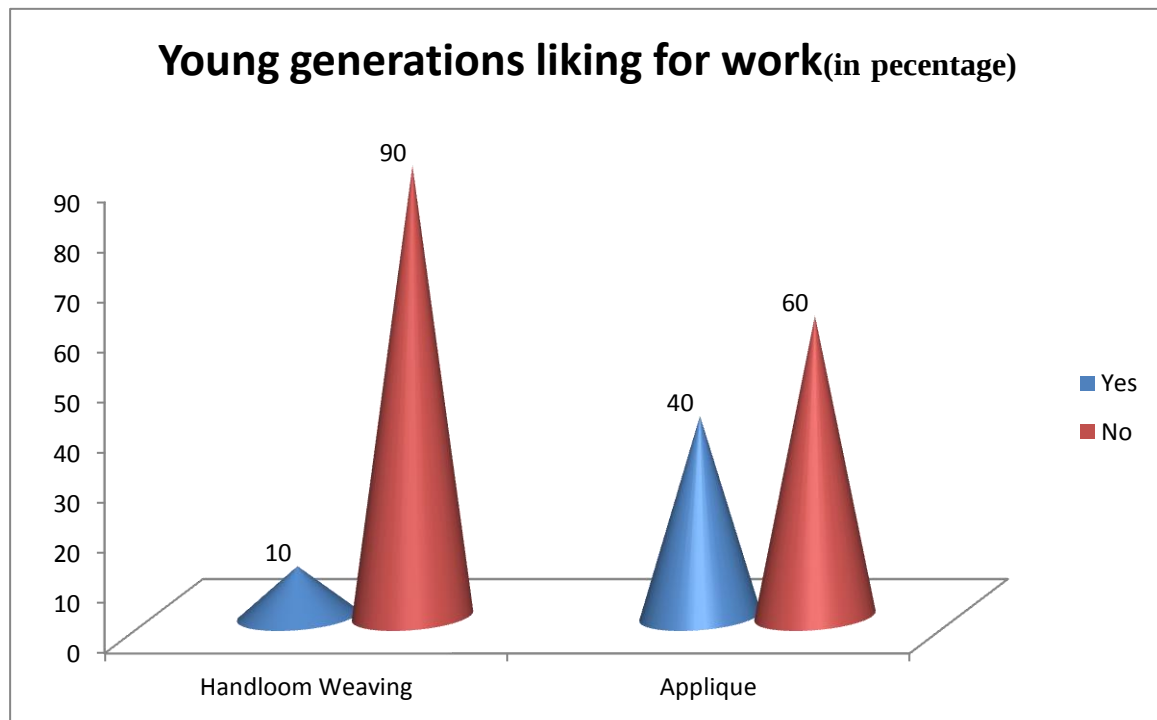
From the above Figure 9, it can be depicted that 50 per cent of the families were having only one earning member (either male or female) in the family, while in some families 38 per cent, both male and female were involved in the work. Very few families (only 12 per cent) found in which male, female, and other members of the family were actively taking part in the family earnings.

Less earning members in the family increases the pressure of earning on those particular persons.

11. Young generations liking for the traditional work:

It is very useful fact to know about the young generations liking for the traditional work. This fact is very important in further scope and development of this traditional work.

Figure 10: Younger generations liking for the traditional work (Sources- Data collected from survey) (N=150)



As the information collected from answers responded to the questions related to the young generations liking for work concludes that 90 per cent young weavers and 60 per cent young appliqué workers were not interested in doing the traditional work.

Only 10 per cent young weavers and 40 per cent young appliqué workers were interested to do the traditional work as their occupation.

This increased percentage of younger generations disliking for the traditional work is due to increased constraints faced by their elders in the traditional work.

12. Reasons for disliking the traditional work:

Although weaving and applique work is the main source of income for the interviewed workers but the young generation involved in this traditional work is not interested to take up this work activity as occupation because of lot of constraints in the work.

Figure 11: Reasons for disliking the traditional work among youngsters (Sources- Data collected from survey) (N=150)



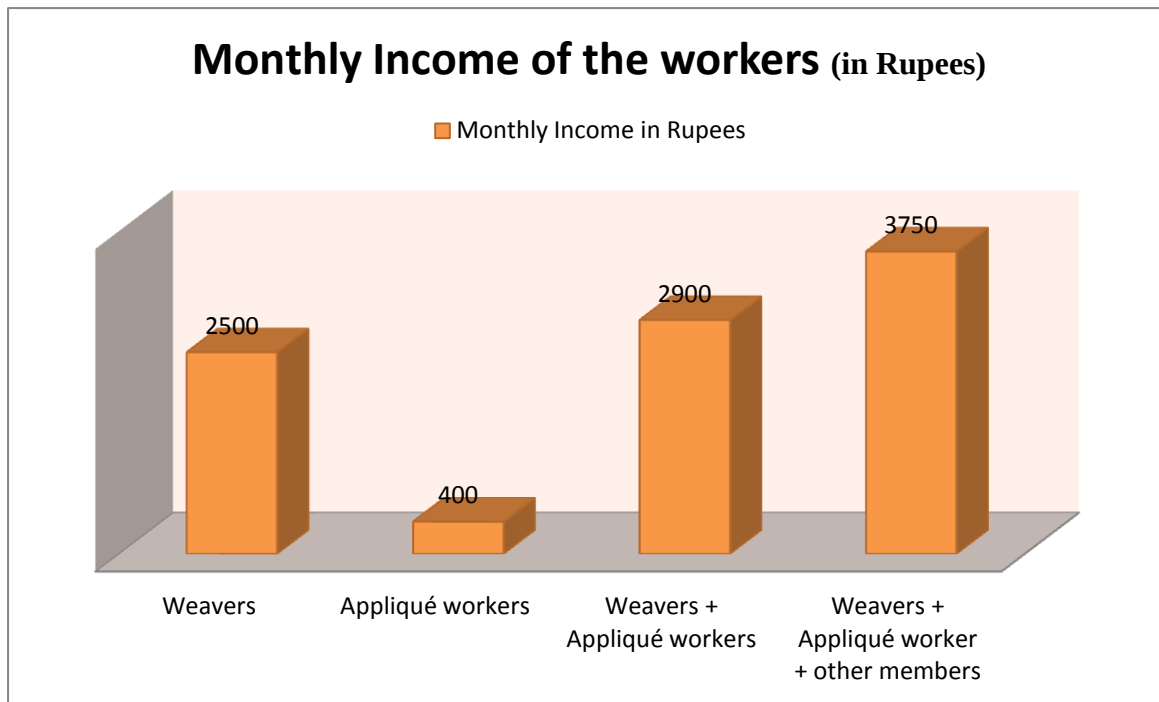
As the above Figure 11, represents that the main reason for disliking the traditional work among youngsters (58 per cent weavers and 54 per cent applique workers) was low productivity and the low wage rates allowed to them. The second most common reason founded for disliking work (32 per cent weavers and 31 per cent applique workers) was the lack of work order to the artisans.

The 10 per cent young weavers and 15 per cent young applique workers were not interested in the traditional work because of lack of marketing linkages.

13. Monthly income of workers:

Monthly or yearly income of an individual is directly related to the economic status of that particular individual. Income also plays an important role in managing the monthly or yearly expenses of an individual or the family.

Figure 12: Monthly income of the interviewed artisans (Sources- Data collected from survey) (N=150)



As the above Figure 12, concludes that the monthly earnings of the appliqué workers was very low (only 400 rupees) as compared to the monthly income of the weavers (2500 rupees). The families having both artisans (weavers and appliqué workers) were earning about 2900 rupees per month.

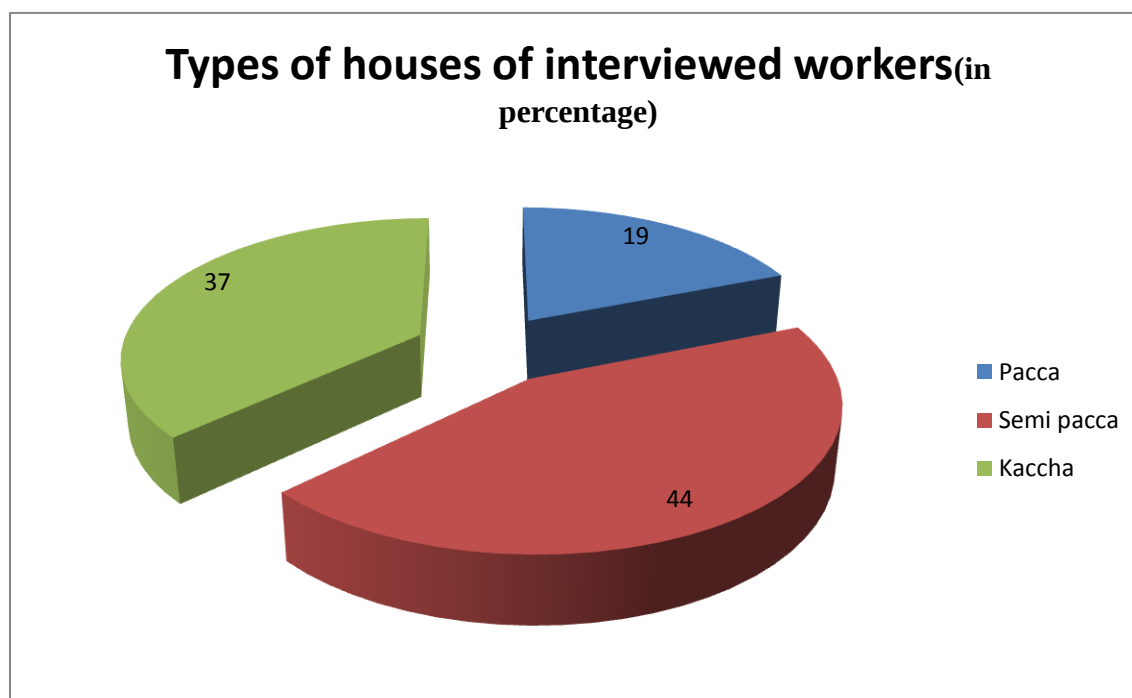
While the families having artisans (weavers, appliqué workers and other members of family) were earning about 3750 rupees per month, which was found highest among the above comparative values.

Thus it can be concluded that the monthly income of the families is directly proportional to the number of earning members in the family.

14. Types of houses of interviewed workers:

The type of house of any individual is the symbol of social status and economic status of that particular individual. The pacca and highly furnished house represents the high status of that person, while people having kaccha and semi pacca house are considered as poor and low status persons.

Figure 13: Type of houses of interviewed weavers and appliqué workers (Sources- Data collected from survey) (N=150)



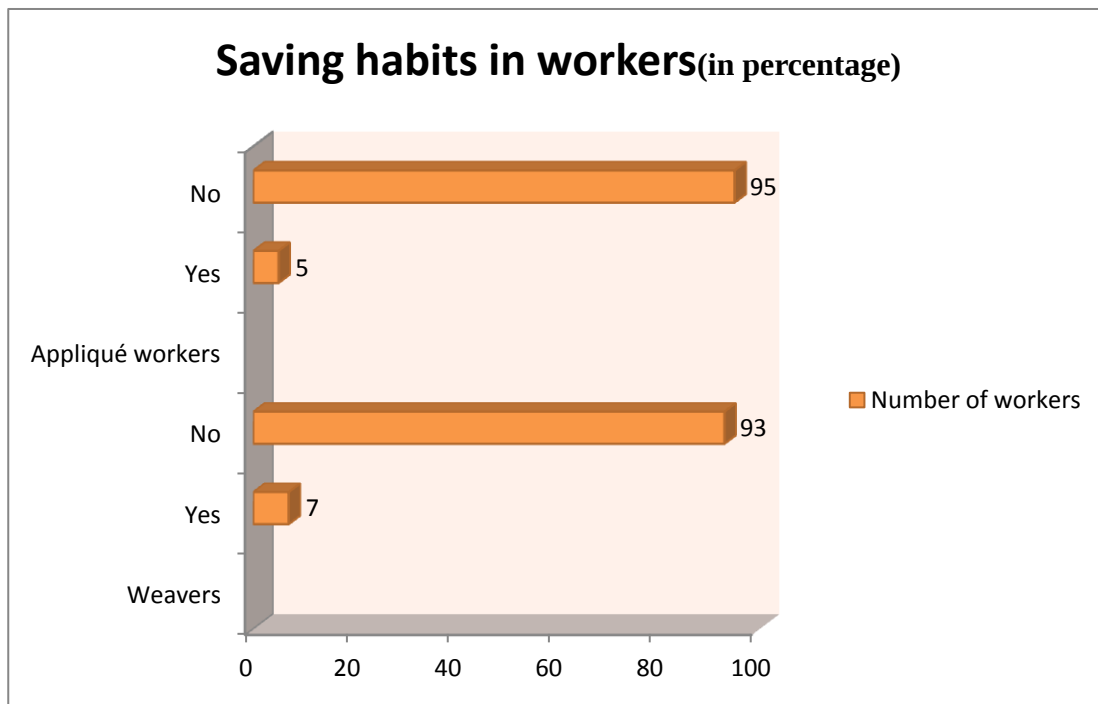
As the analysis of the above Figure 13, represents that most of the artisans were living in semi pacca and kaccha houses, 44 per cent and 37 per cent respectively. Thus we can conclude that the artisans involved in the traditional work, were of low economic status.

Only 19 per cent of artisans out of total interviewed artisans were having pacca houses, which represents good and satisfactory economic status of the artisans.

15. Saving habits in workers:

The saving habits in the people are considered as a good lifestyle activity. The savings deposited by an individual can be useful in the extreme conditions of that individual.

Figure 14: Saving habits in the interviewed artisans (Sources- Data collected from the survey) (N=150)



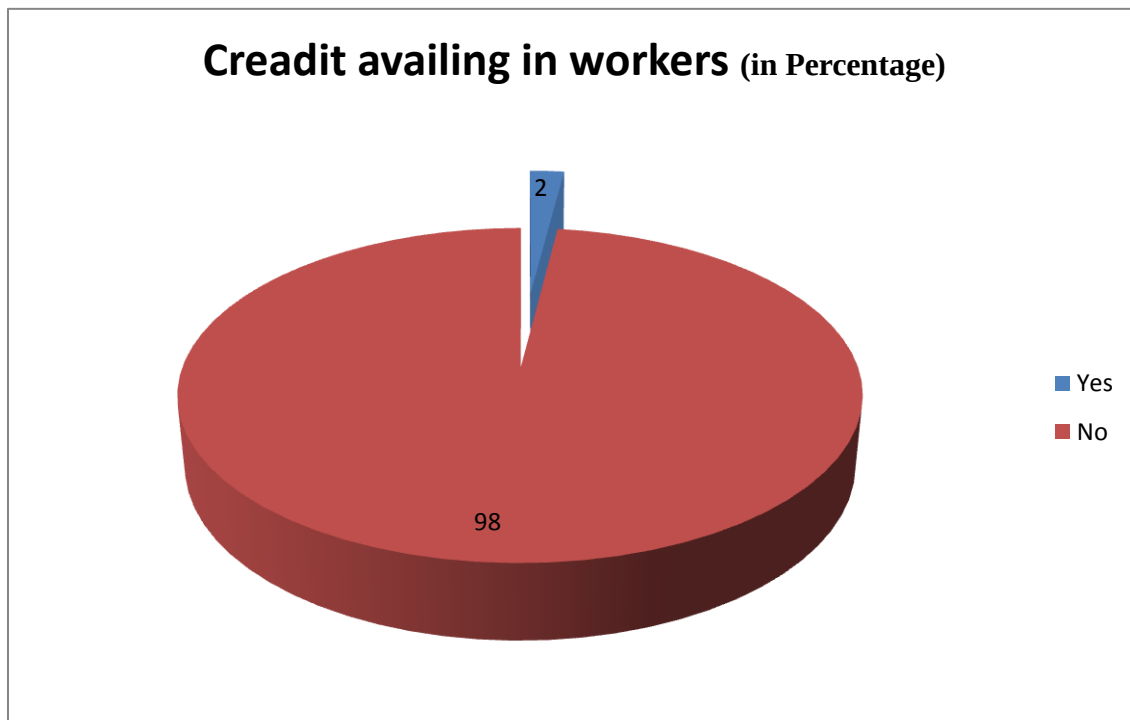
From the analysis of the above Figure 14, it can be stated that majority (95 per cent appliqué workers and 93 per cent weavers) of artisans were not having the saving habits in their lifestyle. The reason behind not gaining the saving habits in artisans is low household income and unawareness.

The artisans usually expend their all earnings for their daily needs. Only 5 per cent appliqué workers and 7 per cent weavers were following saving habits in their routine life.

16. Credit availing in workers:

The need for availing credit in people is due to accomplishment of essential needs of an individual person.

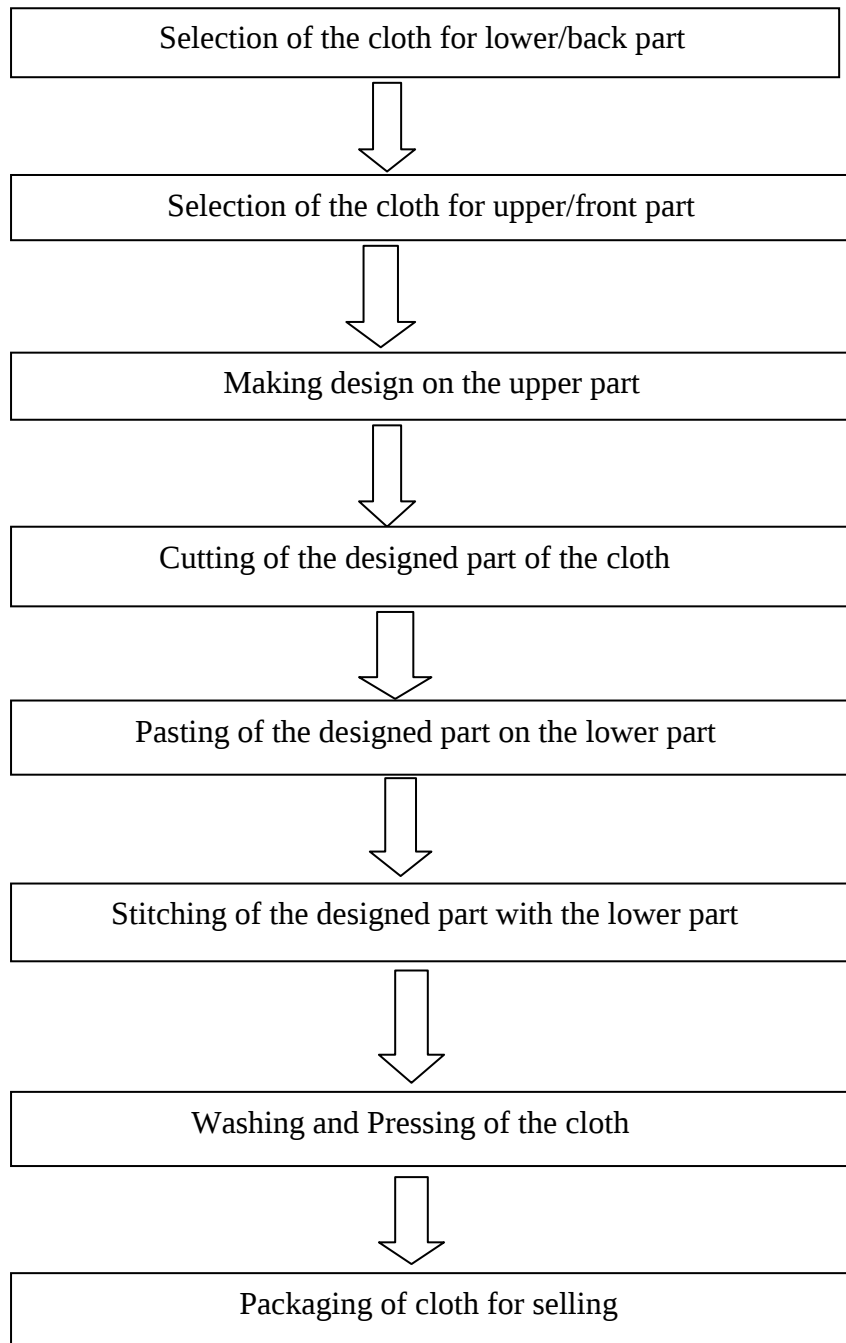
Figure 15: Credit availing among the interviewed handicraft workers (Sources- Data collected from survey) (N=150)



As the information gathered from the answers regarding credit availing in artisans, it was found that most of the workers (98 per cent) do not avail credit for fulfillment of their daily needs. They were however maintaining their expenses within their incomes.

Only 2 per cent interviewed artisans avail credit for accomplishing their daily needs. They borrow money from local money lenders for their expenditures.

6.2 Flow chart of steps involved in appliqué work:-



Chapter 7

CONCLUSION

Conclusion:-

The education status of the interviewed appliqué and weaving workers is very low. The people are not even aware about the necessary basic education required for the mental growth of an individual. This traditional handicraft work (appliqué and weaving) is totally caste based. Most of the workers associated with this traditional work belong to meghwal caste (meghwanshi) which is a schedule caste.

The workers engaged in this traditional work are in very poor condition. They are migrating from their work because of constraints such as low wages for their work, lack of work, low productivity and poor market linkages.

The workers which are working currently are not satisfied with their earnings from the traditional work. The younger generation is also not interested in this traditional work because of these constraints. The lack of motivation in artisans for the traditional work is also a considerable point.

The existing market system is also very weak. The main part of profit is earned by local agents and traders in the area because the workers are not directly connected to local and higher markets. The workers had to be satisfied within the wages given by agents.

The workers occupied in the traditional work are living in villages/hamlets, far away from urban life, however maintaining their livelihoods within the earnings from the traditional appliqué and weaving work.

Chapter 8

RECOMMENDATION

Recommendations:

Although the project desert pastorage, for appliqué workers and weavers is designed accordingly to the needs of the artisans but there will always be a scope of improvement in the running project. Based on the findings during the baseline survey of chouhtan and dhorimanna blocks of Barmer district of Rajasthan, here are some recommendations as follows:-

- According to the data collected during the baseline survey, the motivational level of the artisans, for the traditional work was found very low. More and regular awareness campaigns, related to the traditional work should be arranged for the artisans.
- It is recommended that the workers can be upgraded by introducing new interventions in their existing work system for enhanced productivity & quality work.
- The artisans should be provided direct market linkages for selling their products in local and higher markets, so that the role of the middle men/local agent/trader can be erased from the existing marketing system.
- The researcher strongly recommends that these workers can be also encouraged by providing regular work at reasonable wage rates for their work.
- It is also recommended that artisans should be motivated to work in the groups. Group formation can be done by the policy implementers and officials.

Chapter 9

LIMITATIONS OF STUDY

Limitations of study:-

In the course of the study, researcher came across with several limitations which directly or indirectly affected the study. The limitations were as follows:-

- The biggest limitation of the study was time constraint. Only one and half months was given for the data collection from the field which was not the sufficient time to complete the study without affecting the quality of the study. Due to this limitation the quality of the study was affected.
- Researcher faced problems during the data collection from the artisans, the time of data collection clashed with the harvesting time. The artisans were busy with the harvesting of their crops and so the researcher faced difficulty in contacting with them.
- The artisans were feeling uncomfortable in filling the questionnaire as they were worrying about confidentiality. They were thinking that these questionnaire were may be from the government official and the reports would be sent to the official which may affect their job work.
- Researcher also faced the problem into reaching the targeted households, for interviews in the far away villages, due to the limited transportation facility.
- Researcher also faced problem due to the unsupportive behavior of the selected artisans, during interviews.
- All inherent limitations of sampling also affected the research.

Chapter 10

REFERENCES

References:-

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- www.accessdev.org
- Filled questionnaire
- Group discussion with workers
- Interviews of workers
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- www.india-seminar.com
- India.gov.in

Chapter 11

ANNEXURE

Annexure A. Time Schedule

S#	Name of the Department	Date(s) of visit	% of time spent	People met (with designation)
1	ACCESS office, Barmer	16/04/12 29/04/12 10/05/12 18/05/12 26/05/12		Sanjay Joshi (Project manager)
2	ACCESS CFC, chouhtan	17/04/12 to 28/05/12		Jayendra Singh chawda (Field coordinator)
3	ACCESS CFC, chouhtan	17/04/12 to 28/05/12		Santan Kumar Sharma (Designer)
4	ACCESS CFC, chouhtan	27/04/12 to 28/05/12		Suryakant Choubey (Textile expert and Design coordinator)
5	ACCESS CFC, chouhtan	17/04/12 to 28/05/12		Mevaram meghwal (Senior field mobilizer)
6	ACCESS CFC, chouhtan	17/04/12 to 28/05/12		Dariya Gahlot (Field mobilizer)

Annexure B: Tables

Table 1: Education status of workers

Education level (male and female)	No. of workers
Illiterate	93
V standard	23
VIII standard	12
Metric	10
Intermediate	9
Graduate	3

Table 2: Migration of workers

Reasons for migration	Percentage
Better job opportunities	18
Technology/skill up gradation	9
Lack of work/order	27
Low wage rates for work	38
Lack of market linkages	6
Raw material scarcity	2

Table 3: Raw material procurement

Procurement medium	Percentage
Retailers/Direct from market (on cash or credit basis)	2
Agents/traders (supplied to artisans)	98

Table 4: Mode of transportation

Mode	Percentage
Bus(private/government)	37
Jeep/taxi	63

Table 5: Marketing channels

Channels	Percentage
Individual worker to agent with in village	23
Individual worker to local agents out side village (in Chouhtan/ Dhorimanna blocks)	39
Individual worker to agents in Barmer city	30
Individual worker to URMUL, Pokhran	6
Individual worker to direct markets (Barmer, Jaisalmer)	2

Table 6: Age profile of interviewed workers

Age (in years)	Weavers (Nos.)	Appliqué workers (Nos.)
<30	9	21
30-45	45	47
>45	21	7

Table 7: Caste profile of interviewed workers

Caste	Percentage
Meghwal	94
Rajput	3
Rajpurohit	2
Merasi	1

Table 8: Average number of members in family

Description	Number
No. of persons per family	4-5
No of persons earning in per family	2

Table 9: Earning members in family

Worker	Percentage
Either Male or Female	50
Male + female	38
Male + female + other members	12

Table 10: Young generations liking for the traditional work

Liking	Percentage	
	Handloom Weaving	Appliqué
Yes	10	40
No	90	60
Reasons for no		
Lack of work/order	32	31
Low productivity & wage rates	58	54
Lack of marketing linkages	10	15

Table 11: Average income of families

Workers	Monthly Income in Rs.
Weavers	2000-3000
Appliqué workers	300-500
Weavers + Appliqué workers	2300-3500
Weavers + Appliqué worker + other members	3500-4000

Table 12: Asset owned by workers

Assets	Percentage
Television	5
Vehicle	3
Land(agricultural)	62
Machines	4
House	
Pacca	19
Semi pacca	44
Kaccha	37

Table 13: Saving habits in workers

Savings	Percentage
Weavers	
Yes	7
No	93
Appliqué workers	
Yes	5
No	95

Table 14: Type of products made by workers and time consumption

Product name	Size	Time consumption per unit (man hours)
Weavers		
Single Pattu (Shawl)	L-2.50 mtr, W-1 mtr.	16
Double Pattu (Shawl)	L-3.50 mtr, W-1.75 mtr.	40
Cotton cloth	2.75 meter	8
Appliqué workers		
Cushion/pillow cover	16*16 inches	4
Bags	18*16 inches	5
Bed sheet (single)	60*90 inches	45-50
Bed sheet (double)	90*108 inches	90-100

Table 15: Credit availing in workers

Credit availing	Percentage
Yes	2
No	98

Table 16: Wages and monthly production

Product name	Wages (in Rs.)	Monthly Production
Single Pattu (Shawl)	150-200	15-20
Double Pattu (Shawl)	300-400	4-5
Cotton cloth	225	20-25
Cushion/pillow cover	5-25	20-25
Bags	5-25	20-25
Bed sheet (Single)	300-400	2-2.5
Bed sheet (Double)	500-600	1

Annexure C: Questionnaire used for base line survey

Base line Survey Form

Name of the Cluster : _____

Village / Hamlet : _____

District : _____

QUESTIONNAIRE SCHEDULE

Demographic Data

1. Name: _____ **2. Father/ Husband:** _____

3. Cast: _____ **4. Age:** _____ **5. Sex:** _____

6. WCC No: _____ **7. DCH No:** _____

8. Household Composition

No. of family members			
Men	Women	Boys	Girls

9. Education Status

	Illiterate	Literate	Matriculate	12 th pass	Graduate
Men					
Women					
Boys					
Girls					

10. Activity Details:

(Code: 1- Embroidery, 2- Appliqué, 3-Weaving,
4- Spinning 5-Dying, 6- Stitching

No. of people involved				
	Men	Women	Boys	Girls
Family				
Additional labor				

11. Acquisition of skills

(Code: 1-family trade, 2-skilled person in village,
3-training outside the village, 4-technical institutes training

12. Production details: (Code: 1-Home Furnishings (bed sheets, cushions, pillow covers, curtains) 2-
Accessories (carry bags, purses, hand bags), 3-Dress Material,

Product Name	Productivity in Peak season / month	Productivity in lean season / month

13. Raw material details (monthly)

Raw material	Raw material source	Requirement	Rate/unit	Amount spent on purchases

14. Mode of purchase of raw material

By cash/ on credit (code: 1-Cash, 2-Credit)

If on credit please give the repayment schedule:

	Credit Period 1- Month 2- Fortnight 3- Week
Raw material (primary)	
Other materials	
Labor charges	

15. Manufacturing process: a) Handloom (Pit / Frame)

b) Warm Drum

c) Spinning wheel

Source of machines: Local/ Imported

Cost of Machine: (Specify the amount in Rupees)

Whether purchased on cash or on loan: _____

If on loan specify the financial institution

Training received for operating the machine: Yes /NO

If yes, a) Name of the training institution:

b) Duration of training:

16. Whether any member of the family has received any professional

Training: Yes ☐ No ☐

If yes

a) Specify the name/names _____

b) Name of the institute: _____

c) Duration of the Training: _____

17. Types of Tools Used: Traditional ☐ Improved ☐

If using improved tools indicate the source: _____

18. Does the artisan have an idea of Production cost and Pricing: Yes / No.

If yes what is the method employed. (Give a brief note)

19. Market details

Product type	Production time per unit	Buyer	Monthly sales volume	Rate/unit

20. Any exhibitions visited (if yes, give details) _____

21. Do you sell on credit sales, what is the usual repayment period?

22. Margin obtained on manufactured products

Product type	Buyer	Margin obtained

23. Constraints faced

Nature of constraint	Description	Possible solutions
Raw material procurement		
Technology/skill up gradation		
Credit / financial linkages		
Marketing linkages		
Any other		

24. Migration to other Activities:

As compared to 3 yr. ago, do you feel that the number of people working in this family trade has-?

(Code: 1-increased, 2-remains same, 3-decreased)

25. Reasons for Migration: (put a $\sqrt{}$ mark)

- a. Better job opportunities.
- b. Lack of skill/ technology.
- c. Raw material scarcity
- d. Lack of access to Design inputs
- e. Non availability of easy credit availability
- f. Lack of marketing linkages

26. Frequency of availing credit

(Code: 1- 1month, 2- 1-3months, 3- 3-6months, 4- 6-12months,
5- More than 1 yr.)

27. Sources of credit (annual)

Source	Amount	Purpose	Rate of Interest	Order of Preference

28. Please rank the following parameters, for the selection of credit source:

1. Interest rate _____
2. Security requirement _____
3. Speed of loan processing _____
4. Repayment schedule _____

Economic Aspects

29. Annual savings and consumption (as % of income)

Income	Consumption	Savings
Amount		
% Of consumption of income		

30. Asset holdings

Asset type	No. of units	Details (specify the year)	Estimated value
Agricultural land			
Waste land			
Machines			
House			
Any other			

Annexure D: Photographs

- ❖ Tracing of appliqué work designs on the cloth:



- ❖ Cutting of the traced designs on the cloth:



- ❖ Showing the final finished product of appliqué work (the famous traditional design of appliqué work- The tree of life)



- ❖ Attending group meeting with artisans in the village:



- ❖ The traditional pit loom used by artisans in weaving:



- ❖ Showing the final finished product of weaving work (shawl):



- ❖ New design development (appliqué and embroidery) workshop held by the organization:



- ❖ Attending group meeting of ladies at CFC Chouhtan:

