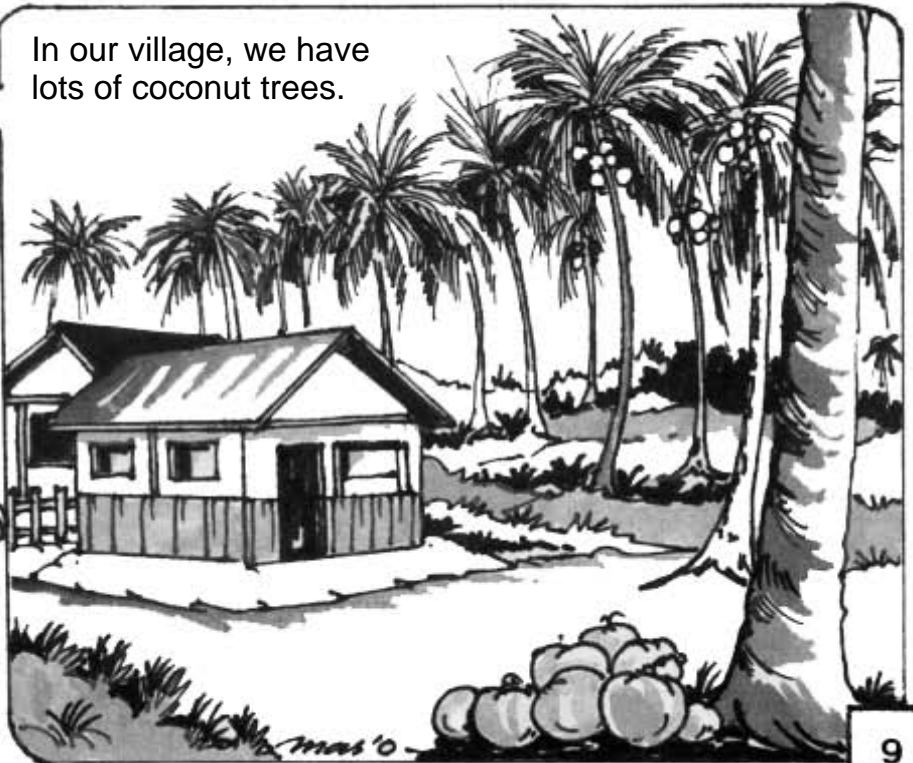


It's better to start with a craft for which you can use locally available materials and tools. Then you don't need big money to start with.

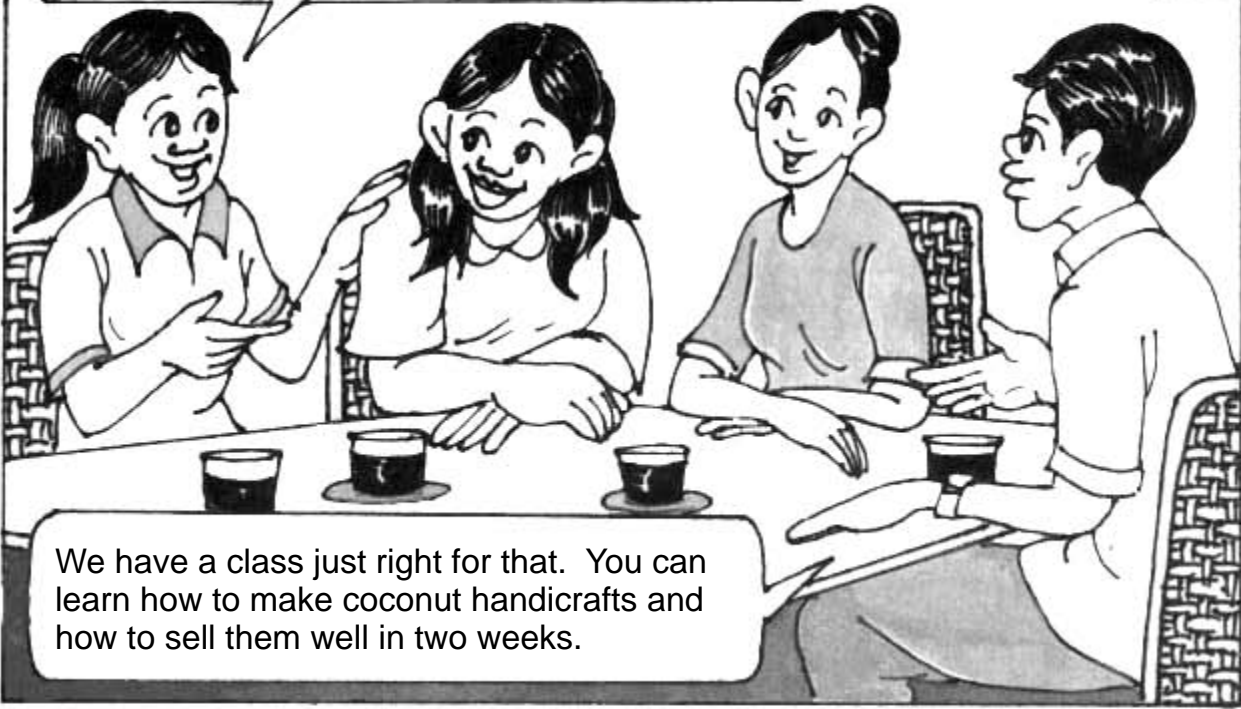
We want to learn how to make popular crafts to increase our income.



In our village, we have lots of coconut trees.



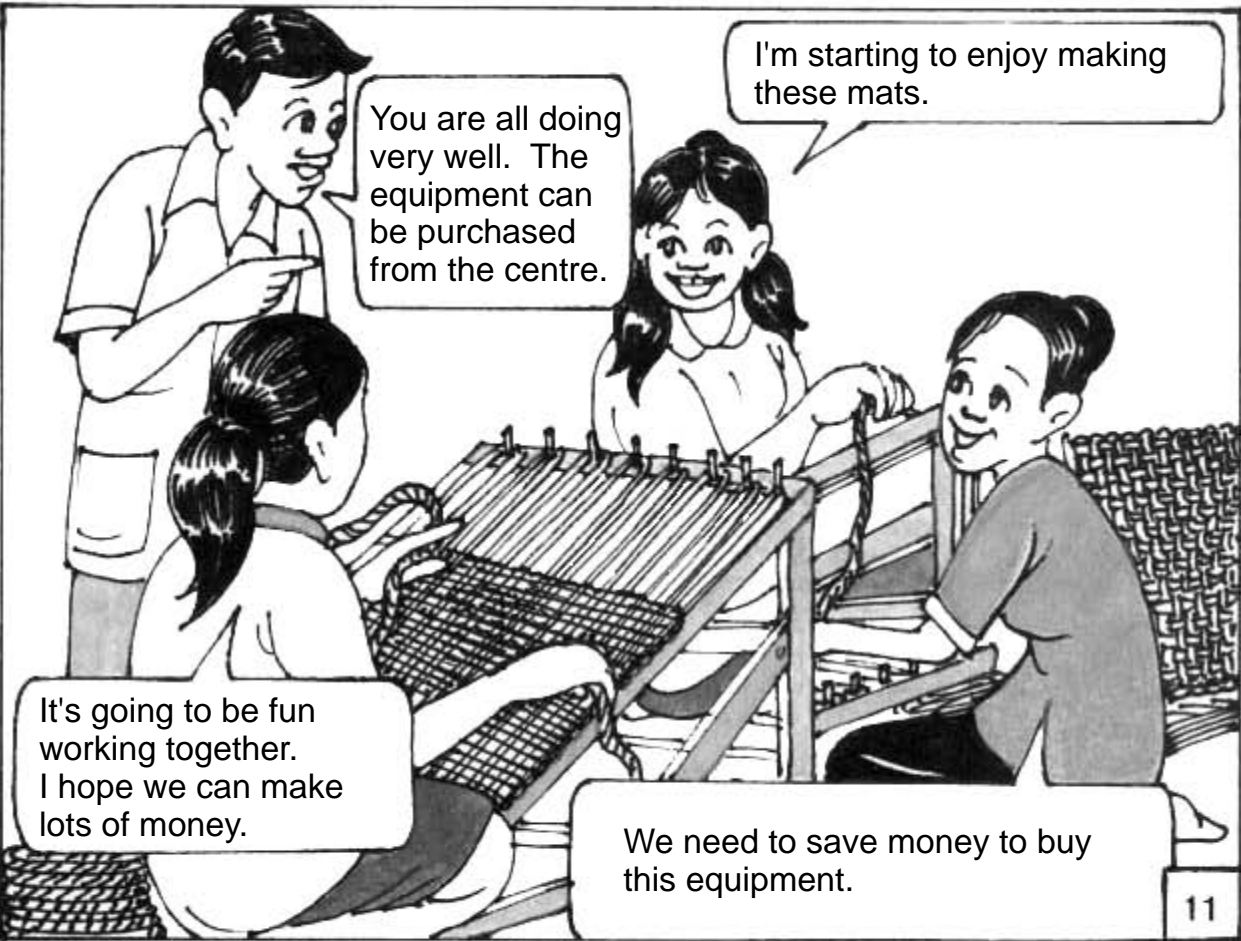
Minda, your nephew said that mats made from coconut fibre are selling well.



We have a class just right for that. You can learn how to make coconut handicrafts and how to sell them well in two weeks.

I'm starting to enjoy making these mats.

You are all doing very well. The equipment can be purchased from the centre.



It's going to be fun working together. I hope we can make lots of money.

We need to save money to buy this equipment.

All together we need 3,000 rupees to buy equipment and supplies.

That is 1,000 rupees from each of us.



I calculated the cost of making 10 coconut mats. By calculating all the cost involved in making the crafts, I can make better decisions.

Production cost calculation

1 Coconut ropes	60
2 Colour dye	90
3 Transportation to the market	+80
<hr/>	
Total production cost of 10 mats	230

Cost of making one mat
 $230 \text{ rupees} \div 10 \text{ mats} = 23 \text{ rupees}$

We contacted several craft shops and found out how much they would buy our handmade mats for.



CRAFT SHOPS	CRAFT SHOPS		
	Shop 1	Shop 2	Shop 3
wholesale price	28 rupees	30 rupees	33 rupees
wholesale price minus production cost (23 rupees)	5 rupees	7 rupees	10 rupees

Three shops are buying the same mats for different price from the makers.

Why is there a difference?



The difference is in the quality of the craft. Customers don't buy crafts that are not good. So I give good prices for good quality crafts. That's good business.