

TWAM

Tools with a Mission



Joe's Tailoring Workshop

The story begins

Joe wanted to train local women to make clothes

He decided he would set up a tailoring workshop and applied to TWAM for the sewing machines to equip it. He was told, he would have to help with the shipping costs and he managed to raise:

- 500,000 UGX or
- 1300 Zambian Kwacha or
- 290,000 Tanzanian Shillings or
- 120 US Dollars

He raised this in order to pay for TWAM to send him 10 sewing machines. He also rented a larger house to set up a workshop where the women could train. He was very happy when the sewing machines arrived and quickly recruited ten women who really needed help.

The training course lasted a year and during their training, the women were very pleased to make clothes for their families. But, they did not make clothes to sell either for themselves or to help Joe with their training costs.

At the end of their training course, none of the women could afford to buy their own sewing machine, so Joe decided he must give each of the women the sewing machine they trained on to take home.

When the women left, Joe had no sewing machines to train more women or the money to apply for some more from TWAM. He was not able to pay the rent on his large house and had to move to a smaller house, which had no room to train any women.

Joe's plans to train many women ended

1. Did Joe and Sarah do something wrong? If so, what?

A neighbour gave Joe the money to pay for another ten sewing machines from TWAM.

2. What do you think he did differently next time?

The story continues

Joe tries again to set up a tailoring workshop

Joe was very happy to receive another ten sewing machines from TWAM and persuaded a local church to give him a room for training. He found another ten women to train, but this time he asked them all to make things they could sell in the local market while they trained. They were all happy to do this and gave half the money to Joe to help pay for the costs of the workshop and kept half for themselves. From the half they kept, they used half to support their family and gave half back to Joe to save up to help buy their own sewing machine at the end of their course. The money they raised was divided:

- For every 1,000 shillings or kwacha the women made, they gave:
- Joe 500 to help fund the workshop
- Kept 500 for themselves and
- Gave 250 back to Joe to bank for them
- Kept 250 to support their own families



Joe taught the women tailoring over the coming year and they were soon able to make clothes good enough to sell in the local market. They were very happy to see their hard work rewarded when they were able to set up a small market stall to sell their clothes.

Joe was pleased to see the women helping with the costs of the tailoring workshop and was able to plan ahead and apply to TWAM for another ten sewing machines, so all the women would have a machine when they finished their course. Joe paid half and the money the women had saved up, paid for the other half of the cost of the shipping.

Joe also felt confident to rent a larger more suitable premises because he knew over the next few years of training, he would have a regular income from the women he was training.

The women were very thankful that Joe had carefully planned his workshop and that he had thought through how he would fund it and support the women once they completed their course. They were also so thankful that Joe had suggested a Micro Finance Savings scheme so they could leave the course with a TWAM sewing machine of their very own, something they never dreamed possible.

Joe's plans to train many women is a great success

1. What did Joe do differently this time?

2. What can you learn from Joe's story that will help you plan for a project that will last for many years?

If you would like to learn more about running a successful project you can download our

Running a successful project guide

From our website: www.applytotwam.uk

Tools with a Mission

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