



Sewing Business in Ecuador - Interim Report, November 2017

Your ref: 452/022: Project summary:

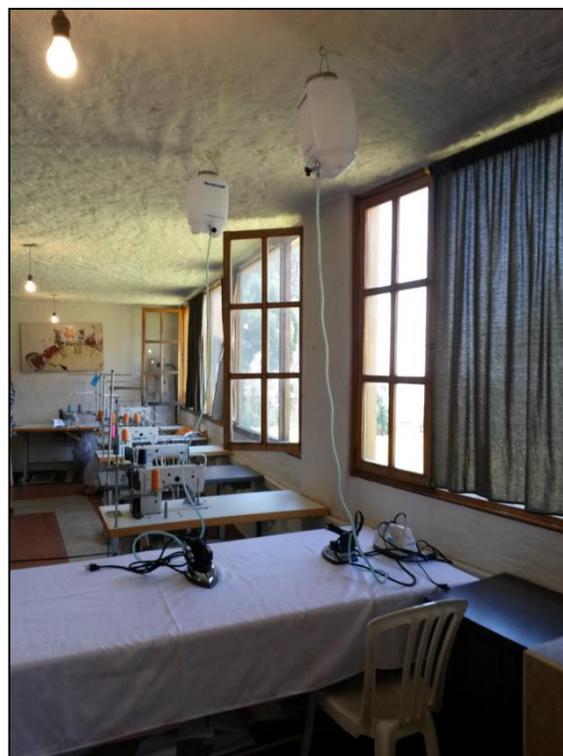
This is Year 3 of a project to help a group of women in Quito, Ecuador, set up a clothing business. Donations from Fondation Eagle in 2015 and 2016 enabled the Condor Trust to organise workshops and training for 53 women from a very low-income community, known as La Comuna, in order to learn how to produce clothing which they can sell. Progress was good, but most of the women needed further training and practice to become proficient enough to start a business.

In July 2017, Fondation Eagle made a further grant of US\$ 5,000 to fund materials and staff for six months, in order to help the women reach a sufficiently high standard to make this a viable business.



Progress in September/October 2017

From the beginning of September, a new teacher has been leading the training and practice sessions. She is a professional woman who designs and makes wedding dresses in Quito, and who is keen to work with the women on this project. She has 30 years experience in the sector, and many useful contacts within Quito. Within a few weeks, she has re-vitalised the project and come up with new sales ideas.



The women have been practicing regularly under her supervision. The classroom has also been remodelled to include ironing facilities (see left), and a generally tidier and more organised working environment.





Production and Sales

The new teacher has identified a niche which does not seem to be filled in Quito: personalised uniforms for medical staff, ie overalls/coats with the name of the hospital and the name of the person embroidered on them.

The women are therefore practicing making these garments to a high standard, using materials purchased with some of the money from Fondation Eagle. At the same time, the teacher and administrator are putting together a sales catalogue and talking to purchasing staff in a number of hospitals. Thanks to the glasses project, we already have good contacts with one of the main Quito hospitals, the Hospital Metropolitano, and there are hopes that this will be the first client.



The plan is for all the women who produce the garments to receive a proportion of the sales income. The remainder would be re-invested in materials and any necessary equipment. If sales reach a certain level, a small amount would also go to the teacher, and a small proportion to the school, Niños de Maria, which is providing the classroom space, electricity etc.

In addition, some of the women are working on simple dresses (see left), which can be sold to other mothers in the area.

