

Bhvafxts



SHOPPING WITH PURPOSE  
VIŠE OD OBIČNE KUPOVINE



# Annual **REPORT** 2017

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Bhcrafts

SHOPPING WITH PURPOSE  
VIŠE OD OBIČNE KUPOVINE

- |     |                          |
|-----|--------------------------|
| 03. | CURRENT GROWTH           |
| 03. | LOCAL SALES              |
| 04. | EXPORT 2017              |
| 05. | HISTORICAL DATA ANALYSIS |
| 05. | BENEFICIARIES            |
| 07. | IMPLEMENTED PROJECTS     |
| 07. | WHO BENEFITS THE MOST?   |
| 08. | OUR PORTFOLIO            |
| 09. | FUTURE PLANS             |

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origami



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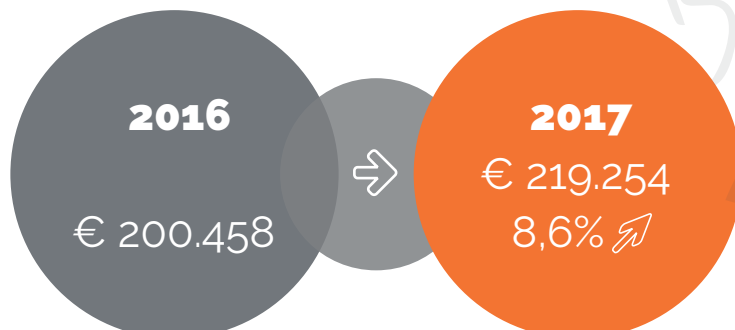


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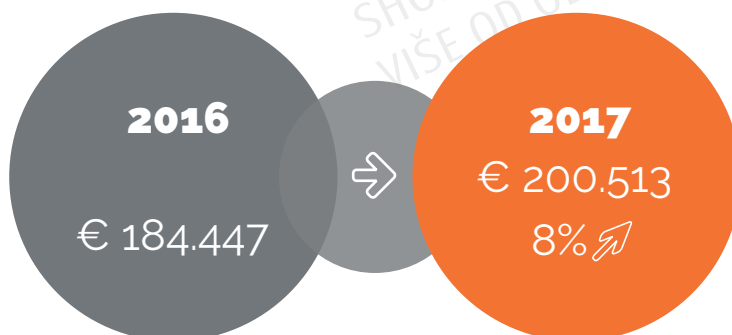
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# Current Growth



The total budget in 2017 was approximately € 219.254, which is 8,6% more than the budget for 2016.

The majority of the activities were financed through in-house sources; ie, sales of handicrafts, in the country and abroad. Income from sale was € 200.513 which is 91,45% of the overall income.



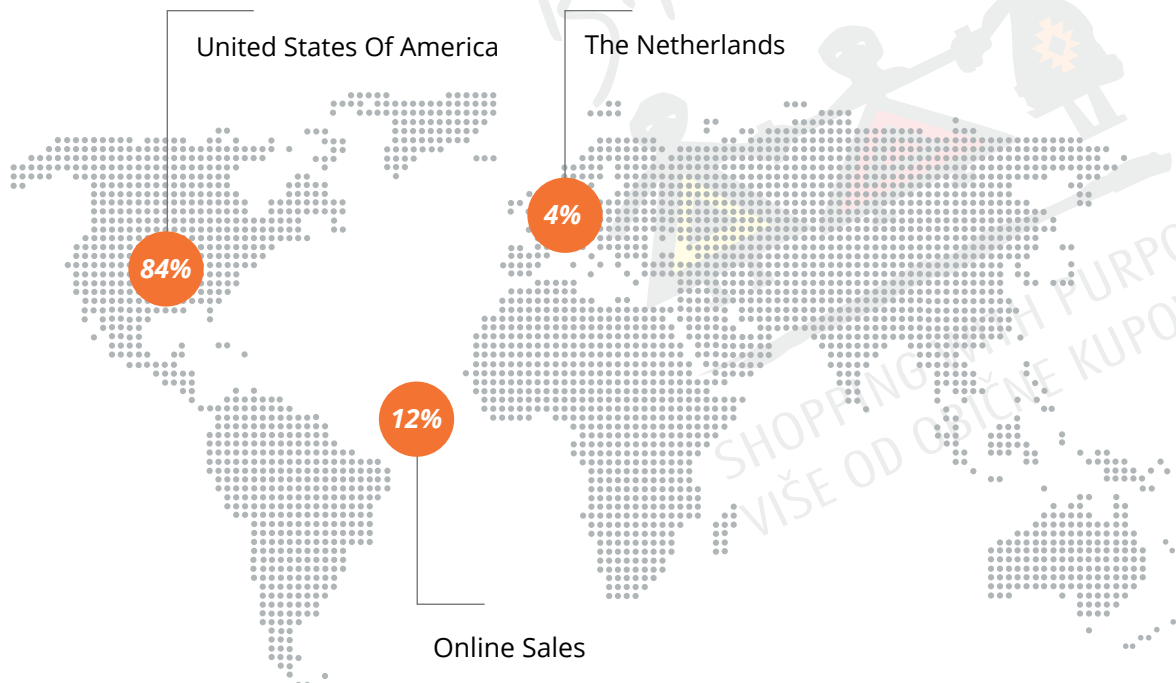
# Local Sales



The biggest part of local sales comes from the retail outlet 70% BHcrafts shop, 27% wholesale program and 3 corporate gifts program.



# Export 2017



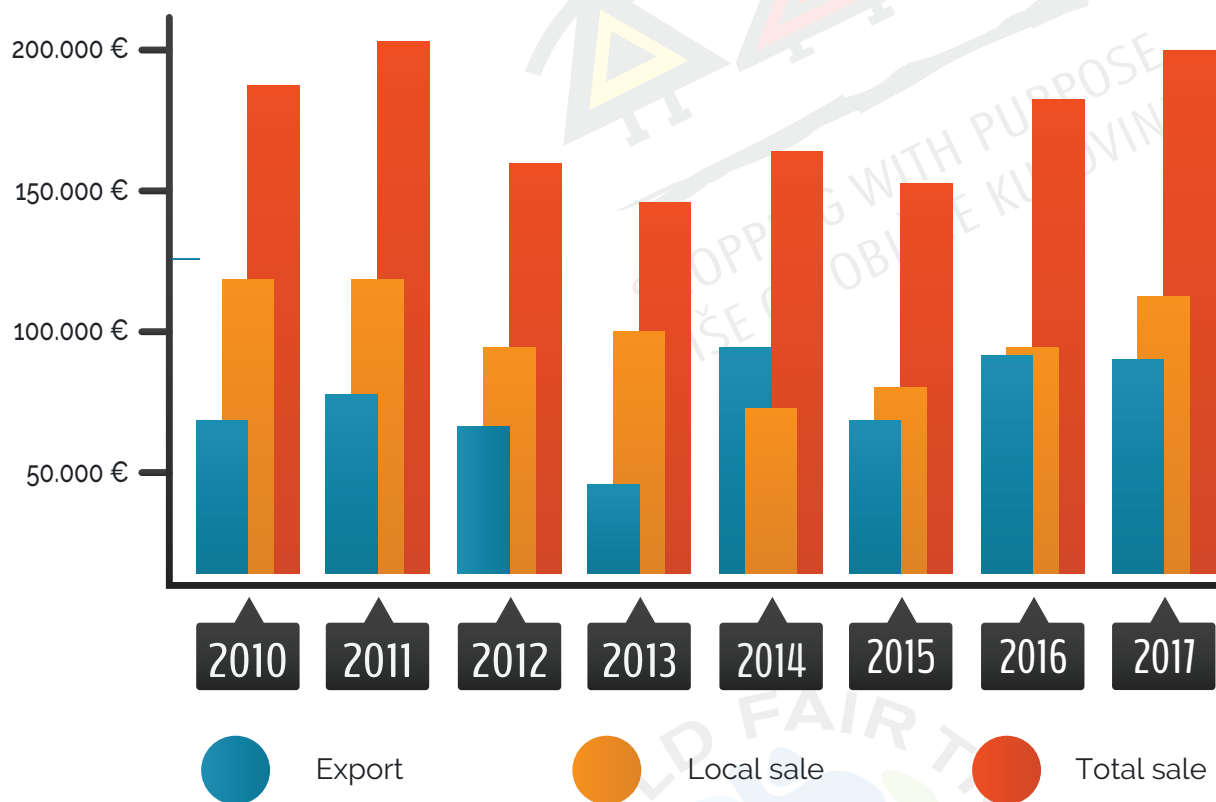
Of the total export sales (€ 88.264), the US market tops the list with 83,63%, followed by Online Sales 11,90%, and Netherlands with 3,91%, as well as Germany, Saudi Arabia, Kuwait and others.



# Historical Data Analysis



Total sale in 2017 was €200.513 which is 8.75% increase comparing to the 2016. The local sale increased for 20% while total export in 2017 was €88.264 which ended up with slight decrease for 3%



# Beneficiaries



120+ Bosnian women have been engaged in the production process and they earned the total amount of €59.723, which is +/- 30% of the total sale. The amount of €11.692 was paid for pension and health insurance and income tax (73,30% for full time employees, for the "work at home" contracts tax percentages are 18% in Fed-

eration of BiH, and 11% in Republic of Srpska).

Total VAT in 2017 was €14.393. The amount paid for the pension, health and unemployment insurance and income tax for 7 employees (2 sales persons, Designer / Production Manager, CEO and admin staff) was €18.857

Thanks to socially responsible buyers and all BHcrafts customers our beneficiaries were able to buy firewood for this winter, books and bus tickets for their school children, and last, but not least – feel more confident and useful society member



The number of 11.500 final products, plus 154.000 parts of the final products/details (crocheted flowers, felted balls etc.) made in 2017 shows the productivity, motivation and good organization of the production in this small scale social enterprise. Some of our beneficiaries considers this work as the steady source of monthly income, with the great benefit of working at home, taking care of their children, or grandchildren, gardening and doing all daily house work, at the same time.



Some of BHcrafts beneficiaries earn a decent monthly income, compared to average salary in textile sector in BiH, while the others treat this work as hobby, therapy, or additional income. Regardless the load of work they do, or ethnic background, all beneficiaries have the same treatment, with the same access to information, technical help in the production process and the same price for the work they do.



Work with BHcrafts is not just the source of income, but also improvement of skills, gained knowledge in design, colors, fashion trends and cultural heritage/tradition of different ethnic groups living in BiH. Social reintegration, raised confidence and financial empowerment are very important factors which differentiate this project from similar ones.



Increased turnover, steady percentage of self-financing and steady number of beneficiaries/producers is the best illustration of the commitment and decisiveness of all BHcrafts stakeholders to succeed and reach the goal set 23 years ago.

# Implemented Projects



BHcrafts got supported by BHcrafts Inc. with the total amount of € 9.884,35.

The other projects in 2017, all successfully implemented and reported to the donors, are as follows:

- Grad Tuzla – € 1.636,13
- Opcina Centar Sarajevo – € 2.030,85
- Federalno ministarstvo obrta - € 2.732,34

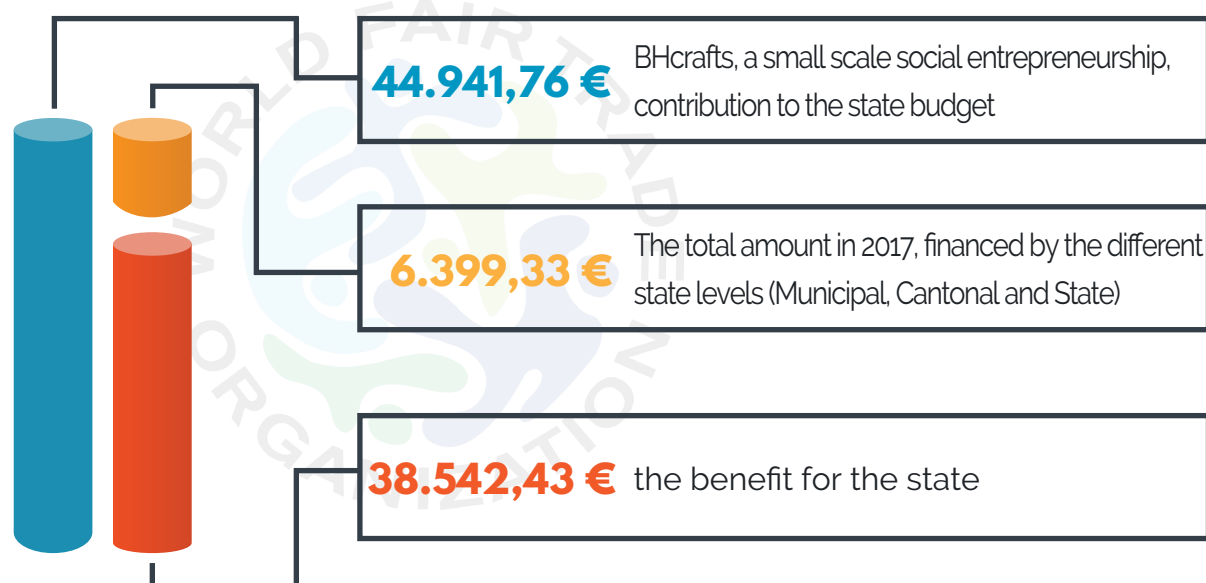
# Who benefits the most?



It's not a big job to calculate that BHcrafts, a small scale social entrepreneurship, contribute to the state budget with the amount of €44.941,76 or cca 25,5% from the total turnover.

The total amount for the projects in

2016, financed by the different state levels (Municipal, Kantonal and State) was €6.399,33 which brings us to the difference of €38.542,43 as the benefit for the state.



# Our Portfolio



## Chrocheting

Crochet is a process of creating fabric by interlocking loops of yarn, thread, or strands of other materials using a crochet hook. The name is derived from the French term *crochet*, meaning 'small hook'.



## Knitting

Knitting creates multiple loops of yarn, called stitches, in a line or tube. Knitted fabric consists of a number of consecutive rows of intermeshing of loops. As each row progresses, a newly created loop is pulled through one or more loops from the prior row.



## Embroidery

Embroidery is the craft of decorating fabric or other materials using a needle to apply thread or yarn. Some of the basic techniques or stitches of the earliest embroidery are chain stitch, blanket stitch, running stitch, satin stitch, and cross stitch.



## Felting

Felt is a textile material that is produced by matting, condensing and pressing fibers together. Felt from wool is considered to be the oldest known textile.



## Weaving

Weaving is a method of textile production in which two distinct sets of yarns or threads are interlaced at right angles to form a fabric or cloth.





# Future plans



**50!**

The fact that the average age of the current production corpus is 50 was "the alert" for BHcrafts!

Transit of skills and the knowledge will enable, not only the survival of BHcrafts project, but will, also, preserve traditional handicrafts techniques as very important part of B&H cultural heritage.

## **Strengthening fund raising capacities**



Mobilizing new generation of producers/beneficiaries is the main task in the near future. The fact that the average age of the current production corpus is 50 was "the alert" for BHcrafts to start

mobilizing new, younger, generation of project beneficiaries, enhancing the transit of skills and the knowledge from the older ones. That will enable, not only the survival of BHcrafts project, but will, also, preserve traditional handicrafts techniques, extremely

important part of B&H cultural heritage. Organizing and implementing good quality training courses is one, of a very few activities, BHcrafts still needs the donor funds for.

## **Intensive marketing activities on, both, local and export market**



New marketing strategy was developed and it's only the matter of global economy status and willingness for cooperation among the new buyers in the new markets.



