



## SEED Initiative

promoting entrepreneurship for sustainable development

Founding Partners



## AFRICA WINNER 2014

The enterprise sells and distributes biomass charcoal briquettes and cook stoves in Teso region, Uganda. Formed to help address local deforestation and environmental degradation, staff put emphasis on partnering with local groups to provide the region with clean, sustainable cooking fuel.



## Appropriate Energy Saving Technologies, Uganda

### BUSINESS MODEL

Appropriate Energy Saving Technologies LTD (AEST) utilises local resources like agricultural bio-waste to manufacture charcoal briquettes. It markets its products in combination with fuel-efficient cook stoves, modified by the enterprise for household use. Local women and youth are employed to help produce, market and sell the goods.

AEST hopes to transition to a more decentralised production model by contracting farmers to supply biochar which will be processed further by the enterprise to ensure briquette quality.

### ENTERPRISE FAST FACTS

Location	Teso region
Year founded	2011
Sector	Energy/renewables
Product/Service	Biomass charcoal briquettes, cook stoves

### Social impacts:

- Improving public health by reducing respiratory diseases related to charcoal and firewood burning.
- Reducing the distances women and children have to walk to find firewood for fuel, by providing a reliable delivery service.

### Environmental impacts:

- Decreasing deforestation for firewood.
- Reducing greenhouse gases emitted through charcoal burning.
- Reusing agricultural waste that is otherwise left to rot in fields or burnt.

### Economic impacts:

- Providing employment for 25 staff members and payments for 32 contracted farmers who supply the enterprise with agricultural bio-waste.
- Creating a local, sustainable industry that involves the local community in all business aspects, thus benefiting the region economically.

### Contact

Ms. Betty Ikalany

📧 [info@tewdi.org](mailto:info@tewdi.org)

🌐 [www.tewdi.org/aest](http://www.tewdi.org/aest)  
[www.harvestfuel.org/enterprises/tewdi](http://www.harvestfuel.org/enterprises/tewdi)

” So far we have reached over 500 households with our products and signed up seven schools, 10 restaurants, one orphanage and two hotels to use our briquettes instead of firewood.

### Scaling up activities:

- Secure USD 100,000 of funds to support investment into new, more advanced production machinery.
- Train 150 women and 200 young people to promote, popularise and advocate for widespread community adoption and use of charcoal briquettes from agricultural wastes as appropriate and sustainable fuel alternative.
- Integrate 200 farmers into the enterprise's value chain through training them to collect agricultural waste and carbonise it to make char, which is then purchased by the enterprise for the creation of its briquettes.
- Have a production capacity of five tonnes of briquettes per day within the next year.



” Our energy-saving cook stoves and long lasting briquettes not only save users' resources and time, they also reduce the health risks people face from exposure to charcoal smoke.



### Partnership

● **Teso Women Development Initiative (TEWDI)** is a Ugandan non-profit organisation formed by a group of women concerned about the region's increasing deforestation, scarcity of sustainable energy, rampant gender-based violence and ongoing human rights abuses.

● **Appropriate Energy Saving Technologies LTD (AEST)** was incorporated in 2012 and is the for-profit arm of TEWDI. Briquettes and cook stoves are the enterprise's core products.

● The **Harvest Fuel Initiative** is a New York-based non-profit organisation that has provided USD 25,000 of seed funding to help grow the enterprise and provide technical production and business management assistance.

● **Shine Africa Foundation – Teso** assists the enterprise locally by providing community education on deforestation, helping market AEST's products, and garnering community feedback on their use.



The 2014 SEED Awards in Ethiopia, Morocco, Mozambique, Namibia, Tanzania and Uganda are largely supported by the European Union, which is made up of 28 Member States who have decided to gradually link together their know-how, resources and destinies.

### About the SEED Initiative

The SEED Initiative identifies and supports promising small scale social and environmental entrepreneurs around the globe, entrepreneurs who while working towards a greener economy also tackle poverty, marginalisation and social exclusion. SEED provides these entrepreneurs with know-how and networks, taking the lessons learnt at local level up to decision-makers to promote evidence-based policy making. For more information please write to [info@seedinit.org](mailto:info@seedinit.org) or visit:

[www.seedinit.org](http://www.seedinit.org)

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