

# Foundation Stichting Afrecooking

Annual Report 2021

May 30, 2022

Since early 2019 the newly established foundation “Stichting Afrecooking” supports the following activities in Sub Sahara Africa (primarily Malawi).

## A. Mission of the foundation

- a) High efficient cookstoves for households and institutes.

The distribution of high efficient environmental friendly cookstoves for households and institutes. These activities are being coordinated by the “Promotion of Cleaner Cooking Company”, a registered NGO in Malawi. Cleaner cooking saves Money, Lives and Environment.

- b) Promotion of improved charcoal production methodologies.

The presently generally applied charcoal production method is extremely inefficient and is said to be the major source of the deforestation in many countries. Moreover the production goes along with a tremendous emission of toxic and Green House Gasses. One of staff members of the “Stichting Afrecooking” is acting as a professional consultant in the field of the improvement of the efficiency of the charcoal production. The use of sustainable biomass to replace indigenous hardwood and fossil fuel is one of the spearheads. The projects are handled in cooperation with industry, government and NGO’s.

- c) Distribution of used laptops and mobile phones

A group of people in the Netherlands is collecting phones and laptops. After testing and installing the appropriate software the products are being shipped to Malawi. If needed tiny repairs are carried out either in The Netherlands or in Malawi. The products are distributed to students mainly via universities and college's. Incidentally also directly to individual students. In order to cover part of our costs we expect a small financial contribution.

## B. Some accomplishments in 2021

1. The cookstove project; Kuphika Kwapheka (Charcoal Stoves)

### 1.1. Stove business

Due to the corona pandemic the supply of stoves was strongly reduced both in the years of 2020 and of 2021. The reason was that the production in China has been nearly completely stopped during these years. This has also reflected in our business.

On Jan. 1 2021 we had only 131 econochars (ashtray stoves), 4 woodstoves and 52 torches in stock. End of April practically all these stoves had been sold.

Happily mid of June we were informed that we could acquire the whole stock available in Nairobi: 438 Supersavers. These type of stoves are in fact too expensive for the Malawian population, but in order to keep our network of agents and their customers intact continuation of the business is a must. And therefore we decided to buy these relative expensive stoves.

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To be cost-effective the whole sale price should be at least about 52,000 MK which is far too high. We started with a whole sale of 24,000 MK while we agreed with the agents to have a fixed retail price of 28,500 MK.

Surprisingly customers accepted the price / performance combination in such a way that nearly all stoves were gone before year-end.

Mid of September Envirofit offered us a combination of the following items: 2,400 Smart Savers (unassembled), 5 Institutional Stoves and 24 G0-Grill accessories (we had to take it all). Sales will start in March 2022. In order to be able to check the fixed retail price our agents have to compile a sales report containing the contact data of the final customer. Because the majority of the agents are not able to perform a fully upfront payment we decided to deliver a limited number of stoves per consignment. Moreover there will be a more frequent contact with the agents which will minimize our financial risks.

In spite of our contacts with high-ranked governmental civil workers the Minister of Finances was not willing to exempt fuel saving stoves. Stoves are still charged with 51 % tax (import duty plus VAT).

## 1.2. PR activities

PR activities; a summary

In order to expand our market share we had allocated more funds for PR activities. More and more companies are offering charcoal stoves to the Malawian population. The competition in the field of charcoal stoves is increasing. Unfortunately we don't have hard data in order to prove that our stoves are the best performing stoves. People are, however, struggling with our prices. Cooking demonstration and responses from satisfied users will help to convince potential clients.

Our PR activities at fairs, cooking demo's and flea markets have covered nearly the whole country:

To mention a few: Salima, Mzimba, Mzuzu, Balaka, Zomba, Ekwendeni, Blantyre, Mchinji. New agents were identified; some of them were already proven to be very successful. At these events we made people interested from amongst others Salima, Kasungu, Karonga, Mzimba, Bunda and Livingstonia. We also made contact with Farmers Unions and various Women groups.

Regular adverts in newspapers and radio spots has reached another public.

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## 1.3. Request for subsidy

We responded to a call for proposals for improved cookstoves launched by Modern Cooking for a Healthier Forest; an organisation funded by USA.UKAID  
In order to make a real impact upon the rate of deforestation we initially requested to subsidize 10,000 stoves during the course of the project (2 years). Initial discussions learned us that their ambitions were not that high and therefore our final proposal assumed only 4,000 stoves. Unfortunately we did not get the grant. Apparently the evaluation team preferred locally manufactured stoves.

## 1.4. Stove testing

At the moment there are a number of cheap locally made stoves on the market which don't have a proven significant efficient improvement. Thus far no comparative test results are available. Envirofit stoves have been tested at various qualified laboratories. There is a need for a quality label for cookstoves. Initial experiments have shown that only qualified laboratories can provide reliable data.

NBS should maybe take the lead to test stoves in a qualified laboratory (under auspice of "The Clean Cooking Alliance"-a UN supported organisation).

## 2. Promotion of improved charcoal production methodologies.

### 2.1. Charcoal quality

End of 2020 MCHF requested us to organize the characterization of a number of locally produced charcoal samples. Our company was strongly involved in the interpretation and the evaluation of the data. Both the chemical composition and the physical properties of nearly all products were found to be far below the internationally accepted standards. The study has shown that the production of good quality charcoal can't be carried out by means of so-called cottage industry. Moreover the processes which have been employed thus far are emitting huge amounts of noxious gasses and liquids. A more or less professional approach is required to produce first quality charcoal on an environmentally friendly way.

### 2.2. Charcoal production

An extended literature study about all aspects of the production of charcoal has been carried out in 2020 (the "corona year"). As a result of this research a comprehensive manual for the production of charcoal became available early 2021.

### 2.3. Phata project

Together with Phata cooperative we have entered a proposal for a 300 Mt per year industrial charcoal production in Chikwawa. Before yearend we got the confirmations that the project will definitively be subsidized by MCHF. A consultancy contract will be issued and as the construction of the installation will be performed in Malawi technical drawings will have to be made.

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## 3. Distribution laptops/ phones / miscellaneous

### 3.1. Donated by Schools and Companies

#### a. The Dow Chemical Company:

Delivery of laptops started in 2021; distribution will start in the year 2022

Initially we will focus on the following institutes:

- 1 University of Livingstonia ( Ekwendeni campus)
- 2 Exploit University
3. Polytechnic University
4. Lilongwe teachers colleges
5. Nalikule college

#### b. Praktijk school “De Sprong”

In 2020 we received 73 laptops; the major part has been distributed in 2020. Only 5 remaining laptops were distributed in 2021.

#### c. VSO de Argo donated in 2021 28 laptops

### 3.2. Laptops / Phones transported to Malawi

#### a. Business travels (3 trips)

Laptops: 39

Smart phones and cell phones: 59

Tablets: 7

#### b. Container transport (container 4 and 5)

Container no 4 and 5 have been arrived in Lilongwe in October / November; the distribution took place from October until April 2022. For the sake of convenience all products have been booked in 2021.

Laptops: 79 / Phones: 50

2 Sewing machines (one electrical and one manual)

3 printers: Laser / Deskjet / Thermal

Monitor / Keyboard / Speakers / Flat screen TV

Miscellaneous (Action Camera; wireless adaptors...)

Most of the laptops which were shipped by the containers could not be checked in The Netherlands (no people available). The tests performed in Malawi showed that the quality of a number of batteries did not meet our requirements (at least 01:15 hour). After a decent discount students were nevertheless happy with those machines.

PM: About 30 % of the phones could unfortunately not be used.

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<b>Authorized condensed financial report of the cookstove project</b>			
Turnover cookstoves	10,668	Fixed assets	4,000
Costs of sales cookstoves	-19,530	Inventory	1,298
Third party donations	3,275	Debtors	3,302
Total Revenue	<u>-5,587</u>	Other Assets	39,278
		Bank and cash	9,795
Personel	4,918	Total assets	<u>57,673</u>
Depreciation	500		
Housing/Storage	1,840	Equity	57,673
PR/Communication	4,653	Creditors	
Transportation	2,329	Debt De Pooter	
Other costs	3,972	Total liabilities	<u>57,673</u>
Uncollectable debtors	276		
Financial results	1,296	Cashflow	
Total costs	<u>19,784</u>	Revenu	-7,186
		Delta assets (excl. liq.)	600
Operating Result	-25,371	Delta liabilities	0
		Total cashflow	<u>-6,586</u>
Donations De Pooter	20,233		
Charcoal project			
Laptops / Phone project	-2,048		
Total incidental revenue	<u>18,185</u>		
Overall Revenue	-7,186		

Secretary  
Marieke de Pooter

Treasurer  
Karin Risseeuw

Compiled by Giel de Pooter