

Financing the stove project in Malawi

The cookstove type which we are promoting at the moment is produced in Nairobi (Kenya). The distance between Nairobi and the final destination in Malawi is about 2200km. This means that the transport costs are an important part of the final cost price. Less than a container load is very inefficient and therefore, we have to gather funds until we can order a full 20' container with about 1400 stoves. The final cost price per stove, including transport and taxes, is about 40 USD. This is much more than an average family in the rural region of Malawi can afford. If they are lucky, they can earn some money by selling their cash crops like tobacco. But even then, the maximum they can pay is about 10 USD.

To finance the gap between the cost price of 40 USD and the selling price of 10 USD, funds are being contributed, mainly by small private donors, churches and occasionally rotary clubs. As soon as 50 % of the required money has been gathered, we may have a chance that large institutional donors like Cordaid support the project with the other 50 %.