

# **Business Model - PoA 9698 : Replacement of traditional charcoal stoves with efficient EcoRecho stoves in Haiti**

**19-20 March 2015  
St. George's, Grenada**

**WORKSHOP ON OPPORTUNITIES FOR CLEAN TECHNOLOGIES UNDER THE  
CARBON MECHANISMS**

# Outline

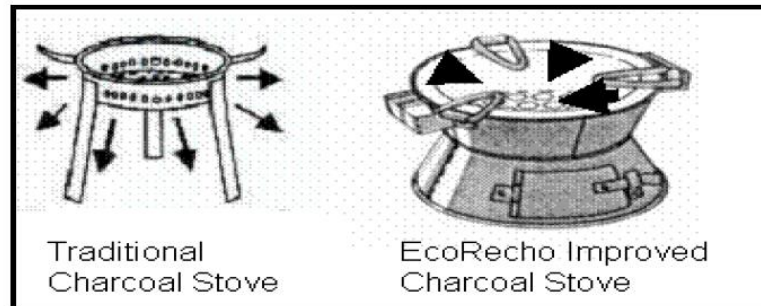
1. Background
2. Programme of Activity (PoA)
3. Business Model
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5. Challenges
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# Background

- Haiti is the poorest country in the western hemisphere with limited access to modern energy services. Charcoal and wood, being the predominant fuels, account for 70% of Haitian household energy use for day-to-day purposes
- The charcoal produced in the countryside is gathered by wholesalers and distributed through the retail chain in Port-au-Prince. It is estimated that most Haitian household spends 25-30 % of their income on charcoal
- Haiti has undergone a dramatic reduction in forest resources and is facing a rapidly depreciating forest cover, which presently stands at less than 2 percent (%) of the total land cover

# Programme of Activity (PoA)

- D&E is implementing sustainable cooking practices that can improve the environmental, economic and social conditions of Haiti
- Replacing traditional charcoal stoves with efficient EcoRecho stoves



**Figure 2: Schematic diagram and pictures of a traditional stove (left) & first EcoRecho stove model (right)**

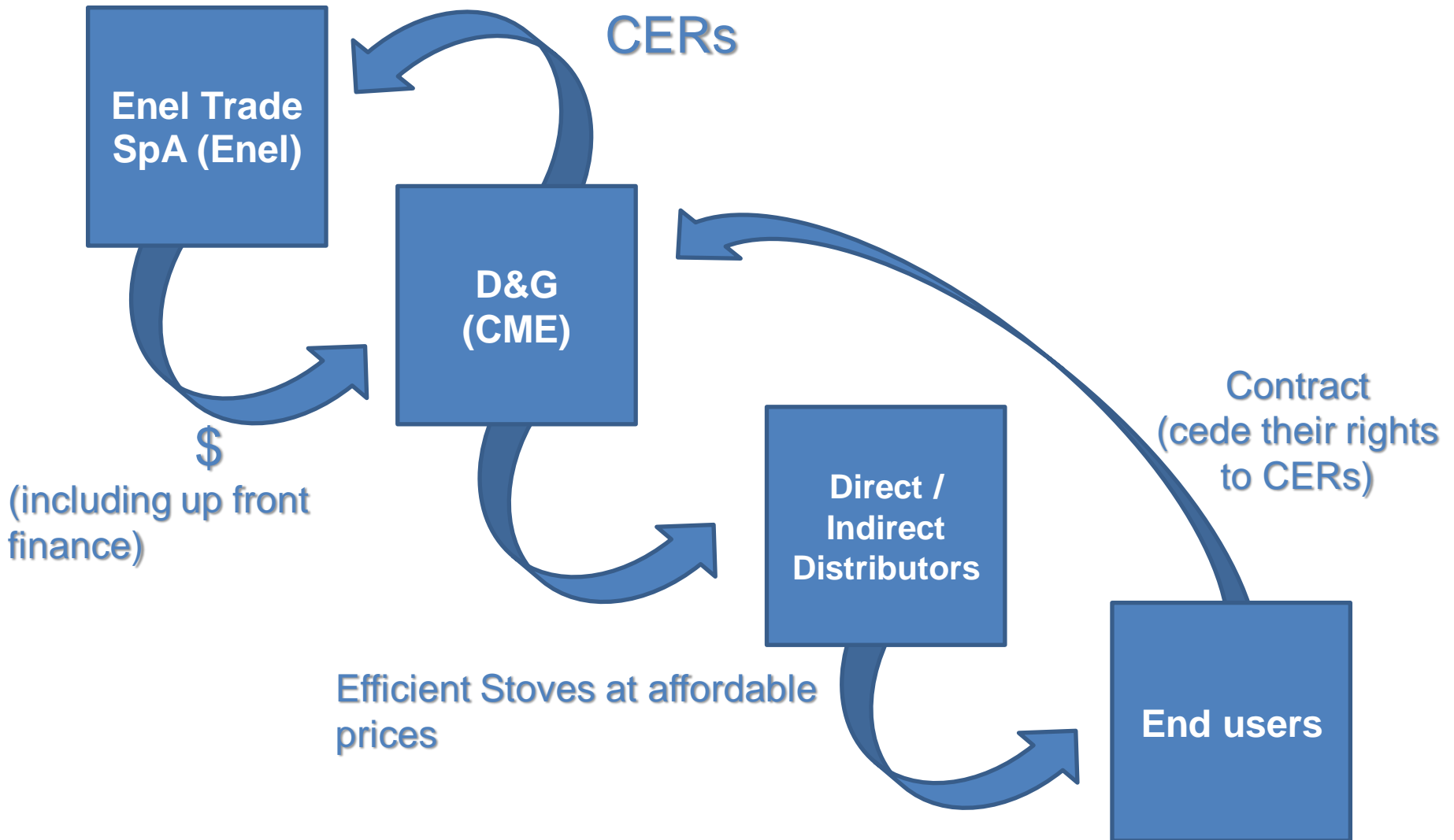
# Programme of Activity (PoA)

Parameter	Traditional stove	D&E's EcoRecho Stove
Average Life Span	6 months – 1 year <sup>15</sup>	2 -3 Years
Construction Material	Used scrap metal	New iron sheets fitted with ceramic liner to improve fuel efficiency
Economic Implications – Price	US\$2.50 <sup>15</sup>	Ranging from US\$ 8.67 for medium stoves to US\$ 11.25 for large stoves
Health Implications	Releases indoor air pollutants such as carbon monoxide, methane and other carcinogens at levels that could be dangerous to health	Lowers smoke related illnesses through reduced exposure to airborne pollutants
Environmental Implications	Exacerbates deforestation while reducing biodiversity and increasing greenhouse gas emissions	Reduces charcoal use, thus lowering rate of deforestation and greenhouse gas emissions; retains ash in stove base

# Business Model

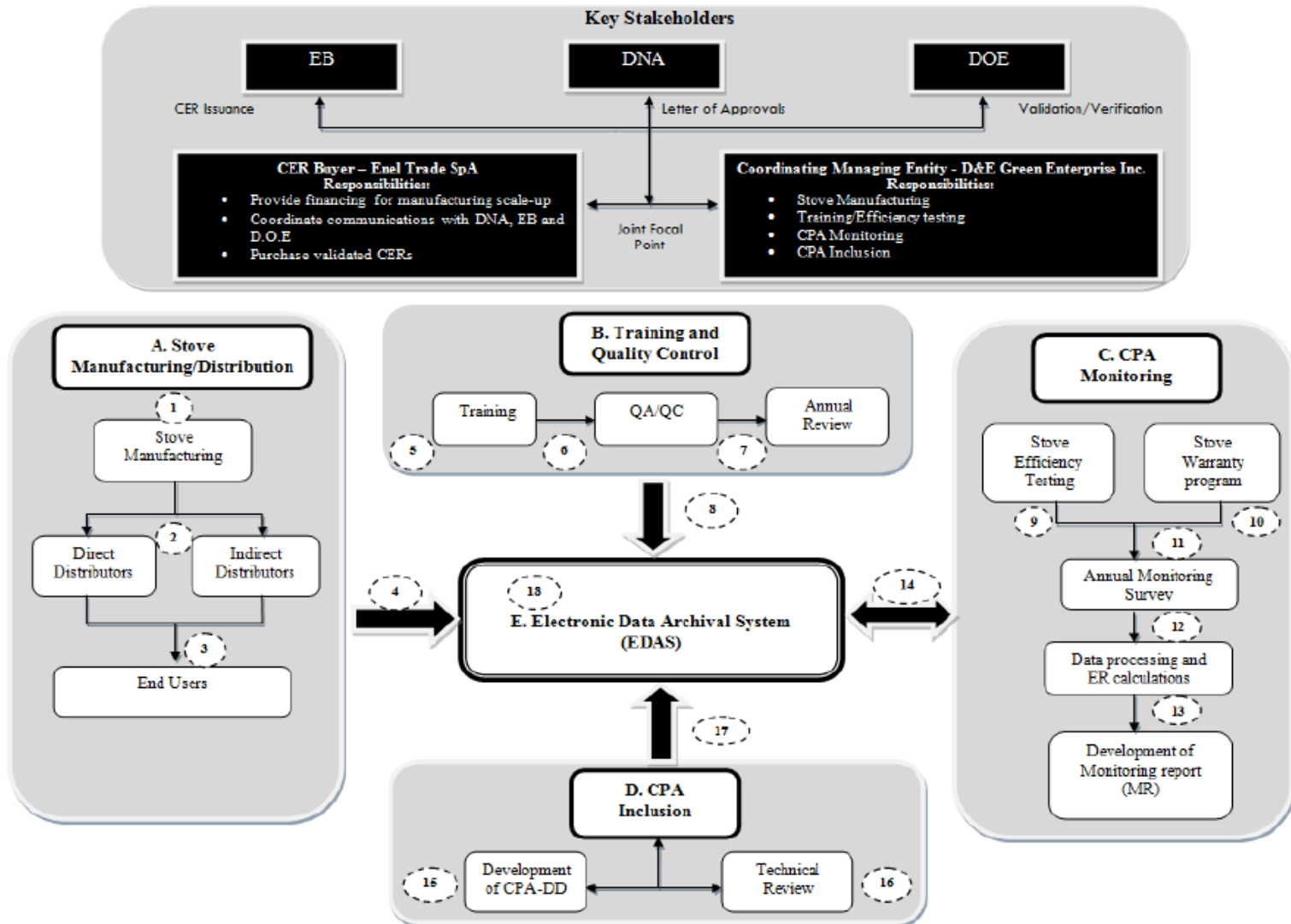
- Enel Trade SpA (Enel) will purchase the Certified Emission Reduction (CER) credits from the implemented CPAs under the PoA, and provided D&E up-front financing to install stove manufacturing machinery needed to scale up the project from the current pilot phase
- End users are able to buy EcoRecho stove at an affordable price
- End users are required to cede their rights to claim and own emission reductions (ERs) as a condition for purchasing an EcoRecho

# Business Model



# Management System

Figure 4: Management System Flow Diagram





# Challenges

- *What were the major challenges/barriers for designing your PoA? How did you address those challenges?*
- *What are the major challenges/barriers for operating your PoA? How are you addressing those challenges?*

# Final Remarks