



The WEE-Nepal program helps ICS entrepreneurs connect directly with cookstove manufacturers, forming a direct relationship to help strengthen that supply chain.

## THE MODEL

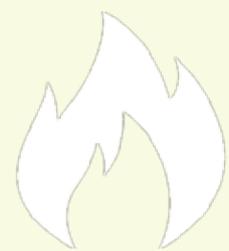
The Centre for Rural Technology, Nepal (CRT/N), in collaboration with other organisations, is training women to be energy-based micro-entrepreneurs through a programme called Promoting Women-led Enterprises for Energy Access and Local Production (WEE-Nepal). Through the programme, 300 women will gain the skills they need to construct and sell improved cookstoves (ICS) and will be connected to manufacturers to ensure access to the products they need in or order feed market demand for ICS. Not only will these women learn to install and maintain the cookstoves, but they will also learn to grow their businesses through investments, marketing, education, and quality control. In addition to those trained in ICS sales, another set of 500 women will receive business and marketing skills training to help improve their existing enterprises.

## THE STORY

Bal Kumari Magar is a respected social worker in her community. In April 2015, she learned how to operate and sell improved cookstoves through the WEE-Nepal programme. Since then, she has been active in her community, installing more than 120 fixed mud stoves and supplying more than 90 units of portable steel rocket stoves, which require less fuel than traditional cookstoves. Because of a business relationship she developed with the supplier, Bal gets a commission on every rocket stove she sells. So far, her work as an improved cookstove entrepreneur has allowed her to earn up to 24,500 Nepalese Rupees (235 USD) per month.

"I am happy that now I am skilled in ICS installation, and with that my economic status has been improved," Bal says. "Furthermore, it is also my pride to contribute to the Indoor Air Pollution Free VDC Campaign. However, sometimes it is difficult to convince people for ICS installation but I manage to persuade them by briefing [them] on its benefits."

**CRT-N was first established in 1989.**



**50,000 IMPROVED COOKSTOVES will be distributed through the promotion of 300 ICS entrepreneurs.**



CRT/N and its partners aim to train 800 women entrepreneurs as part of the WEE-Nepal initiative.

## THE IMPACT

CRT/N is working on the WEE-Nepal programme in partnership with the National Association of Community Electricity Users-Nepal (NACEUN) and Practical Action Consulting (PAC). The WEE-Nepal programme aims for its newly trained entrepreneurs to sell and install 50,000 ICS over the next three years.

Through this programme, 800 women will see strengthened economic opportunities, communities will gain access to

cleaner energy options, and the market pipeline for improved cookstove technology will become stronger and more direct.

This programme adds to decades of CRT/N work in Nepal, including the installation of 310,000 improved cookstoves, 9,000 improved water mills, and 30 hydraulic ram pumps.



Of the 800 entrepreneurs, 300 will be trained to provide education and sell improved cookstoves (ICS) within their local communities.

## ADVOCACY & AWARENESS

WEE-Nepal is connected to the national and local governments, which serves to strengthen the project and increase the likelihood of positive outcomes. The project gets policy guidance and national support from the Alternative Energy Promotion Centre (AEPC), the national nodal agency for renewable energy in the government of Nepal. In addition, WEE-Nepal works closely with the Energy, Environment and Climate Change sections of the District Development Committee as per AEPC's national framework, the National Rural and Renewable Energy Programme. The organisation is also spearheading an energy access campaign focused on gender and social inclusion, which will reach 4 million people across the country. As part of this advocacy effort, CRT/N will deploy the campaign in 30 schools.