

StoveTeam International  
Interim Report to Dining for Women  
February 2015

Organization Name: StoveTeam International

Program Title: Oaxaca Stove Project

Grant Amount: \$42,312.00

Contact Person: Katie Laughlin, Program Director

Address: PO Box 51025, Eugene OR, 97405

1. Recap briefly what outcomes the program was designed to achieve.

StoveTeam International's Oaxaca Stove Project is designed to establish a stove factory in Oaxaca, Mexico to address the urgent threat to women's and children's health posed by open cooking fires. Additional benefits of this project also include reduced deforestation; decreased emissions of climate polluting greenhouse gases; and increased opportunities for employment. Specifically, this project will create economic opportunities for the factory owner, Fermina Zarate Dominquez; approximately 4 factory employees; local suppliers of tools and materials; as well as a network of 4 women advocates who will promote the stove.

2. Has funding changed for this program? For example, have you received unexpected funding from another source?

No, funding has not changed.

3. Is your organization or program situation different than presented in the approved proposal? For example, new executive director, significant program staffing changes or NGO affiliation, loss of large funding, or other significant changes?

Since our August 2014 report, there are no organizational changes to report.

4. What challenges are you facing as you move forward with this project? How are you approaching these challenges?

As reported in our August 2014 report, the greatest challenge we have faced is consistent and effective communications with the factory. As such, progress toward Stage 1 of the Timeline has been slow. Since our report in August 2014, there has been much progress with regard to improved communication as a result of implementing weekly phone meetings with the factory owner. These meetings are ensuring progress toward our end goal, and helping to address challenges as they arise. Also, these weekly meetings have helped us to develop a strong working relationship despite the distance between the US and Mexico.

An additional challenge we have faced is the business capacity and confidence of the factory owner. As such, we have made great efforts to help increase the readiness of the business to proceed by traveling to Oaxaca, Mexico in November 2014 to review financial preparedness and stove costs, build relationships with potential supporters including foundations, capacity development providers, and loan suppliers; and to provide support and training from an existing factory owner.

5. Have you revised your original objectives since the project began? If so, why? What are your new objectives?

No, we have not revised our original objectives.

6. What progress have you made toward achieving your objectives? Please address each stated objective.

#### Objective 1: Establish a Stove Factory

The main objective of our grant is to establish a stove factory to address the health, economic and environmental dangers of open cooking fires. Much progress has been made in that regard, and we are pleased to report that as a result of the above mentioned trip to Oaxaca, Mexico in November 2014, we have begun a pilot project with the factory owner to study and evaluate stove sales and acceptance from prospective customers and support from NGO and government partners. The pilot has three main objectives, namely, 1) stove acceptance; 2) stove promotion; and 3) stove alliances. Price reduction of the stove will also be explored by determining acceptance of the stove in sample markets to estimate whether sufficient sales volume could be maintained for economical manufacture (the stove price can be substantially lowered by sustained sales of more than 250 stoves per month). The pilot will also explore a public relations campaign to improve awareness, demonstrations and selling in market places, and selling and support by local women in villages. We will also continue to explore the reduction in the cost of stove materials, efficiencies in production labor, selling expense and fixed monthly costs. Because affordability of the stove can be aided by loans, subsidies and carbon credits, each area is being explored through the pilot.

As mentioned above, StoveTeam executive staff traveled to Oaxaca in November 2014, along with Eric Ramirez, the owner of the San Miguel de Allende, Mexico stove factory, to provide financial planning, understanding of stove material costs, and production and sales preparation trainings to ensure advancement of the factory. Of particular emphasis during this trip was the importance of a robust sales program. The factory will use existing relationships with a network of indigenous farmers called CEDICAM to reach consumers in need of an ecological stove.

#### Objective 2: Implement an Outreach Program with Mixteca Women as Stove Promoters

This objective continues to be on hold and will be informed by lessons learned through the pilot project.

7. Do you anticipate any difficulties in completing your project in the timeframe outlined in your proposal?

Communications challenges have resulted in a delayed timeline for our project. Thus instead of completing the project by January 2015, as suggested in our revised proposal, we now anticipate its completion in November 2015.

8. Message to Dining for Women Membership and Donors

Stove Team International is grateful for the support of Dining for Women. With your support we are changing not only Fermina's life, but also the lives of the new factory employees, as well as the women and children throughout Oaxaca who will no longer have to suffer the damaging effects of open cooking fires.

9. Grant Expenditures (attachment)

Please see the attached budget report for an accounting of grant expenditures to-date.