

Project Status

1. Describe the activities carried out this quarter, explain any delays and changes made to the work plan

Some highlights:

1. We have many customers than we can serve - our revolving fund is depleted
Now we are looking for new capital funds - thinking of contacting a bank for loan or potential donors like USADF for additional funding, if appropriate/possible
2. We are given another opportunity to apply for new loan incentive of up to Tsh.175,000 for every biodigester we build. *Note that we already have incentives up to Tsh.225,000*
3. We have opened our headquarters in Arusha - *see the photos of our new office and staff*
4. We have built 84 biodigesters by the end of our first complete year - the target was 71

This quarter our main activities were:

i. Biogas Loan

By the end of June 2016 we have completed a total of 84 biodigesters. We received 35 new applications which we could not serve due to the limited funds in the revolving account (please consider the attached list for customers in waiting list). As demonstrated in the attached loan performance report attached, some of our customers had a repayment rate of up to 151.4% and as low as 0% - The average was 40%. Those who did not repay at all are expected to clear their debts during the harvest season (Aug - Oct). We challenged some customers that we will take them to the court - based on the Loan Agreement Form that they signed and sealed by the advocate. This helped to pressurize some of them like Mr. Welwel Daniel Quwanga - who repaid his debt. Meanwhile, we decided to listen to plea made by many customers that we should wait for the harvesting season. But we have learnt and decided to accommodate this issue of repayment at "harvesting season" - that it should be reflected in the loan form - because we give loans for flexible repayments. There is no point someone promising to pay during the period which he/she does not expect to have money.

ii. Fifth Marketing and Empowerment Seminar

On 14th June 2016 we conducted the fifth marketing and empowerment session accompanied by media coverage. The event was covered by Safina Radio, ITV, and Newspapers (Nipashe and Msemakweli) - consider the scanned copies below. The event was honored by top government leaders in Karatu District: 1. The Chairman of the District Council, 2. The District Executive Director, 3. Internal Auditor and several other heads of various departments. The training was done by a practical demonstration at the one of our customers house - Mr. Elifuraha Duwe.

Here is the ITV video link: <https://www.youtube.com/watch?v=7TieOJi4zVE>



Photo 1: Mr. Elifuraha Daniel Duwe - One of TAHUDE customers interviewed by ITV



Photo 2: Mr. Jubelet Mnyenye - The Chairman of Karatu District Council



Photo 3: Dr. Askwar Hilonga led the program

Serikali yapongeza jitihada za Gongali model kwa ubunifu wa teknolojia

Na Richard Kongo, Karatu

Serikali ya Jamhuri ya Muungano wa Tanzania Wilayani Karatu Mkoa wa Arusha imepongeza jitihada zinazofuata kutolewa na kampuni ya Gongali Model chini ya ufadhili wa Serikali ya Uingereza kupitia *Human Development Innovation Fund (HDIF)* kwa kusaidia maendeleo ya jamii sambamba na kujenga ubunifu wa teknolojia kwa wanafunzi.

Akizungumza hivi karibuni kwenye maonesho ya teknolojia katika kijiji cha Gongali Wilayani Karatu, Mkurugenzi wa Wilaya hiyo Bwana Moses Mabula ameipongeza kampuni ya Gongali Model inayooongoza na Mkurugenzi wake Daktar Askwar Hlonga kwa jitihada zake za kusambaza filia za maji kwa jamii ili kuokoa jamii dhidi ya maradhi mbalimbali yatakavyo na maji yasiyo salama kama vile maradhi ya taifodi, kipindupindu na amoeba.

Aidha alisema kuwa Wilaya ya Karatu na viongozi wake imekuwa ikikabiliana na matatizo sugu ya maradhi ya tumbo, kipindupindu, taifodi na Amoeba maradhi yanayosababishwa na tatizo la maji yasiyo salama. Hivyo kupitia ubunifu wa Dk. Hlonga wa kutengeneza chujio hizo, na kupata maono ya kuzisambaza katika

jamii, hivyo Serikali hatitaka kima bali itaunga mkono jitihada zake ili kuwaletzea wananchi maendeleo na aya njema.

"Kweli sisi kama Serikali hatuwezi kunyamaza ni lazima tushikiane naye. Kijana wetu amesoma hadi kupata PhD na ni mhadithi wa Chuo Kikuu cha Nelson Mandela hapa Arusha hivyo hatuwezi kumlaungusha katika maono yake aliyonayo katika kusaidia jamii, lazima tushikiane naye", alisema Mkurugenzi huyo.

Aidha alisema kuwa chujio hizo za maji zenye uwezo wa hali ya juu wa kuchuja maji na kuwa wadudu, ni teknolojia ya aina yake, hivyo alisisitiza wananchi kuhamasika kuokoa maisha yao kwa kutumia chujio hizo zenye dawaa ili kuokoa nguvu kazi ya taifa.

Naye Mkurugenzi wa kampuni hiyo ya Gongali Model Dk. Askwar Hlonga ambaye pia ni mhadithi wa Chuo Kikuu cha Nelson Mandela alimsukuru Mungu kwa kumsaidia kupata ushindi wa tuzo

mbalimbali katika ubunifu wa kisayansi wa kutengeneza chujio za maji zenye uwezo na umara wa kwango cha juu.

"Pamoja na jitihada hizo pia ninashukuru ufadhili wa Serikali ya Marekani kupitia USADF kwa kusaidia mradi wa Biogesiti mlambo 75 kwa vijiji 15 Wilayani humo, kikwemo kijiji cha Gongali ambapo umeokoa tani tatu za kuni na kutengeneza mbao kiasi cha tani 60 kwa mwaka alisema Daktar Hlonga.

Daktar Hlonga ambaye ametunukiwa tuzo mbalimbali za kitalia na kimataifa ikiwa ni pamoja na tuzo ya *National Health Technology Award* alisema taaluma yake hivyo hawezi kuacha katika mafundisho ya mabara alikojifunzia bali alitendeleza kwa kupokea zaidi teknolojia hiyo katika uhalisia na mwendu miongoni mwa jamii.

Aliongeza kuwa hadi sasa tayari kampuni hiyo ineshakoa maisha ya watu kwa kusaidia kugawa zaidi ya chujio mla moja na hamsini kwa lengo

la kuzua magonjwa hatariishi ya tumbo yanayosababisha vifo vingi katika jamii.

Sambamba na hilo Dk. Hlonga alibainisha kuwa tayari upo matakati wa kuanzisha na kuendeleza vito 1000 wa mradi wa maji kwa usimamizi wa Chuo Kikuu cha Nelson Mandela na ushikiano wa kampuni ya Gongali model na kampuni ya nguo ya A to Z ili kujenga aya zaidi na kuipusha maradhi ndani ya jamii.

Kwa upande wake mtaalamu wa kujitolea wa teknolojia ya Biogesiti Dk. Hong - Kyu Choi wa Solar Mission Africa kutoka nchini Korea aliwataka Watanzania kujenga uwezo wa kitalalamu katika kumua kiwango cha teknolojia yao kwa kuwa hivyo inaweza kuwa bora zaidi ya nchi nyingine.

Daktar Hong aliwapongeza wanafunzi kumi wa shule ya Sekondari ya Edith Gwara iliyoipo katika kijiji cha Gongali Wilayani Karatu, kwa jitihada zao katika ubunifu na uwezo wa kutengeneza nishati ya nguvu ya jua.



Mkurugenzi Mwendaji wa Kampuni ya Gongali Model ambaye ni Mhadithi wa Chuo Kikuu cha Nelson Mandela Askwar Hlonga (wa kwanza kutika) katika picha ya pamoja na viongozi wa Wilaya ya Karatu wakati wa maonesho ya Teknolojia ya Biogesiti na Filter yaliyojifunika katika Kijiji cha Gongali Wilayani humo. Wa mne kushoto ni Mtaalamu wa Teknolojia ya

Yaelezwa kifua kikuu siyo gonjwa la laana

Na Mwandishi Wetu, Shinyanga.

meelezwa kuwa ni imani potrofu kuwa ugonjwa wa kifua kikuu ni gonjwa linalotoka na laana au kulogwa.

Aidha Watanzania wameeleziwa

Photo 4: One of the newspapers clips

2. Explain any opportunities or problems that have affected production of your goods and services this quarter (such as changes in equipment or facilities, weather, ability to transport goods, change in prices or availability of raw materials, etc) What actions have you taken to respond to these changes?

Our biogas is now highly popularized after it has been covered on ITV. We are now receiving requests from new customers. Unfortunately, our revolving funds are drained right now. Thus, we were able to serve few customers than those who applied in June/July 2012. We are evaluating several things now - such as loan duration/repayment timings, measures for enhanced repayments, and finding another source of capital funds to be injected into the revolving account.

3. Discuss any developments that have affected your marketing or sales. What actions have you taken to adapt to these developments and take advantage of new opportunities?

TAHUDE Foundation is given an exciting opportunity for *"Call for Application on Expression of Interest for Credit Saction Incentive"*. Expression of Interest is only by invitation, and targets financing institutions (commercial banks and micro finance institutions), Savings and Credit Cooperative Societies (SACCOs) and other organizations providing credit services to Domestic Biogas users. TAHUDE is invited to apply; the winners will receive an incentive of around Tsh.175,000 per every biodigester they build.

4. Describe any successes your organization has had this quarter (such as expansion into new markets or geographic areas, provision of new products or services, etc)

1. We have opened our new office in Arusha, as demonstrated in the below photos. This office will now serve as a headquarters for our projects: Nanofilter and Biogas. More about this projects found on our website: www.gongalimodel.com & Links therein (or search **Nanofilter Tanzania** on Google).

2. After completing USADF-YALI Project for 50 water stations, our sister company, Gongali Model Co.Ltd has just won a bigger water filter (Nanofilter) project which started on 1st May 2016. This is a three years project and will have a spill over influence to our TAHUDE Biogas project; eg. joint marketing, sharing staff, joint presentation in various events, etc. For example, Dr. Hilonga has presented about the biogas project in all events where he was invited for the Nanofilter project. This include Water Show conference in South Africa, AAS Meeting in Botswana, Inter-University Council of East Africa in Nairobi, Presentation to Philadelphia visitors at NM-AIST, France National TV, and many more. Hilonga is now preparing to present at Entrepreneurship in Dar es

Salaam, Convergence conference in Paris, and Engineering a Better World in London. Biogas will be featured very well in those near future events as it was done in previous events.

IMPACT REPORT JUNE 2016

Submitted to:

USADF's YALI Grants Team – Michele, Jillian, and many staff, reviewers, and disbursers



In photo 5: *Local Entrepreneurs attending training and empowerment session in Arusha*



In photo section 6: *Some of the young people inspired and empowered*

5. Briefly evaluate the quality and usefulness of any training and technical assistance you have received this quarter and how your enterprise will put it into practice.

We received very good feedback after the marketing and empowerment session we recently conducted – the feedback from the media, particularly ITV, was also very exciting.

6. Were there any changes in management structure, staff, ownership, membership, or other key personnel that occurred during the quarter? How will this change impact the organization and how will the business adjust?

There is no change in the management structure except the increase in staff employed at Gongali Model Co.Ltd. We have employed new 16 people for the Nanofilter project. As pointed out before, those new staff help a lot in joint marketing of our products: Nanofilter and Biogas.



In photo 7: New employees for Nanofilter Project, led by Ruth Elineema Lukwaro (a lady in black suit). The biogas staff Leonard Permerna (with red belt) and Samvel Bumija (with blue jeans and sweater) also appeared on photo. Hilonga was taking the photo and other members were obscured



In photo 8: *TAHUDE/Gongali Model Co.Ltd Board Members. From left Mr. Kireri Kilonzo, Mrs. Nakaninwa Mshana, Gongali CEO Ruth Elineema Lukwaro, Merina Shaidi, Panduka Msungu, Shila Lebada, Askwar Hilonga, and Jeremiah*

7. Do you have any comments on the ADF program or other information you would like ADF to know?

We grateful that ADF has considered our request for extension of project duration - Now it will be end by 30th Dec 2016. Truly, this will give us enough time to evaluate the repayment timing because many customers have been requesting to repay during the harvest season (Aug - Oct). So, by December we will uncover the reality.

THANKS, ONCE MORE for your due consideration