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## BUILDING LOCAL STRUCTURES AND USING LOCAL RESOURCES

Project: Mwanza (Tanzania) – Würzburg (Germany)  
Promoting the use of solar-powered fishing lamps

This project was about using solar fishing lamps at Lake Victoria. For this purpose, local cooperation arrangements were established. Until now, fishers have used environmentally harmful and expensive paraffin pressure lamps for night fishing. The solar lamps are a sustainable alternative.

The project team focused on establishing local fishers' groups, and working with them to set up a rental system for solar lamps. At the same time, the aim was to create awareness of the benefits of modern technology. On the Tanzanian side, the local NGO TAREA was a key partner and was

extensively involved in project implementation. TAREA knows the needs of the fishers very well. This enabled the project to hold targeted information events, and get multipliers on board to disseminate the solar lamps. Introducing a solar lamp rental system and using the local payment system M-Pesa also proved to be highly successful measures. The locally-based company Simusolar was a reliable and efficient supplier of solar lamps. It was also able to significantly increase sales figures for solar lamps beyond the project.

## Success factors

- Good knowledge of local needs and structures already available at the beginning of the project
- Through multipliers, the project was able to reach a large number of fishers within a short period of time.
- A rental system for solar lamps and revolving funds (funds whose capital is replenished by the proceeds from projects they finance) contributed to financial sustainability.
- Solar fishing lamps have completely replaced paraffin lamps in the region; estimated annual CO<sub>2</sub> savings: 15,000 tonnes.
- Since the start of the project, the local company has been able to sell more than 60,000 solar lamps in the partner municipality and other regions.

## Practical tips

1. Work with local partner organisations to identify the needs and local structures of the target groups.
2. Use the structures of the partner organisations and, if necessary, build new local initiatives for your project.
3. Work with local initiatives to raise target-group awareness and reach out to the public.
4. Ensure financial sustainability by establishing target-group-appropriate business and payment models.
5. Where possible, enable local sourcing of products and services.

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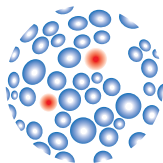
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