



TanzSolar Ltd.

7 April 2011

TanzSolar Ltd. Rural Lighting Outreach Program I August 2010 – March 2011

Final Project Report

The following report summarizes the work completed during the REA Grant Period. Rather than the original 6 months this work was completed over an 8-month period. The budget and actual expenses are detailed in the next two pages. All proposed activities were completed. These include;

- Monthly Village Market Visits
- Development of Booth for displaying products and educating villagers
- Printing of posters, banners, brochures and educational booklets
- Sales of D.light Nova S100 Solar Lights
- Testing of new products

Our original objective with this project was to develop market awareness for solar lighting products, to sell the lights we had in stock and to establish the reputation of TanzSolar as a reliable provider of solar products. Overall we felt that this program was a great success. We met our goal of selling all of our inventory of Nova lights, over 2,500 lights since May 2010. This differs from our stated goal of 3,500 in the cover letter of our original proposal. Our original aim was to begin the program in March of last year, however funding was not allocated until August, and so our inventory was already somewhat reduced by the start of the grant period.

The first educational booklets are available and are being distributed to villagers. The second one will be delivered from the printer by the end of this month.
(See attached).

Meetings were held with local government officials, religious leaders and business owners. TanzSolar met with a Musoma Municipal Council team including Mwisenge Councilor: Mr. Bwire and Vice Mayor - Mrs. Lima.

We met with local business owners, who expressed a need for solar systems which will help them run TV's, Radios, Lighting, Refrigeration and Phone charging. TanzSolar does not currently have larger systems available but we hope to be able to assist these local businesses in the near future.

We met with the Village Government Officer Mr. Chacha and his Village Hamlet Chairmen in Lukuba Island, Mara Region who also discussed their need for solar lighting, solar water pumping, TV's, Refrigeration, Phone charging, and drying fish.



TanzSolar Ltd.

We visited the DEO - Musoma Rural Secondary Dept. Ms. Severine Masinde, discussing how to support those schools having no grid power and at last she handed us 20 secondary schools in need of solar electricity.

Trips to village markets resulted in sales of lights and education of residents.



TanzSolar purchased local car-loudspeaker advertising announcements to increase public awareness about the solar lights and increase traffic at our office in Musoma and our market booth. It was difficult to determine exactly how much this increased sales, but certainly it did increase some, and many people learned about TanzSolar this way.

We have prepared a product evaluation report, which is attached. We were hoping to have assistance from the PhD. Student and the US National Renewable Energy Lab, however this grant was not awarded and so our testing results are not as thorough as we would like. Nonetheless we are continuing with our testing of these and other products.

A review of the budget and actual expenses, sales by month, product testing results, and marketing materials (brochure, banner and poster files) follows.

PO Box 836 * 6 Q Majita Road * Musoma, TZ
phone 0652 09 44 21 * email: info@tanzsolar.org



TanzSolar Ltd.



Students using solar lights supplied by TanzSolar Ltd.



TanzSolar Staff testing and labeling a shipment of Nova S100 lights.

PO Box 836 * 6 Q Majita Road * Musoma, TZ
phone 0652 09 44 21 * email: info@tanzsolar.org

Summary of Budget vs Expenses for TanzSolar Grant

TanzSolar Ltd. Rural Lighting Outreach Program I

Breakdown by Month

	Total Budget	REA Budget	TanzSolar Costshare Budget	Total Expenditures	REA Expenditures	TanzSolar Expenditures
August	4,024,779	2,814,740	1,210,039	3,871,452	2,491,452	1,380,000
September	6,541,792	5,249,350	1,292,442	3,564,250	2,184,250	1,380,000
October	7,916,792	6,624,350	1,292,442	5,202,908	2,399,408	2,803,500
November	6,121,792	4,829,350	1,292,442	6,134,810	4,754,810	1,380,000
December	4,316,792	3,024,350	1,292,442	7,826,588	5,188,988	2,637,600
January	5,107,989	3,897,308	1,210,681	5,054,659	2,694,000	2,360,659
February	145,000	145,000	-	8,495,349	1,730,360	6,764,989
March	-	-	-	9,433,190	7,270,531	2,162,659
Totals	34,174,935	26,584,448	7,590,487	49,583,206	28,713,799	20,869,407

Grant Monies Received: **26,480,000** TSH

Notes: TanzSolar spent an additional 2 months on the planned activities. Development of Educational Materials was more time-consuming than anticipated. Much of the added expense at the end was due to printing of second book. Village market trips were extended due to car repairs and weather concerns. First pass at making a market booth turned out to be inadequate - not strong enough for the weather conditions and high wind and rains.

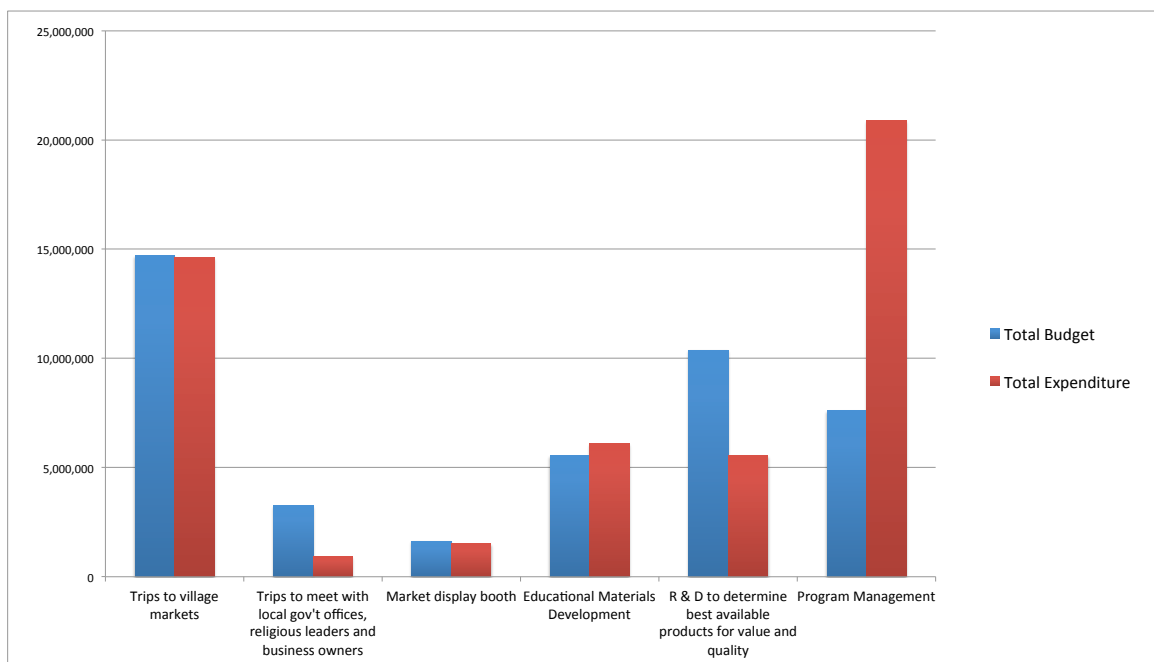
Summary of Budget vs Expenses for TanzSolar Grant

TanzSolar Ltd. Rural Lighting Outreach Program I

Breakdown by Category:

	Total Budget	Total Expenditure	REA Budget	REA Expenditure	TanzSolar Expenditure
A. REA Trips to village markets	14,710,140	14,626,551	11,768,112	14,626,551	0
B. REA Trips to meet with local gov't offices, religious leaders and business owners	3,270,420	918,810	2,616,336	918,810	0
C. REA Market display booth	1,631,250	1,508,202	1,305,000	1,508,202	0
D. REA Educational Materials Development	5,562,500	6,109,400	4,450,000	6,109,400	0
E. REA R & D to determine best available products	10,378,125	5,550,836	6,445,000	5,550,836	0
F. TanzSola Program Management	7,590,487	20,869,407	0	0	20,869,407
Totals	43,142,922	49,583,206	26,584,448	28,713,799	20,869,407

Notes: Spending by category was fairly accurate. Overall spending exceeded budget for Educational Materials (by 10%) and Program Management (by 175%). Expenditure of REA Grant monies was within 8% of budgeted. Excess paid by TanzSolar. TanzSolar's percentage of spending for this project was above the 37% originally proposed, at 42%.



TanzSolar Ltd. Rural Lighting Outreach Program I

D.Light Nova S100 Solar Light Distribution

	Lights Distributed
May-2010	40
Jun-2010	114
Jul-2010	223
Aug-2010	443
Sep-2010	403
Oct-2010	233
Nov-2010	443
Dec-2010	329
Jan-2011	151
Feb-2011	47
Mar-2011	122
Total	2548

Notes: TanzSolar received funding from REA in August, 2010. Light sales picked up considerably when we began our village market booth. As we completed the program we saw the number of lights sold going down. In February we ran out of lights to sell and made our last market trip. In late February we purchased new batteries for the lights in stock that needed them, so we were able to resume sales. From May through March the total number of solar lights distributed by TanzSolar Ltd. was 2,548.

