

# Issue #1, May 2013 : GOGLA

Dear members and friends of GOGLA,

I have just returned from our strategy meeting with our allies from the International Finance Corporation (IFC) in Washington. Together with Ned Tozun and Wolfgang Gregor we had very fruitful discussions about the IFC's commitment for the future of the Association. Aside from the various issues with regard to the transfer of activities from Lighting Global to GOGLA, it was confirmed that the IFC considers GOGLA an integral part of their off-grid strategy going forward.



Harald Schützeichel

Our annual general meeting of the GOGLA membership will take place in Munich, in conjunction with the Board of Directors meeting and the gathering of the Working Groups. The venue will be the Intersolar Exhibition which will run from 19-21 June 2013. We have secured exhibit space in order to highlight the innovative products of the GOGLA members. We encourage you to visit our booth to see the wide array of products and services from this up and coming industry.

We hope that you enjoy this first edition of our newsletter which will be issued three times per year.

Sincerely yours,

**Harald Schuetzeichel**

President GOGLA

## **GOGLA News**

GOGLA at the Intersolar Exhibition in Munich: One Venue – Three GOGLA Events



GOGLA will host a series of events during the Intersolar Europe Exhibition in Munich from 19-21

June, 2013

Letter to the World Bank



■ ■ ■ ■ NEWS

Important steps need to be taken now to allow industry the ability to establish sustainable businesses outside of the philanthropic arena, by providing the necessary funds for working capital.

Letter to the Global LEAP Award



■ ■ ■ ■ NEWS

GOGLA will not enter into an official partnership with the Global LEAP Award.

Global Off-Grid Lighting Association (GOGLA) Announces New Partnership with UNEP



GOGLA announced today a new strategic partnership with United Nations Environment Programme (UNEP) to facilitate a market shift towards energy-efficient, off-grid lighting.

The Launch of the Global Off-Grid Lighting Association (GOGLA) at the International Off-Grid Lighting Conference and Trade Fair in Dakar, Senegal



■ ■ ■ ■ NEWS

The Global Off-Grid Lighting Association made its first appearance at the International Off-Grid Lighting Conference and Trade Fair in Dakar, Senegal from 13-15 November 2012.

## Working Groups Update

For more information about working groups, please click [here](#).

Policy and Regulation

In order to better understand regulations that companies face in countries where they operate, GOGLA Policy and Regulation Working Group is conducting a survey among its members. The survey consists of questions about regulatory measures, supporting policies, duty fees and quality control measures. In addition, the Working Group Chair is currently finalizing the missions/vision/strategy document. This is the priority action item that all members need to agree upon in order to have a common understanding of GOGLA's objectives. The final draft of the mission/vision/strategy statement will be presented at the annual member meeting in June 2013.

### Quality and Standards

During the meeting in Washington DC, GOGLA and IFC discussed the transition of Lighting Global activities to GOGLA, including the future of the Lighting Africa Off-Grid Lighting Award and the creation and management of a product quality seal. It was decided to start a common IFC / GOGLA transition Working Group, which will take up activities starting June 2014. Furthermore, GOGLA will participate in the yearly revision process of the newly published IEC quality standard to provide industry opinion on the possible updates of the standard.

### Business Models and Market Intelligence

The Working Group is currently determining activities and geographical scope that it will be focusing on. The priority areas identified so far are market intelligence and consumer financing models. Lead roles and responsibilities for each activity will be determined during the next teleconference. More details to follow.

### Life Cycle and Recycling

The Working Group contributed to the joint survey conducted by IFC and GOGLA, which allowed gaining a better understanding about products and material composition in the market and collection and recycling regulations and practices in developing countries. The results of the survey will be mentioned in the report on end-of-life management of solar lanterns that IFC is currently developing. The Working Group is also co-organizing together with IFC a symposium on solutions for e-waste in developing countries, which will be held in Munich on June 21, 2013. The goal of the event is to bring together electronics and off-grid lighting sector to develop a wider collaborative effort, identify solutions, develop a road map, and enable a sustainable approach to the increasing issue of e-waste in developing countries.

## Member Articles

Getting Down to the Business of Off-Grid Lighting



With an estimated value of almost 40 billion US\$, the global off-grid market is dominated by international oil giants like Shell, Esso and British Petroleum (BP).

Don't Confuse What People Supposedly Need With What They Actually Want!



A plea for more customer focus and less social orientation.

Lighting-Up the Road to Sustainable Development for All



When exploring the challenges and the role of access to lighting (through access to energy) it is surprising to note that human nature tends to focus on differences rather than on analogies from which we can take (past) learning, thus accelerating the global transition to a sustainable society.

## Member announcements

d.light design Wins Prestigious Zayed Future Energy Prize



d.light design has been chosen as the recipient of the prestigious Zayed Future Energy Prize in the "small and medium size enterprise" category.

Nokero received a 'Patents for Humanity' Award



Nokero International has been awarded the United States Patent and Trademark Office's "Patents for Humanity Award", which recognizes organizations that brings life-saving technologies to underserved people of the world.

Coca-Cola turns to Solar Energy to Increase Sales



Coca-Cola has turned to solar energy to consolidate its market share and boost sales through provision of subsidized solar kits to soda kiosks in order to extend their operating hours.

## Financing opportunities

West Africa Forum for Clean Energy Financing (WAFCEF) Business Plan Competition



West African entrepreneurs with promising clean energy projects (renewable energy resources and energy efficiency) are invited to enter into a Business Plan Competition – the West Africa Forum for Clean Energy Financing (WAFCEF).

Competition: Renewable Energy and Adaptation to Climate Technologies Mozambique



The African Enterprise Challenge Fund (AECF) recently launched a competition for investments on renewable energy and adaptation to climate change Mozambique, with investment support ranging from \$250,000 to \$1.5m. The competition is opened for applications until the 18th of May.

**Welcome to our newest members**





For more information on all GOGLA members, please click [here](#).

### **Upcoming Events**

GOGLA Annual Member Meeting

Munich, Germany

19-20 June 2013

[Read More...](#)

Symposium on Solutions for e-Waste in Developing Countries

Munich, Germany

21 June 2013

[Read More...](#)

Asia Clean Energy Forum (ACEF)

Manila, Philippines

25-28 June 2013

[Read More...](#)

28th European Photovoltaic Solar Energy Conference and Exhibition

Paris, France

September 30 – October 4 2013

[Read More...](#)