



CLIMATE SMART COOLING SOLUTIONS

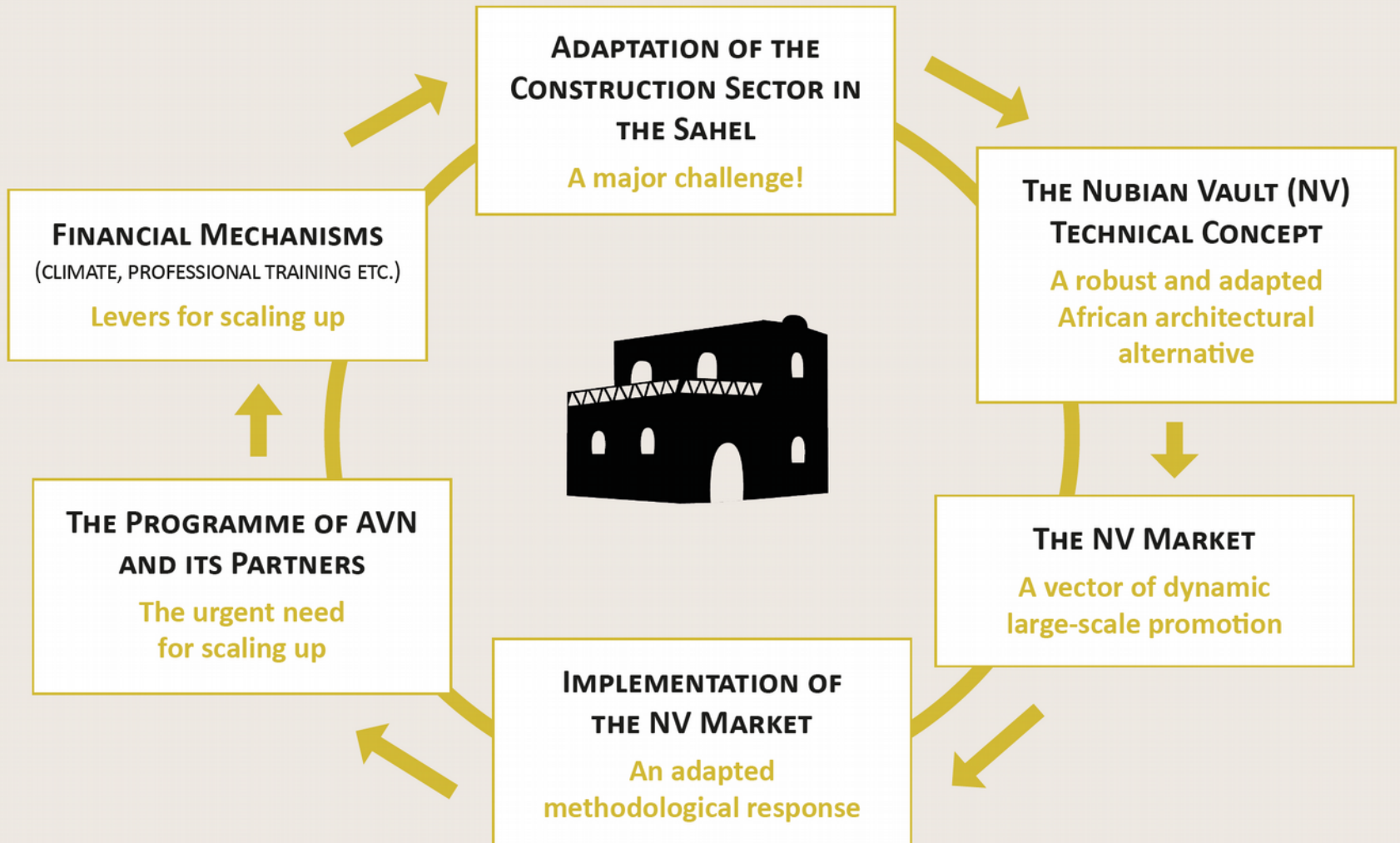
for SUSTAINABLE BUILDINGS

in AFRICA



**The Nubian Vault:
a solution for sustainable buildings
in West Africa**

Introduction



The NV Market:

A vector of dynamic large-scale promotion



The market must be the main vector for disseminating a technical proposal that is adapted, functional and verified with :

- **Training & support of a production sector** (apprentices, masons, artisans, entrepreneurs, technicians)
- **Awareness raising and accompaniment of different client groups** (rural & urban – private and public)
- **Mobilisation of all stakeholders within a business environment favouring market growth**

This methodology must be transferable to local actors (civil society development actors) who will deploy it in their territories (efficiency gains and ownership by beneficiaries).

➔ **International development funds must be mobilized over the long term to enable this methodology to be put in place and to be deployed geographically.**

➔ **Other financing tools have to be proposed and mobilized to secure, grow and sustain the eco-construction market: microfinance, bank loans, Adaptation funds, carbon offsetting, etc.**

Strengthen the market with "adaptation" and "mitigation" incentives

- Financial incentives encourage uptake of the NV concept: the leverage effect of such incentives for rural clients has been clearly demonstrated.
- Providing an incentive of around 15 - 20 % of the total cost of a NV is often enough to allow many rural clients the chance to undertake an eco-construction project.



- **Example of Green Fund financing**

Legitimate support to populations of the Sahel in taking decisions and implementing projects of adapted construction.

- **Example of "Carbon offset" financing**

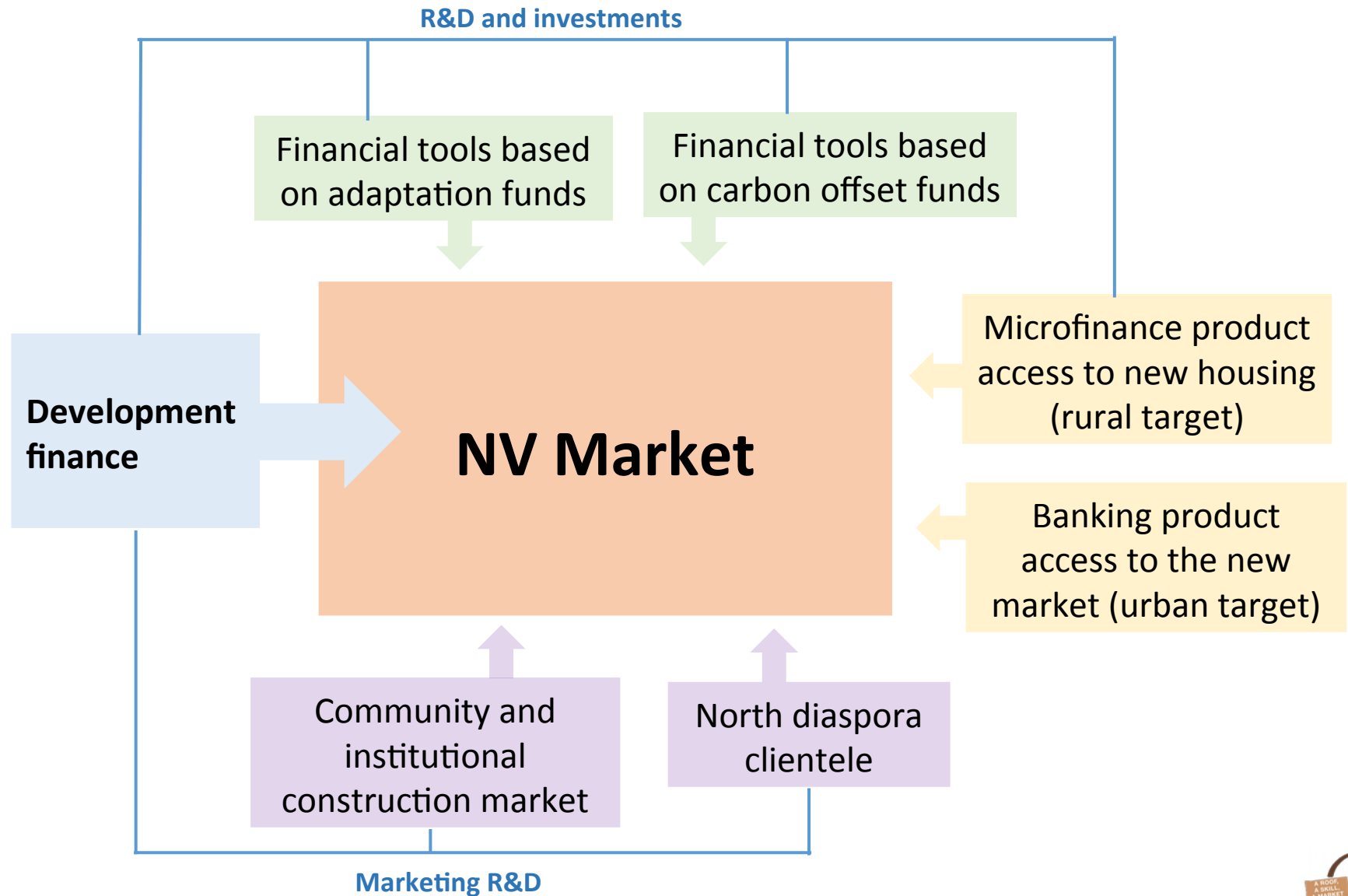
Implementation of a dynamic exchange between rural Sahelian families (able to offer mitigation of greenhouse gases by their construction methods and the decarbonisation of their homes) **and the corporate, institutional, and individual stakeholders** (wanting to invest in carbon offsetting products).

Strengthen the market with appropriate banking or microfinance tools



- **Example of the NV housing microcredit**
 - very compatible with the NV business model
 - allows rural populations access to new housing
 - serves the interests of all stakeholders involved (MFIs, clients, artisans and ultimately, the AVN program itself)
- **Example of a "green home savings plan"**
 - allows access to the new market for urban targets

Conclusion: complementarity between international development model and market business model





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