

Solar Sister



2021 ANNUAL REPORT



“There is no force more powerful than a woman determined to rise.”

- Botswana Activist Bosa Sebele



2021 certainly proved that to be true. While we all continued to feel the stresses from the effects of the COVID19 pandemic on local economies and global supply chains, the Solar Sister Entrepreneurs remained resilient and not only survived but thrived.

As one of the Solar Sister Entrepreneurs explained, when her husband lost his job as a teacher due to school closings her family had to depend on the savings she had built up from her Solar Sister business in order to put food on the table. She was grateful that her family was able to maintain their home and were in a position to rebound later in the year once her husband was able to return to work and her business picked up again. Women’s economic empowerment is essential for the stability of families, communities, and the world.

I’m proud of the strength, courage, and empathy of every person at Solar Sister. We remained steadfastly focused on supporting our network of entrepreneurs to bring clean energy to their remote communities. It is the consistent support and unwavering commitment to deliver to the hardest-to-reach families that ensure that women are given the tools and training they need to earn income for their families and bring clean energy access to their communities.

It is this same sense of determination that brought us through 2021 and enabled us to achieve new levels of success. By the end of the year, we reached a record number of Solar Sister Entrepreneurs and customers. Through the network of over 6,600 Solar Sister Entrepreneurs, we reached over two million people with access to clean energy.

I look back on 2021 with a profound sense of gratitude and I look forward to 2022 with tremendous optimism. All of this progress is possible because of the commitment and support from our community. I am so grateful for the support and guidance from you, our board, our many partners and most especially, from the Solar Sister Entrepreneurs who inspire me each and every day.

In love and light,

A handwritten signature in black ink that reads "Katherine Lucey". The signature is fluid and cursive.

Katherine Lucey,
Founder & CEO

Why Our Work Matters

Over 600 million people in sub-Saharan Africa live without electricity and over 700 million must use harmful fuels such as firewood and charcoal for cooking. Most of these people live in last-mile communities. Globally, smoke from cookstoves causes 2.6 million premature deaths and a host of other harmful health conditions.

Three Pillars Of Impact

- **Gender Equity:** Women's economic empowerment is central to realizing women's rights and gender equality. **Solar Sister eradicates extreme energy poverty by empowering African women** with economic opportunity and providing essential services and training that enable women entrepreneurs to build sustainable businesses.
- **Climate Justice:** Environmental degradation and climate change have disproportionate impacts on women and children. **Solar Sister is a climate solution that also improves human well-being, boosts equity, and helps usher in prosperity** for people in sub-Saharan Africa who are least responsible for the climate crisis.
- **Energy Access:** Energy poverty is particularly acute in sub-Saharan Africa. **Solar Sister drives impact by investing in women's clean energy businesses in Africa bringing clean energy to last-mile communities, providing local after-sales services, and offering a diverse product mix to their customers.**



Where We Work

Tanzania

- 3,706 entrepreneurs
- Solar Sister has reached more than 503,053 Tanzanians with clean energy
- Mitigated 562,546 tonnes of CO2

Nigeria

- 2,353 entrepreneurs
- Solar Sister has reached more than 273,781 Nigerians with clean energy
- Mitigated 292,518 tonnes of CO2

There is more work to do

37 million Tanzanians and 90 million Nigerians live without access to electricity

95% of Tanzanians and 75% of Nigerians cook with harmful cooking fuels





The Solar Sister Model

Solar Sister brings energy access and economic opportunity to women in sub-Saharan African "last-mile" communities by recruiting, training, and supporting women entrepreneurs. By creating a thriving network of Solar Sister Entrepreneurs, we deliver sustainable energy solutions through women's enterprises in these communities. Currently working in Nigeria and Tanzania, Solar Sister's innovative methods address the interlinked issues of gender equity, climate justice, and clean energy access.

- We use a local, grassroots business model that is structured and scalable with a culture of continuous improvement.
- Solar Sister Entrepreneurs receive a year of business training.
- At the core of Solar-Sister's model is an Avon-style "business in a bag" tailored to provide women entrepreneurs with the support they need to build and scale their businesses.
- Entrepreneurs learn about clean energy solutions and how to build a sustainable business.
- Solar Sister staff continue to mentor entrepreneurs when they finish their training. This ongoing mentoring is key to supporting women entrepreneurs.
- Solar Sister Entrepreneurs educate communities and provide high-quality solar, clean cooking solutions and after-sales service to their community's doorstep.

Solar Sister Entrepreneurs

Each and every day Solar Sister Entrepreneurs are our inspiration.

These entrepreneurs live in communities that feel the brunt of climate change, whether drought, sea-level rise, and erratic weather patterns. They are on the front lines bringing clean, affordable energy to their communities in Tanzania and Nigeria. They work every day to improve the lives of their families and communities. Providing clean, affordable energy to these communities improves people's health, saves families money, gives children light to study at night, reduces women's time spent gathering firewood, and helps mitigate deforestation and carbon emissions.



Entrepreneur Impact Stories



In 2021 **Josephine Damak** joined Solar Sister to start her own business. After eight months as an entrepreneur, Josephine has sold over 200 lamps and 10 clean cookstoves. Josephine credits her success to the monthly sisterhood meetings where the women share business information helping to improve all of their businesses.

"The profit I have made from the sales has helped me. I have been able to expand my farmland and assist in paying my children's school fees."



Lilian Knlue Saliu, a 40-year-old mother of five is a Solar Sister Entrepreneur from Rivers State, Nigeria. Before joining Solar Sister, Lilian owned a small school in her community. After some difficult health issues, Lilian now feels stronger because of her increased confidence as a Solar Sister Entrepreneur.

"The joy of being a Solar Sister Entrepreneur is that I have money to take care of myself. I am strong now and go beyond my community. I want to empower women as I was empowered."



Moshi, a Solar Sister Entrepreneur in Tanzania, set a goal of eradicating energy poverty for her entire village. In her first year, she sold more than 250 solar lanterns and clean cookstoves. She realized it was too big a task for only one woman, so she recruited three others to help her. The four women began selling clean energy technology through their strong, established networks.

"The women estimate that 75% of their town has solar and clean energy in their homes."

Our Impact To Date

Empowered more than **6,692** Solar Sister Entrepreneurs to build clean energy businesses.

Reached more than **2.9 million** people with clean energy products.

Mitigated more than **894,848 tonnes** of CO2 emissions.

Brought **\$215 million** in economic benefits to customers.



Contributing to the Sustainability Goals

Solar Sister is committed to making a measurable contribution to the Sustainable Development Goals (SDGs). We have identified nine where we can have the greatest impact.



Future Outlook

Solar Sister's goal is to scale our network to reach **10,000 women entrepreneurs** who will bring clean energy access to **10 million people**.

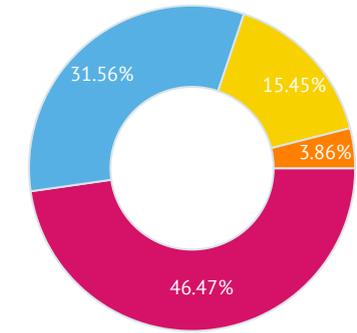
We will

- Increase women's income
- Reduce women's economic risk
- Increase women's agency
- Expand clean energy distribution
- Increase the uptake of clean energy products in last-mile communities
- Mitigate climate change and its effect on women
- Create a ripple effect on education, health, and economic improvements in households that use clean energy



2021 Financials

Profit and Loss Statement



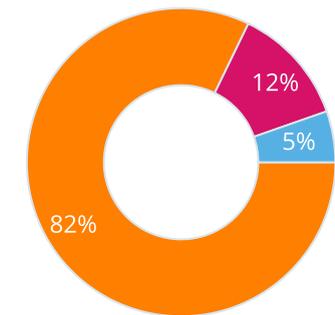
PROFIT AND LOSS STATEMENT	REVENUE (USD)
Revenue from sales	\$1,124,408
Grants	\$1,655,357
Contributions	\$ 550,275
Other Income	\$ 137,415
TOTAL	\$3,562,278

EXPENSES	
Program Services	\$3,007,846
Management + general support	\$ 456,221
Fundraising	\$ 196,045
TOTAL	\$3,660,112

BALANCE SHEET	
Assets:	
Current Assets	\$692,235
Other Assets	\$ 3,707
TOTAL ASSETS	\$695,942

LIABILITIES AND NET ASSETS	
Liabilities	\$251,884
Net Assets:	
Unrestricted	\$228,516
Temporarily Restricted	\$215,542
TOTAL NET ASSETS	\$444,058
TOTAL LIABILITIES AND NET ASSETS	\$695,942

Expenses



Board Members



Elizabeth Kaiga



Katherine Lucey



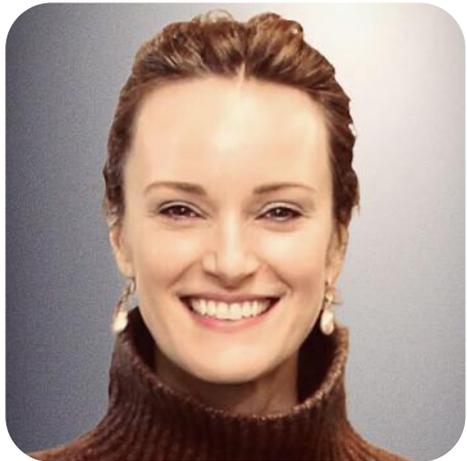
Liberata Mulamula



Linda Rich Wanerman



Lindsey Greer



Noa Gimelli,
Board Chair



Pam Darwin



Selam Gebru

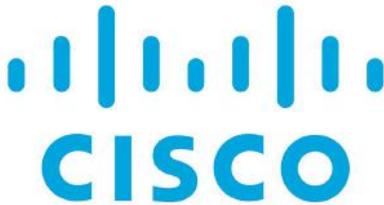


Terri Jordan



Todd Mitchell

Our Partners



Light. Hope. Opportunity.

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