



**Solar Cooking
Foundation
The Netherlands**



Annual report

2014

SCN and KoZon are going to continue together in East and West Africa

The time has come!

After many years of fruitful cooperation, the two foundations SCN and KoZon are merging and will continue their work as Solar Cooking Foundation The Netherlands – KoZon (SCN-KoZon) as of 1st January 2016.

This merger is indeed a memorable fact as SCN and KoZon have for many years now shared the same vision:

- The promotion of Integrated Solar Cooking;
- The improvement of the living standards of women with a very low income;
- Less pressure on the environment by dramatically reducing the use of firewood for daily cooking.



Integrated Solar Cooking is the use of a CookIt, a Wood-saving cooking appliance to prepare a meal and a Hay basket to finish the cooking process.

Enjoying a meal made with the help of the CookIt.

Both foundations have in recent years changed their policy from a charitable and monitoring approach to a business and advisory one. This implies that cooperation with partner organisations in the project countries needs to focus on capacity strengthening and financial independence within a period of no more than four years.

Since 1997 KoZon supports and monitors projects in the West African countries Mali, Burkina Faso, Niger and recently Senegal. Moreover in the past 10 years Solar Cooking projects were successfully implemented in refugee camps in Chad.

In December 2003, SCN started with a promising project in Eritrea. Unfortunately, SCN had to stop its activities after 4 years because the government no longer accepted the presence of foreign NGOs. SCN has been supporting and monitoring Solar Cooking projects in Uganda and Ethiopia since 2006.



The business approach works well in Uganda.

The NGO in charge steadily increases its Solar Cooking market in the southern provinces and in a large area around the capital Kampala. Customers pay the full price for the cooking appliances.

Tasty hot food is served from the Hay basket

The change to a business approach is taking much more time in Ethiopia. Nevertheless, in the six large provinces there is increasing public awareness of the need to use sustainable techniques for daily cooking. Local NGOs and governments are essential to the achievement of this objective. But it takes quite an effort to get used to paying for these cooking appliances.

SCN and KoZon are now going down this road together. Together we will be stronger and we will continue this challenging task in West and East Africa.

Clara Thomas, chairwoman

On to the merger with KoZon

Ever since in 2014, it was decided to merge, both foundations have been busy with its realisation. As outlined in the introduction, KoZon has since 1997 been working in West and SCN since 2003 in East African countries.

The name of the new foundation will be:

Solar Cooking Foundation The Netherlands – KoZon (SCN-KoZon).

As a first step, Lambert van Gils made free of charge an analysis of strengths and weaknesses of both foundations. His conclusions and recommendations will be used during and after the merger process. The new foundation's mission, vision and objectives were decided on. A detailed communication plan was drawn up as well. The action plan and timeline will serve as important guiding principles for the realisation of the merger. Early 2015, legal and tax consequences will be discussed and implemented with the help of experts. Job descriptions have been established for all function of the foundation. They will be defined in January and placed on the websites of SCN and KoZon at a later date. Those interested may obtain information about these functions' chairpersons or on the websites. SCN patron, Mr Herman Wijffels has agreed to participate in the Committee of Recommendation.

There will be little change in the implementation of ISC projects. Current project coordinators will continue to monitor on-going projects as outlined in the annual cooperation agreements. As the foundation regularly receives new project applications, there will be vacancies for among others the position of project coordinator (see *vacancies on the back of the Annual report*). During 2015, SCN and KoZon will provide further information on the names of board and work group members, the foundation's address and its new activities, on their websites and in the newsletter.

Clara Thomas

Good progress in Uganda

Solar Connect Association (SCA) has good news and some less good news. The good news is that the positive trend in production and sales of solar and other energy-saving cooking appliances has continued in 2014. SCA small social business is thriving. The sale of CookKit sets, Hay baskets and Wood-saving cooking appliances in particular has been very successful thanks to the enthusiastic commitment of SCA staff and Integrated Solar Cooking marketers. The table below shows the number of ISC cooking appliances sold in 2014, compared to the number planned in that year's business plan:

ISC cooking appliance	2014 planned	2014 realised
CookKit set, incl. WAPI	2,800	5,460
Hay basket	1,500	2,540
Wood-saving oven	3,850	5,040
Black painted cooking pan and kettle	4,800	8,460
Solar box cooker	150	19
Parabolic cooker	140	75

Demand for the Solar Box and Parabolic Cookers was much less than planned. A consequence of the relatively high cost of these cooking appliances, which makes them inaccessible to the majority of poor households in the rural areas as well as in the suburbs.



The less good news is that the construction of the Renewable Energy Centre in Biharwe/Mbarara has been seriously delayed and is experiencing substantial cost overruns. The main reasons are the initial miscalculation of the construction costs and a new VAT increase. Fortunately most problems have now been solved.

It is expected that the centre will be operational in the first half of 2015, be it one year later than planned. SCA has so far been able to finance most cost

overruns internally thanks to its positive business results.

Future plans include quality improvement and cost management of the existing ISC cooking appliances, i.e. the Solar box cooker.

Moreover, new sustainable energy products such as solar lamps and chargers for cell phones and solar panels will be introduced. SCA is going to market solar panels as well for schools and other institutional users. Another item on the programme is market expansion into other parts of

Uganda, preferably in cooperation with like-minded NGOs. ***The ISC market in Uganda is growing steadily!***

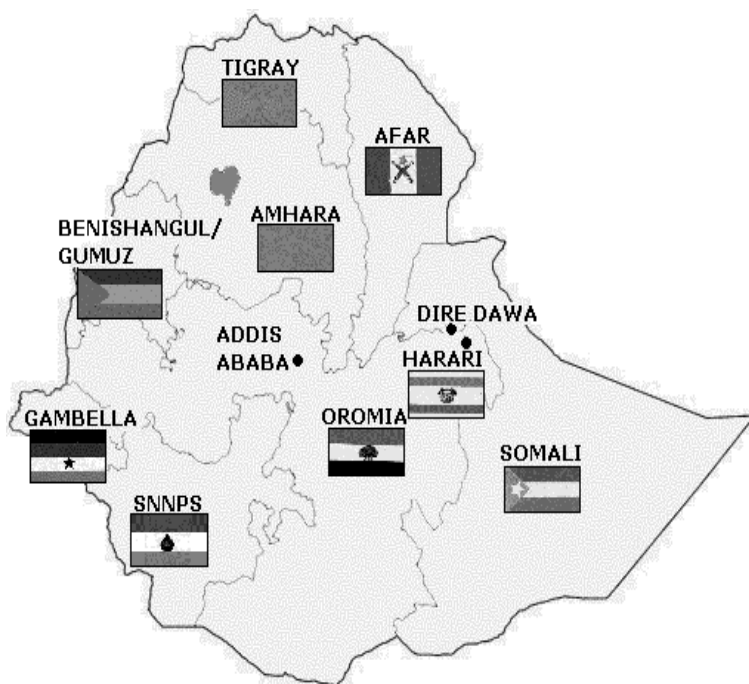


Construction and final result Renewable Energy Centre in Biharwe

Henk Crietee, project coordinator

SCN would appreciate your financial support for solar panels on the ISC Centre's roof
€ 5,000

Solar Cooking in three regions: Tigray, Amhara and Oromia



The extensive EU Renewable Energy Technology Project was started by HoA-REC/N in 2011 and is now in its final phase. The project includes the production, promotion and distribution (sale) of solar cooking, biogas and wood-saving cooking appliances; it also includes the distribution of solar lamps and panels to charge cell phones, radios or television sets. SCN has been a partner from the very beginning and Fikirte Regassa Beyene has been our representative since 2011. She is a Solar Cooking expert and a member of the HoA-REC/N EU RET executive project team. In the 6 provinces of 3 vast

regions, a total of 20 Centres have been built which were virtually completed in 2014. The production of all cooking appliances had been planned to start in 2014; this was only partially successful. Wood-saving cooking appliances were produced in temporary facilities and widely marketed in a few provinces in 2014. The production and sale of Solar CookKits, Hay baskets and WAPIs will start in the spring of 2015. Officially the project runs until August 2015.

Because of the delay incurred, it is expected that HoA-REC/N, in consultation with the EU and its partners, will decide to extend the project by one year.

In each of the 6 provinces, 1 NGO is responsible for the realisation of the production and distribution programme. It is important that small financially independent businesses are created. Each business has selected employees in 2014. They have been trained to manage the small business, to produce and market the cooking appliances and to sell lamps and small panels.



Trainers supervised by Fikirte

HoA-REC/N's Energy team, Mesfin Kinfu being the project coordinator, manages the project.

Along with other staff members, SCN colleague, Fikirte Regassa Beyene, is project officer and responsible for the realisation of Integrated Solar Cooking.

Activities in 2014 were mainly focused on the construction of the 20 centres. The purchase of materials, tools and equipment for ISC production was completed as well.

A lot of time and energy was spent on the training of staff in the 20 centres.

A training programme was developed by Fikirte and SCN for 5-day ISC training sessions for the production of ISC cooking appliances as well as for the development of skills in ISC promotion activities in markets and squares and at large events.

A very impressive result of this large-scale project is that HoA-REC/N is working hard at opening up a market for renewable energy. 2015 will show whether women will indeed adopt 'Clean Cooking' and be willing to pay for RET/ISC products.

Clara Thomas, project coordinator

The Solar Cooking business in Awura Amba needs more time.



Construction water supply and toilet building

The contract between SCN and ORDA-Awura Amba ended December 2014. Based on the results it is expected that SCN will continue to provide modest support in 2015. Discussions are currently under way with ORDA (Mr Abebaw) and Awura Amba.

An important part of the objectives was realised in 2014. The construction of the ISC centre was completed; there is electricity and water. A brick toilet building has been built next to the centre.

All tools, materials and equipment for ISC production have been purchased.

The production of cooking appliances is ready to start.

Personnel appointed in 2014 by staff of the Awura Amba community, was thoroughly trained by Fikirte with the help of Teshfinisch (ORDA).

End 2014 Awura Amba was proud to show the results of all their efforts: 399 Solar CookKits, 223 Wapis and 45 Hay baskets. The planned promotion activities were very well carried out as well: 50 demonstrations in open markets, squares and at public events in the Awura Amba and Fogera villages and in the town of Bahir Dar. In total about 8000 men and women became acquainted with Integrated Solar Cooking.



Stock available

Excellent results so far. But the marketing and sale of ISC products did not meet with success. Also, people are not used to paying the real cost price. In other projects in the past people would receive products free of charge. Together with ORDA SCN introduced a business approach and indeed it takes time to get used to that. Or rather, this is a time-consuming process for which we will free modest funds in 2015. SCN fully endorses the support of this ISC project for another year.

Clara Thomas, project coordinator

SCN would appreciate your financial support *for marketing activities and the training of women in the villages around Awura Amba: €2,500*

Working visits by Mukasa (Uganda) and Fikirte Beyene (Ethiopia)



In view of the excellent cooperation between SCN and Mukasa (Uganda) and Fikirte (Ethiopia), they were invited for a working visit to The Netherlands in April and September, respectively. One foundation specifically subsidised these visits. Mukasa and Fikirte took the 5-day course Financial Management for Non-Financial Managers at MDF in Ede-Wageningen. On top of that, working meetings were held with SCN and KoZon staff as well as with Wilde Ganzen. Current and future projects were debated at length.



The collegial bonds were strengthened. All parties experienced these visits as extremely useful.

Clara Thomas



The making of a Hay basket

SCN would appreciate your support for a new renewable energy initiative for households €7,500

Finances SCN 2014

Balance Sheet SCN

Assets	2013 Euro	2014 Euro	Liabilities	2013 Euro	2014 Euro
Bank & cash balance	48,214	57,323	Capital	11,035	17,914
<i>Receivables:</i> SCA Uganda (transport aluminium foil)	1,321	351	<i>Provisions 2014/2015:</i> Funds Project coordination	3,000	5,000
			ISC Project Awura Amba Ethiopia	14,250	2,500
			SCN Representative Ethiopia	8,500	10,000
			HoA-REC – SCN Contribution EU project - Ethiopia	9,760	9,760
			Others projects Ethiopia	3,000	7,500
			ISC Project Uganda	0	5,000
Total	49,535	57,674	Total	49,535	57,674

The provisions adopted for the 2015 financial year partly concern that year's obligations (contribution to the EU Renewable Energy Project in Ethiopia and expenses for the necessary project coordination) and partly the estimated expenses in 2015 for ISC projects in Ethiopia and Uganda. A supplementary provision of €5,000 has been included for solar panels for the ISC centre in Biharwe/Mbarara which is under construction.

SCN Statement of income and expenditure

Income	2013 Euro	2014 Euro	Expenditure	2013 Euro	2014 Euro
Donations received	80,212	53,463	PR & Promotion	4,007	3,335
Interest Triodos Bank saving account	321	310	Office Exps. SCN	1,396	747
Sales Cookits, etc.	111	149	Exps. Cookits etc.	912	0
Contr. Workshop	125	0	Exps. Workshop	48	0
<i>Provisions Projects 2013/2014</i>			<i>Expenses Projects 2013/2014</i>		
Provision ISC Projects Ethiopia	47,157	35,500	Expenses ISC Projects Ethiopia	31,583	33,948
Provision ISC Project Uganda	9,000	0	Expenses ISC Project Uganda	52,627	0
Provision Project coordination	3,736	3,000	Expenses Project coordination	4,473	7,752
			Balance	36,610	46,639
Total	131,662	92,421	Total	131,662	92,421

Provisions set aside in 2013 for the following year's on-going SCN co-financed ISC projects in Ethiopia and Uganda (Euro 35,500), were largely disbursed in 2014 (Euro 33,948). All project expenses were related to Ethiopia: the remainder of the first stage of the ISC project in Awura Amba (Euro 14,250), the annual contribution to the EU Renewable Energy Project of HoA-REC/N's (Euro 9,760) and the expenses made for SCN representative in Ethiopia Fikirte Regassa (Euro 10,000). The funds intended for the ISC project in Uganda were transferred to Wilde Ganzen in 2013. Wilde Ganzen directly transferred these funds plus the usual Wilde Ganzen bonus, to our partner organisation SCA.

The commitment of our foundation's volunteers has again been very impressive this past year. This is why the amount spent on promotion and office expenses continued to be very modest: only 7.7% of the total amount of donations and other contributions received. Breakdown was as follows: PR & Promotion Expenses 6.2% and SCN Office Expenses 1.5%.

Fundraising

Donations from various sources were received in 2014. In 2014 a total amount of Euro 53,463 in income from direct SCN fundraising was received, approx. a third less than the amount donated in 2013. The main reason for this is that in the year 2013 two large donations of more than Euro 10,000 were received compared with only one in 2014, i.e. from the MRC Holland Foundation.

The total amount of donations received in 2013 and 2014 can be broken down as follows:

Source	2013			2014		
	No.	Amt. Euro	%	No.	Amt. Euro	%
Private donations of less than 500 Euro	125	8,137	10,1	110	8,668	16,2
Private donations of 500 Euro and more	9	9,263	11,6	12	12,145	22,7
Donations from various foundations and institutions	14	62,812	78,3	11	32,650	61,1
Total Donations 2013/2014		80,212	100,0		53,463	100,0



The average amount of small donations (donations of less than Euro 500) in 2014 was Euro 79,00 (Euro 65,00 in 2013). It should be noted that almost half of the small donations received in 2014 constituted a very much-appreciated response to the appeal to our donors in our Season's Greetings and Newsletter of December 2014. Likewise, a number of larger donors responded positively to our request to do that little bit extra for the work of our foundation during the holiday season.

Henk Crietee, treasurer



Water pasteurisation is an important part of Integrated Solar Cooking. In a WAPI, myverol powder melts at 60°C at which point the water is pasteurised.

Tools and materials to make a WAPI

L-R

Kettle and WAPI

Myverol powder (wax)

Plastic thread

Storage bag and washers

WAPIs are made of ballpoint tubes.



Abbreviations used in this annual report

HoA-REC/N - Horn of Africa Regional Environment Centre/Network

RET - Renewable Energy Technology
NGO - Non-Governmental Organisation
ORDA - Organization for Rehabilitation and Development in Amhara

SCN - Solar Cooking Foundation The Netherlands

WG - Wilde Ganzen (Wild Geese)

KoZon - Foundation Cooking with the Sun

SCA - Solar Connect Association

ISC - Integrated Solar Cooking

WAPI - Water Pasteurisation Indicator

Our foundation is looking for **volunteers** in the short term.

Project coordinator (M/F)

He/she assists and advises the partner in our project countries in the setting up of small Solar Cooking businesses.

Secretary (M/F)

Next to secretarial tasks, he/she will determine policy together with other board members.

Editorial staff (M/F)

He/she collaborates in the creation and dispatching of e.g. the newsletter and the annual report.

Information and job descriptions can be obtained from the chairwoman:
info@solarcooking.nl / +31 622973785. See also www.solarcooking.nl



Solar Cooking Foundation The Netherlands

Patron: Herman Wijffels

Board: Clara Thomas, chairwoman; Marjan Hermans, secretary; Henk Crietee, treasurer;
Fikirte Regassa Beyene, ISC project officer, Ethiopia

Work group: Lianne Faili, Jolien Hessel, Jacomine Immink, Denise Schwirtz, Ton de Wit, Jan de Wit

Advisors: Arnold Leufkens, Maarten Schröder, Marjo Vervoorn

Solar Cooking Foundation The Netherlands

Secretariat: Zevenend 10, 1251RN Laren, The Netherlands

Website: www.solarcooking.nl

Chamber of Commerce no. 321 087 38

ANBI (Institution for General Benefit) arrangement

Tel.: 0031(0) 35-5311093

e-mail: post@solarcooking.nl

IBAN: NL06 TRIO 025.47.05.634

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