



**Solar Cooking
Foundation
The Netherlands**



Annual Report

2013

Solar Cooking Foundation The Netherlands at a glance

In December 2013 we celebrated the fact that for ten years already Wilde Ganzen has backed our work with excellent subsidies!

Wilde Ganzen studied our requests carefully and invariably awarded the work of our partners in Ethiopia and Uganda with outstanding financial contributions.

SCN made an urgent appeal to its donors (notably in the Newsletter) to support five Solar Cooking projects financially. The impressive amount of approx. euro 80,000 was raised. This enabled SCN to meet its obligations and the projects could be implemented as planned.

Henk Criete, Uganda project coordinator paid a working visit to our partner Solar Connect Association (SCA). Project proposals were converted into business plans. Financial independence continues towards consolidation.

All necessary preparations were made for the construction of a Renewable Energy/Integrated Solar Cooking (ISC) centre.

The ISC market kept on developing well. The sale of cooking appliances grew steadily. The Mbarara project developed further into an independent small business in Integrated Solar Cooking! A memorable feat.

The cooperation with our Ethiopian partners HoA-REC, ORDA and ANCEDA



continued to be fully satisfactory. Our colleague Fikirte Regassa in Addis Ababa has become an ISC expert and a very good coordinator. She organised training sessions in the fields of Solar Cooking, wood-saving cooking appliances, solar light and biogas for the employees of the 20 to be built RET centres.

A Solar Cooking workshop was built in the Awura

Amba village (Northern Ethiopia). Fikirte, together with the NGO PISDA trained the workshop's staff. ISC production will start in January 2014.

The Newsletter received a colourful new look with short texts. The electronic distribution of Newsletters and Annual Reports to donors and interested parties had a positive effect.

Board member Hans Le Noble left SCN in March. Debberah ten Velthuis became a member of the board.

SCN has focused its policy on the financial independence of all projects by the end of 2015.

A lot of money is still needed. Every little bit helps. Will you give us a hand?

Clara Thomas, chairwoman

The ISC market in Uganda is growing!

2013 was a memorable year for our partner organisation Solar Connect Association (SCA). Ever since its foundation in 1994 by the present director Kawesa Mukasa, SCA - an NGO focused on environmental awareness and the small-scale dissemination of solar cooking appliances - was entirely dependent on foreign donations.

A change came about in 2007 when, together with SCN, the first plans were developed to make the organisation as much as possible financially independent of external aid through the local production and sale of CookKits and other energy-saving cooking appliances.

As of that moment a fairly long learning process started for SCA as well as for SCN that reached its conclusion in 2013. SCA is still active as an NGO in Uganda as well as abroad: it informs households and trains them in the use of sustainable energy.

All this means that SCA is now the owner of a small social business for the production, marketing and sale of solar and other energy-saving cooking appliances.

SCA staff worked with a lot of commitment and motivation on both fronts. Mid 2013, SCA and SCN together formulated a business plan for a newly to be started small business. Also, the necessary preparations were made for the construction of a new ISC production and information centre in Biharwe, in the Mbarara region. To conclude, SCA staff was thoroughly trained in improved management by the SCN representative.



Promotion of Integrated Solar Cooking

Our partner SCA is doing very well indeed in Uganda. The entire SCA staff is working hard to achieve the business plan's objectives. For the year 2013 (from October 2013 to November 2014) for example, the production and sale of a total of 2,800 CookKit sets has been planned. And in the first quarter of that year a total of over 1,200 sets had already been realised!

In that same period, the production and sale of other energy-saving cooking appliances met with success as well. At the same time and within the framework of its marketing activities, SCA held, together with local ISC marketers, 70 cooking demonstrations for groups of women out of its Mbarara and Kampala distribution centres. At the request of NGOs elsewhere in Uganda, training sessions were organised for groups of women selected by local communities. They will be the future ISC marketers for these villages.

Henk Criete, project coordinator

Finances 2013

The SCN financial statement for the year 2013 is as follows:

Balance Sheet SCN

Assets	2012 Euro	2013 Euro	Liabilities	2012 Euro	2013 Euro
Bank & cash balance	62,690	48,214	Capital	12,925	11,035
Receivables: SCA Uganda (transport aluminium foil)	1,128	1,321	Fund for knowledge transfer	3,736	3,000
			Provisions 2013/2014:		
			ISC Project Awura Amba Ethiopia	11,897	14,240
			SCN Representative Ethiopia	8,500	8,500
			HoA-REC – SCN		
			Contribution EU project	9,760	9,760
			Other projects Ethiopia	8,000	3,000
			ISC Project Uganda	9,000	0
Total	63,818	49,535	Total	63,818	49,535

SCN Statement of income and expenditure

Income	2012 Euro	2013 Euro	Expenditure	2012 Euro	2013 Euro
Donations received	32,294	80,212	PR & Promotion	3,600	4,007
Interest Triodos saving account	1,593	321	Office expenses SCN	1,281	1,396
Sales CookKits, etc.	205	111	Expenses CookKits etc.	101	912
Contr. Workshop	75	125	Expenses Workshop	0	48
<i>ISC Projects Ethiopia & Uganda – Provisions made 2012/2013</i>	75,680	47,157	<i>ISC Projects Ethiopia & Uganda</i>		
			Expenses ISC Projects Ethiopia 2012/2013	33,303	31,589
			Expenses ISC Projects Uganda 2012/2013	23,493	52,627
			Balance	48,069	37,347
Total	109,847	127,926	Total	109,847	127,926

The commitment of our foundation's volunteers has again been impressive during the past year. That is the reason why the amount spent on promotion and office expenses continued to remain very modest: 6.7% of the total amount of donations received and other contributions. Breakdown was as follows: PR and Promotion Expenses 5.0% and SCN Office Expenses 1.7%.

Project Financing in 2013

Project	Euro
<i>Projects Ethiopia</i>	
ISC Project Awura Amba (through ORDA)	11.557
ISC/Moringa Project Arsi Negele (ANCEDA)	2.575
SCN contribution to EU Project HoA-REC	9.760
Expences SCN Representative Ethiopia, also HoA-REC staff member	7.697
<i>ISC Project Uganda</i>	
ISC Project in Biharwe/Mbarara (SCA)	
Pre-financing for land purchase	4.500
Action proceeds SCN to account 40000 Wilde Ganzen	48.127

<i>Total financing ISC Project Uganda</i>	
Action proceeds SCN to account 40000 Wilde Ganzen	48.127
Bonus Wilde Ganzen (55%)	26.470
Contribution SCA	3.653
Available for ISC Project Biharwe/Mbarara	78.250

Fundraising – Outstanding support

SCN has worked very hard to raise the necessary funds for the five planned projects in Uganda and Ethiopia. Many organisations, private persons and foundations were approached. The many positive reactions were truly gratifying. In 2013 a total amount of euro 80,212 in income from direct SCN fundraising was received, which is considerably more than the amount of euro 32,294 donated in 2012. The total amount of donations received in 2013 from the various groups of donors can be broken down as follows:

Source	No.	Amount Euro	%
Private donations of less than 500 Euro	125	8,137	10.1
Private donations of 500 Euro and over	9	9,263	11.6
Donations from various foundations and institutions	14	62,812	78.3
Total Donations 2013		80,212	100.0

Together with the coordinators of the ISC projects in Ethiopia and Uganda, the SCN board wishes to thank all donors for their trust placed in SCN. But it is perhaps even better to hear the words voiced by Kawesa Mukasa, our partner in Uganda:



“SCA is very grateful for your support whose outcome and effects will resonate in the savannah plains and households of countless communities in Uganda for unknown number of years, if not generations. I am assuring you that every cent will go to its intended purpose, accounted for and results will speak for themselves. We are grateful to the friendly people in The Netherlands that give support to the Solar Cooking Foundation The Netherlands and Wilde Ganzen because we are actually aware that fundraising for far away environmental activities is not easy at all.”

Henk Crietee, treasurer

Three projects in Ethiopia

1. Twenty Sustainable Energy Centres in Ethiopia

In 2011 HoA-REC/N (Addis Ababa University) started the EU project of '20 Centres for Renewable Energy Cooking Appliances, small Solar Panels and Lamps (RET)'. SCN participates in this project with Integrated Solar Cooking (ISC).



In 2013 the project reached the implementation stage after a long preparatory period. The Centres will be built in remote areas in Ethiopia where no electricity is available. During the implementation of this wide-ranging project, 6

NGOs (1 per province) will be responsible for the realisation of the RET production and promotion centres. 200 employees were selected for these 20 centres. Training of the staff in various Sustainable Energy Technology fields was very labour-intensive and time-consuming. Training sessions in financial administration, management, public promotion and marketing were held as well. Workshop construction locations were identified; floor plans and functions were decided on; buying procedures for materials and tools were started. Public promotion and marketing were launched on the ground. In some locations the production of wood-saving cooking appliances was started, coordinated by the German International Cooperation (GIZ).

The Energy Team of HoA-REC/N department is in charge of overall management. Our colleague Fikirte Regassa is part of this team and she has been organising many training sessions. During her working visit in October, Clara Thomas, together with Fikirte and PISDA staff, held the first of three 5-day ISC training sessions with 25 very motivated and enthusiastic RET employees. The intensive programme provided a very good range of theoretical options and a lot of practice. Each day a different lunch for 25 people was cooked in the sun. The training session was concluded with an enthusiastic Solar Cooking promotion on the market in Debre Zeit. Construction of the 20 centres will start in January 2014. An exciting and challenging process for HoA-REC/N's Energy Team.

2. Awura Amba ready to start production and promotion

The first year of the project in the Awura Amba village is finished. The results are very good. SCN partner ORDA (NGO) was in charge and managed the project well. ORDA's Mr. Abebaw and Ms. Tesfinisch acts as intermediary between Awura Amba

and ORDA and it works very well. The ISC workshop in local style was built in a few months. A beautiful space. All the tools and raw materials, needed for the ISC production, were purchased with Fikirte's help. In November, Fikirte and Tesfinisch gave a solar cooking demonstration for Awura Amba's inhabitants. And of course lunch was prepared in the solar cooking appliances.



Everybody was thrilled by the excellent taste of the meal.

The new ISC Production Centre In Awura Amba

In December Fikirte and PISDA held another 5-day ISC production and promotion training session after which the production of CookKits and Hay baskets could be started. An excellent result.

3. Moringa nursery and solar cooking promotion in Arsi Negele

Director Dekebo Dale is the highly motivated and inspiring manager of NGO ANCEDA. He arranged for 15 women to be employed by the Moringa nursery (the nuts produce oil). At the request of many men and women, Dekebo submitted a modest project proposal to SCN to start ISC promotion in remote settlements. SCN honoured this request. SCN also contributed financially to the start-up of a small hay basket production project. Both promotion and production got off the ground. The women are able to sell the baskets and generate income.

Clara Thomas, project coordinator

Cooperation with KoZon Foundation

In 2013 SCN and KoZon held regular meetings together. Experiences in the various project countries were shared. Both foundations expressed the wish to cooperate much more closely. KoZon has developed a number of scenarios to provide form and substance to this endeavour. It was agreed to discuss specific topics at a meeting in order to familiarise ourselves with our respective working methods. In November 2013 this meeting took place on the subject of 'A business approach' as adopted by SCN in Uganda and Ethiopia.

Clara Thomas

ISC training in Kortenhoef

Twice a year over a period of six years SCN has trained a total of 93 participants in the development of an ISC project and the making of CookKits and WAPIs. Applications have declined over the past 3 years. Requests for training evaluations were sent electronically but only 8 participants replied. During the next few years we plan to organise one-on-one tailor-made training sessions.

Jacomine Immink, work group member

Abbreviations:

WG	- Wilde Ganzen (Wild Geese)
HoA-REC/N	- Horn of Africa Regional Environment Centre/Network
RET	- Renewable Energy Technology
SCA	- Solar Connect Association
SCN	- Stichting Solar Cooking Nederland (Solar Cooking Foundation The Netherlands).
KoZon	- Stichting Koken met de Zon, Wageningen (Foundation Cooking with the Sun)
PISDA	- Partnership for Integrated Sustainable Development Association
NGO	- Non-Governmental Organisation
ISC/WP	- Integrated Solar Cooking/Water Pasteurisation
WAPI	- Water Pasteurisation Indicator
GIZ	- German International Cooperation
ORDA	- Organization for Rehabilitation and Development in Amhara
ANCEDA	- Arsi Nature Conservation and Environmental Development Association



Solar Cooking Foundation The Netherlands

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Chamber of Commerce no. 321 087 38
ANBI (Institution for General Benefit) arrangement
Editing and Design: Jacomine Immink

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IBAN: NL06TRIO 025.47.05.634

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