



2020 Report



Preface

A word from our founder

‘Unprecedented’ is most certainly one of the words that characterizes 2020. This global pandemic, the first you and I have experienced in our lifetime, has impacted each of us in various ways. I genuinely hope that it has not affected you and your dearest too severely and that it may actually have brought some positive things to your life as well.

Upon the request to write a personal note for our very first Yearly Report, many thoughts come up.

In hindsight, most probably 2020 was not the ‘best’ year to exchange an exciting role in a stable and growing company for a jump in the deep: founding a not-for-profit organization from scratch. A season without certain ‘certainties’ and comforts but with the opportunity to build something up. A year in which I have definitely been pulled out of my ‘comfort zone’ in many ways. Living some days without power or witnessing from close by what the term ‘below poverty line’ means, are among many humbling and valuable experience that have taught me a lot.

So, you would get me to admit it has not been an easy year. But with the same hindsight however, I can say that it has been genuinely exciting, rewarding and fulfilling.

I consider myself blessed with our small team, who’s guidance and support has been so powerful ☺. Together, we look back at the start of a journey in which we pursue to make a difference, through application of this fantastic technology called solar power. Let’s not forget: lives of people in who’s shoes you and I could have been.

Thanks to our Partners - and perhaps to you as one of our supporters - we have been able to lay an important basis for what we hope to achieve in the years to come. We have also successfully implemented our three first projects which now generate electricity and are empowering the surrounding community to take steps of development and improve quality of life. You’ll read more about this on the next pages.



Vision

Our 'Why'

There is no merit in where one gets born, grows up and the opportunities someone has resulting from that. We believe that being human means we are made to pursue equality and to share with whom is less privileged than ourselves.

Mission

What we pursue

Our aim with Sopowerful is making a tangible and relevant impact in lives of the most impoverished, through the application of solar power. And to enable individuals and organizations to do so with/through us. Therefore, we call our mission:

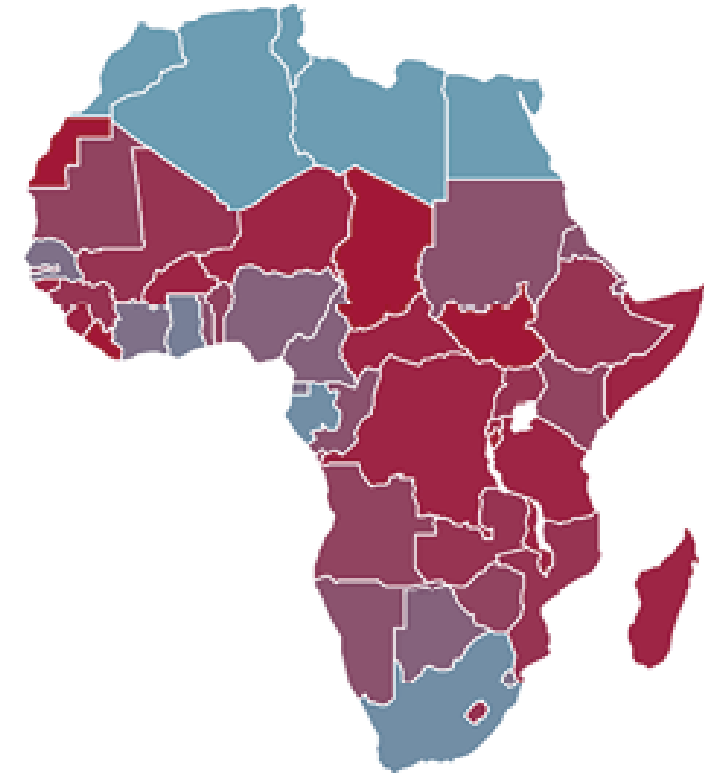
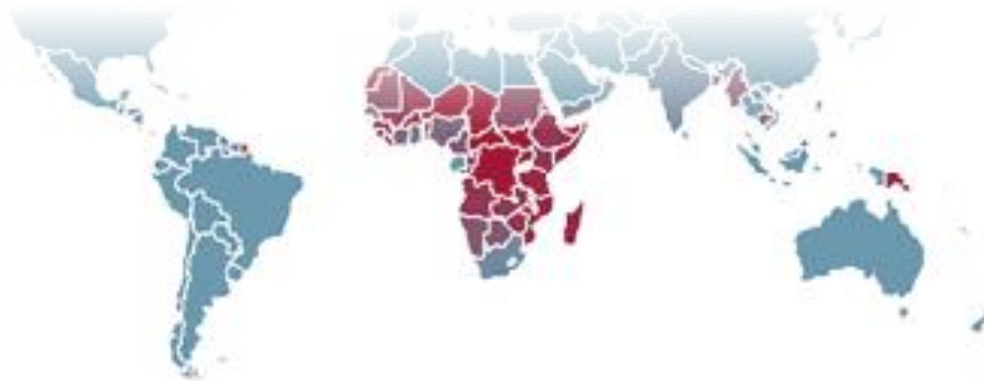
"solar where it matters most"

Why Malawi

The electrification problem

In many places on our planet, we are used to constant access to very stable electricity. This is at the core of developed societies and enables all kinds of elements that together create the wealth and wellbeing one gets so easily used to. If we grow up with the light that turns on every time we use the switch, it's sincerely hard to imagine the impact of not having access to (stable) electricity. Unfortunately, well over one billion of us has no, or little, access to electricity, with all the limitations and challenges this brings.

As can be seen from the maps on this page, the problem is concentrated in the sub-saharan region, with the color-scale indicating the percentage of population with access to electricity. Besides being one of the poorest countries in the world, for Malawi this figure is shockingly low, especially in rural areas: around 5%. This makes it a very 'suitable' context to start pursuing our mission: solar where it matters most.



Source: World Bank, Sustainable Energy for All Database





Focus

on three areas

The options for application of solar power are endless. Based on our research, observations and experiences we have defined three areas where we see that electrification through solar (Photovoltaic) energy makes profound impact: **Healthcare**, **Education** and access to **Water**. The projects we aim for make a difference in at least one of these areas.



Healthcare

Electrification of rural medical facilities that are limited by the lack of (reliable) electricity.

Our projects in this field link the UN SDG 7 and 3.



Education

Powering light and appliances at initiatives that enable education, training or entrepreneurship.

Our projects in this field link the UN SDG 7 and 4.



Water

Solar powered water pumps that enable running water or improved irrigation and crops.

Our projects in this field link the UN SDG 7 and 6.

Our approach

for long term impact

There are many operational risks related to solar installations and through our industry experience we have developed a deep understanding of these. Making a solar system work optimally in Africa, for the long term, doesn't come without challenges. It requires an approach that is not only focused on achieving implementation of a system, but equally on making sure the right conditions are in place for long term, successful functioning (and thus impact).



1. Project selection

We carefully select local projects/beneficiaries based on our criteria, in combination with assessing the urgency for – and impact of – electrification.



2. Research

We further research the needs, the community, conditions and electricity demand, to determine priorities and assess how funds can be allocated in the most effective way.



3. System design

In cooperation with our local contractor the system is engineered and designed. We agree on the components to be applied and determine costs of the installation as well as maintenance.



6. Monitoring

At commissioning of the system, we make sure a maintenance contract is in place between installer and the local project. Education/training takes place and security measures are adopted. We keep track of the impact of our systems through the ongoing relationship with the local project, as well as through a monitoring system/process that has been applied.



5. Implementation

Short after the campaign, the implementation of the system takes place. We are on-site, to oversee the installation process and verify progress as well as quality of the works.



4. Funding

For each project we launch a Crowdfunding campaign which enables individual donors to contribute. 100% of each of these donations are used for implementation of the system. This income, in combination with the financial support resulting from our Partnerships, enables us to finance the project.



Results

Our very first achievements

Even if our first year has clearly been a **foundational year**, we are happy we were able to achieve our first, tangible, results.

On the next pages you will read in more detail about our impact.

You will also find more information on the **three projects** we have successfully implemented, which are making a tangible difference while you are going through this report.

Better education for

100 children

Access to water for a
community
of

1.200

Water from the tap for

60 children

Improvement of medical
care for
people

2.000

2020
Projects

Mwanyama

Powering medical care



3.2kW PV, Fridge
5kWh Li storage,
40W solar-light



Costs of
€12.730



Nkhudzi Bay,
14.184984,
34.996332



Commissioned
February 2020

Background and challenge

The local clinic is a central point in the rural village Mwanayama, in Nkhudzi Bay (Malawi) and takes care of over 3.000 patients per year. The facility, run by a local team and the Health Surveillance Officer, is a local project of Village Foundations, a small UK based NGO. The facility provides basic medical services to the community and as the nearest hospital regularly faces long power outages, the importance of the clinic for the area is growing.

Just like the clinic, less than 5% of the village is connected to the electricity grid. Not having access to stable electricity used to limit the health services that could be offered. To illustrate: before the intervention, storage of medicines and vaccines was

not possible and after sunset people were treated in the dark.

Adopted solution

A solar power system in combination with battery storage has radically changed what the clinic can offer to the local population. Patients can now be treated or consulted after sunset, medicines can be stored in a fridge and basic appliances such as fans make a big difference for who works at- or visits the facility. A freestanding solar light illuminates the square in front of the clinic at night, positively impacting the element of security. The system has been sized in such a way that additional equipment can be powered as the clinic will expand its services over the next years.





The system under construction



Inauguration ceremony with the local Chief



Mary, the Coördinator of the clinic



Great attendance of the villagers to celebrate the inauguration of the system



Learning about cold chain and needs of medical facilities

Streetwise

Solar powered water access



0.6kW DC pump,
2m³ water tank,
plumbing works



Costs of
€9.980



Mwambwakanthu,
-13.8866111,
33.787



Commissioned
May 2020

Background and challenge

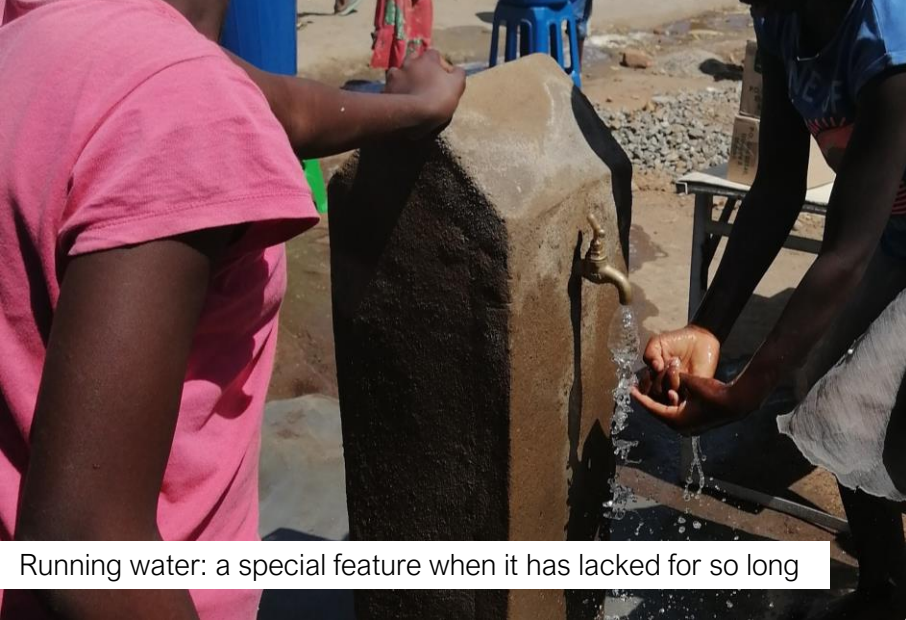
Malawi holds one of the highest rates of orphans: almost 20% of the children below 15 years old miss at least one parent. Family is often not able to take care of these children and therefore the need for a place where this happens exists. In Mwambwakanthu, not far from Lilongwe, one will find Streetwise orphanage, a small organization led by a young man who grew up as an orphan himself. Around 60 children receive care, food and education here on a daily basis. Before the intervention however, the orphanage suffered significantly from the lack to access to clean water, which meant it could take up to several hours a day to procure water for basic hygiene and drinking. A task often taken care of by children and women. The water issue was not limited to the orphanage, but

impacted the whole community, which depended on a couple of shallow wells that lack water in the drier times of the year.

Adopted solution

A 60-meter-deep borehole was drilled on the premises of the orphanage, connected with a solar powered pump, a water tank and all the pipework, several taps and showers. The community (estimated ~3.000) now has access to water at a low price, this way generating a modest but quite stable flow of income to support teaching materials and the teacher salaries at the orphanage. The pump can be switched on-and-off manually and the orphanage staff has received a basic training. Our own visit and the first yearly maintenance check showed the system is working properly.





Running water: a special feature when it has lacked for so long



One of the taps installed as part of the system



Bezzel, the founder of Streetwise



The children singing a song for us at one of our visits to the orphanage



Inspecting the system after 9 months of operation

Kudziwa

Better education through solar



3kWp PV, 5kWh
battery storage, 2
50W solar-lights



Costs of
€7.800



Mangochi,
-14.307702,
35.114799



Commissioned
October 2020

Background and challenge

Many children in Malawi face serious challenges related to education, and this is not different in Mangochi. That is why the non-profit RiseUp Malawi, offers after-school programs, support for entrepreneurs and other trainings for both adults and youth. A 'knowledge center' ('Kudziwa' means knowledge) to facilitate and host the above was planned and constructed last year, but without access to electricity the functionality of it would have been very limited.

The local electricity grid is not far away, but is characterized by regular outages, multiple times per week. For this reason, solar energy was considered as a reliable source of power for activities at the center today and in the future.

Children coming from six villages (a total community of around 20.000) receive education at the center, which may in the coming years also provide other functionalities to the community.

Adopted solution

To provide the center with lights and electricity for laptops and other appliances, we installed a solar system in combination with battery storage. The storage element obviously enables the facility to be of use also in the evenings. We installed two freestanding solar lights on the premises to improve security when it is dark. When we visited the center at the beginning of 2020, we had the pleasure to witness a group of children learning to use PC's and confirm that the system is functioning very well.





After-school teaching, before the Center



Construction of the Center nearing completion



Farming training at the Center



Thanks to stable electricity, computer lessons are among the things now possible



Meeting with Hudson, local director of RiseUp Malawi

Supporting activities

... in our 'start-up year'

The start of a journey

2020 has been a year of 'getting up to speed' and learning. In practice, this means that next to achieving the projects and impact described in this report, many supportive activities have been necessary to establish the foundation and all the different aspects of our work.

We have embarked on this journey with plenty of solar energy experience in our pocket, but with great learnings ahead if it came to the context we work in, the local (working) culture, as well as in specific topics such as healthcare, the local education system, water management and irrigation.

A **summary** of the main supportive activities:

- Developing of our local network in Malawi (potential contractors, beneficiaries, partners, etc)
- Implementation of the website and communication channels
- Application process for ANBI status
- Application process for YEP (Young Expert Programme)
- Fundraising, dedicated outreach to 50+ international companies/organizations
- Establishing the first 10 partnerships
- Research on- and implementation of software tools that support our Crowdfunding (PayPal, Stripe, etc)







Our impact

in 2020

The solar powered systems we install have an effect on the context in which they are implemented: we call this the impact that is made. To determine the impact, we apply a conservative approach based on the figures provided by the local projects we support. Of course, we check and confirm the numbers and facts as much as is within our ability. This is one of the reasons we do visit the local projects after implementation and remain in close contact with them. The people that benefit from the impact are referred to beneficiaries.

To report on our impact, we aim to refer to the [UN Sustainable Development Goals](#). While our main activity (providing access to solar powered electricity) clearly is in line with goal 7, direct impact is made in line with the goals 3, 4 and 6.

	Goal description	Beneficiaries in 2020	Impact summary
	Ensure access to affordable, reliable, sustainable and modern energy for all.	3.660 people, from children to elderly, across various places in Malawi.	Through our projects, over 5.000 people have found their lives impacted through application of solar energy, in combination with related technology (battery storage, pumping).
	Ensure healthy lives and promote well-being for all at all ages.	Approximately 2.000 people, all ages but in particular children, in Mwanyama village, Nkhudzi Bay, Malawi.	Through electrification of the local clinic, people have now access to improved medical care and consultation, with medicines stored on-site, lighting and the potential to use other medical equipment.
	Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all.	Approximately 100 children in Mangochi and surrounding villages.	Children receive dedicated schooling and education at the Kudziwa Knowledge Center, where electricity now enables light (meaning teaching after sunset) and computer lessons.
	Ensure availability and sustainable management of water and sanitation for all.	60 children and a community of ~1.500 in Mwambwakanthu, close to Malawi's capital Lilongwe.	Children at Streetwise Orphanage now have clean, running water from taps and showers, enabling basic hygiene and drinking water. The surrounding community has access to the same water, reducing dependence on risky shallow wells in dry seasons.

About Sopowerful

Our organization in more detail

Sopowerful was founded with the **desire** to make a difference for the least privileged among us, through the application of solar power. Our team brings together a relevant mix of skills and experience and consists of young people who share the ambition to apply 'solar where it matters most'.

The board of Sopowerful consists of three members, who share the responsibility for the different roles together.

Our **board members** are:

- Mr. P.R.M. van der Linden
- Ms. L.R. van Os
- Mr. T.P. van Dorp

Our board operates on volunteering basis and does not receive any remuneration for their role and responsibilities.

Our **operational team** consists of two members:

- Mr. S. Cruccu, in the role of 'Director'
- Mr. M. Jambo, in the role of 'Project Manager'

The operational team is responsible for the daily activities of the foundation and does receive a remuneration for their role.

We have the intention to start working with volunteers soon.



Sopowerful is a Dutch foundation, active since 2019 and officially recognized as ANBI*. Our registered name is 'Stichting Sopowerful'.



KvK / Chamber of Commerce: 76714411
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www.instagram.com/sopowerful.foundation



* ANBI stands for 'Algemeen Nut Beogende Instelling'. It is the official recognition of Public Benefit Organization, provided by the Dutch authorities. Read more about ANBI [here](#).



Sopowerful is member of Partin, which is a Dutch branch organization that promotes the interests of private initiatives involved in development work. Currently Partin has 360 members. Read more about Partin [here](#) (Dutch).



Our Partners

Who supports our mission

We are proud to have the commitment and support of a growing number of organizations.

Our current Partners...

... consist of For Profit and Not for Profit organizations

... are based/headquartered in five different countries

... represent 'a handful' to thousands of employees

... all have the aim to enable 'solar where it matters most.

We are thankful to our Partners for joining us on our journey and making it possible to build up Soprof, achieve our projects and make an impact.

Contact us if you are interested in exploring a partnership with us!



Financial statement & Balance

Over 2020 (Explanatory notes on Page 19)

	<u>01-01-2020 / 31-12-2020</u>	
	€	€
Income		
Income Partnerships		87.500
Crowdfunding		22.852
Other income		3.523
		<u>113.875</u>
Expenses		
Direct project costs	45.310	
Personnel costs	6.500	
Cost reimbursements	3.902	
Travel costs	2.074	
Tools	549	
Administration costs	655	
Start-up costs	453	
		<u>59.443</u>
Total expenses		<u>59.443</u>
Result		<u><u>54.432</u></u>

	<u>31 december 2020</u>	
	€	€
ASSETS		
Current assets		
<i>Liquid assets</i>		61.432
		<u>61.432</u>
Total assets		<u><u>61.432</u></u>
LIABILITIES		
Foundation equity		54.432
Current liabilities		
Remaining debts		7.000
		<u>61.432</u>
Total liabilities		<u><u>61.432</u></u>

Financial statement & Balance

Explanatory notes

2020 has been a year in which we have started the foundation 'from scratch'. The first projects have been funded through Crowdfunding in combination with 'ad hoc' support from several companies that wanted to make these projects possible.

Already during the second part of the year this 'project based' support has started to evolve into a more stable approach, in the form of *Partnerships*. This development has been very encouraging and created the start of a situation with a more stable approach and the ability plan into 2021.

As optimistic as one can be: this increase in fundraising results is difficult to predict, which makes that we will not commit to projects before the funding for these is achieved. With projects that have a lead time of 2-6 months, in practice this means that a significant part of what enters our account in Q3 and Q4 will be spent on projects that are implemented in Q1 and Q2 the next year. This can already be observed from the 2020 results.

On the *expenses side* this first year is particular as well. As an example: our Director has worked without remuneration until the last quarter of the year, when our position allowed for starting to consider personnel costs and providing a reimbursement for part of the costs made.

The 'Direct project costs', logically our largest cost item, refer to the costs of installation and components. This does not include any project related costs (hours) like research, due diligence, project management, etc., as we did not yet track this. Improving in allocating these is one of our ambitions for the future.

As for our expenses in 2021 we aim to maintain a conservative approach, as income from Crowdfunding (Project based) can vary and we may or may not be able to close new partnerships. This means the approach described above (allocating a part of H2 income to H1 projects in the year after) will continue to exist. Most important is that we can continue to build on this encouraging first year, plan an increasing number of projects ahead with confidence, as well as remunerate our personnel and build the organization further in general.



Looking ahead

Our thoughts on 2021 and beyond

Building onwards

2021 will be about leveraging the basis that we have laid. We will elaborate on the defined focus areas, with the aim to achieve at least two projects in each of these. At the same time, it is very important to us is to not change our 'learning mindset' and to continue our journey with a focus on *quality and impact, rather than quantity* of the projects we will implement.

Our main objectives are:

- Continuing to learn about the context and culture we operate in
- Proceed with a project-by-project, qualitative, approach
- Further, general improvement and professionalization of our approach and our processes
- Continue to confirm meaningful partnerships, which will enable us to grow our project budget, build the organization and take on more opportunities
- Hiring a local Project Manager for our projects in Malawi
- Engaging a number of volunteers that can support our work with their talents, time and skills
- Start with exploration of relevant opportunities for projects outside Malawi
- Implementation of our first 'irrigation project'
- Developing a 2022-2025 plan



