



Solar Sister Presentation

By

Olasimbo Sojinrin
Country Manager, Nigeria


Light | Hope | Opportunity



UNITED NATIONS
UNCTAD

November 2017

Energy Poverty

A satellite view of the Earth at night, showing the continents of Africa and Europe. The landmasses are dark, while the oceans are a deep blue. Numerous small white and yellow lights are scattered across the land, representing city lights and other human-made energy sources.

Energy poverty is a lack of access to modern energy services. These services are defined as household access to electricity and clean cooking facilities

- > 600 million people in Africa have no access to electricity
- > 10 million businesses are affected by lack of power
- Millions do not have access to modern cooking solutions



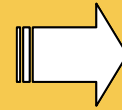
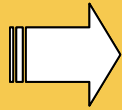
How does energy poverty affect Nigeria?

- **Only 36%** of the total population in Nigeria has access to electricity at present
- **In rural areas**, which form 50% of total population, **electricity access is only 24%**
- 70% of those affected by energy poverty are **women and girls**
- Families spend **30-40% income** on **household energy**
- **More than 67%** of Nigerians are dependent on biomass for cooking
- Women have a greater exposure to Indoor Air Pollution, the **3rd highest killer in Nigeria**





These challenges disproportionately affect women and therefore a gender issue



A **disproportionally high share of girls** and young women **help in the household** chores related to fuel collection.

As a result, especially **girls** often have to **study after dark**, and – unless they have available solar lights or electricity – are **constrained by expensive, dangerous and low quality light**

Consequently, **girls and young women** face a **high school drop-out rate**, and are **disadvantaged educationally and economically**

Solar Sister Solution



Solar Sister is eradicating energy poverty by empowering women with economic opportunity. — A woman to woman distribution network for portable clean energy technology solutions



The Art of being a Woman:
An interest You and your Avon Representative share

Beauty is important in your neighborhood. How to put on makeup, what's new in color, fashion, complexion care—these are her interests, too. Every day your Avon Representative perfects the art of being a woman,

at home. Then, when she calls on you—she shares her time and knowledge with you. She always brings beauty ideas, cosmetics and fragrances to please you. So take a little time for yourself. Have an Avon beauty chat.

AVONcosmetics

How it works



Household benefits

- save money
- brighter light
- improved education
- connectivity
- better health
- reduced CO2

Solar Sister invests in women solar entrepreneurs – recruit, train, mentor.



Sell clean energy

Commissions

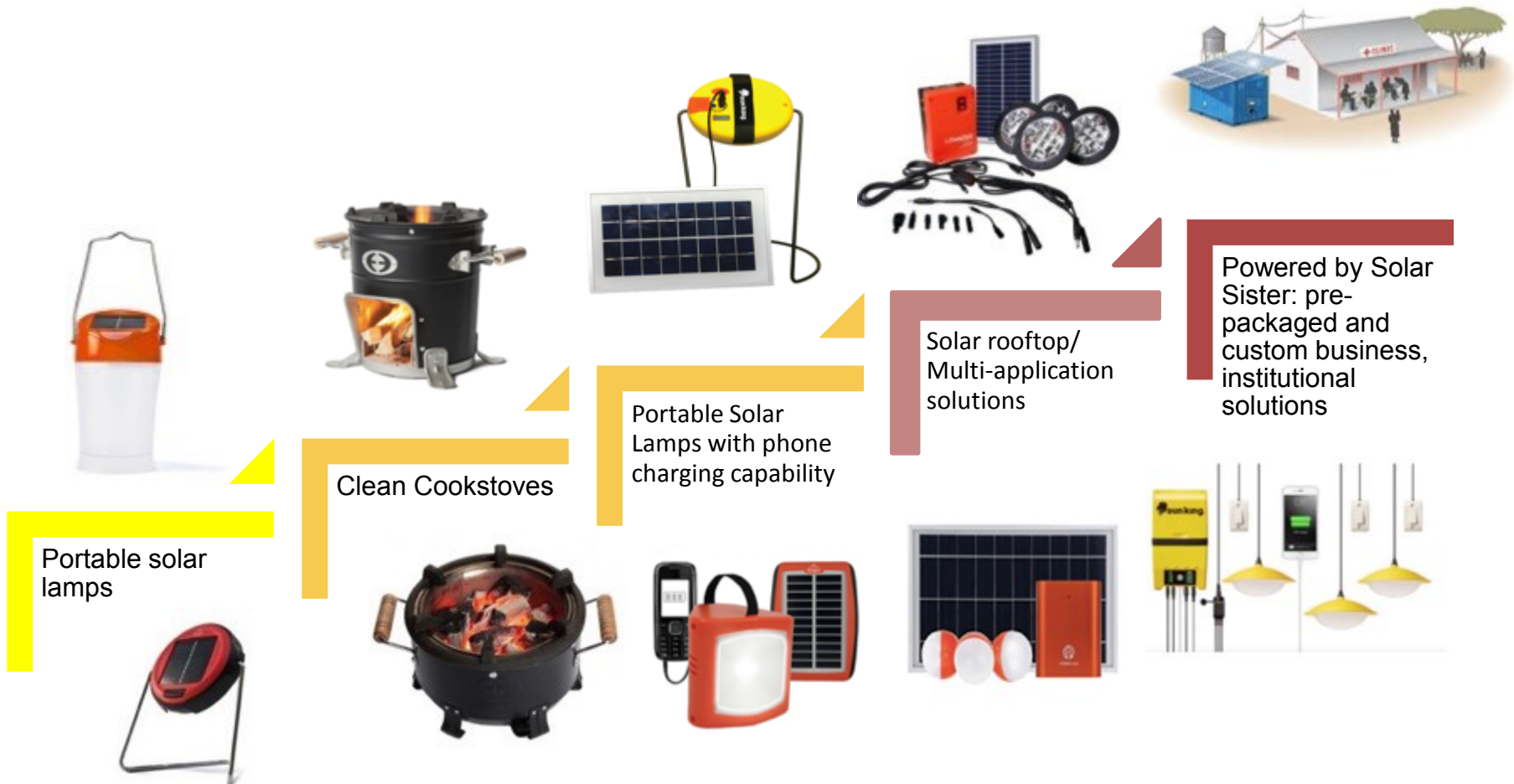
Pay for inventory, operating costs and expansion to more energy poor communities.



Solar Sister Energy Ladder:



Clean energy solutions for household, productive and institutional uses



Solar Sister's Building Block # 1 : Strong Upstream Supply Chain



MANUFACTURERS

Produce durable, affordable lights and cookstoves, but need a way to get them to their customers in the last mile.



*sells products to
Solar Sister*



Solar Sister's Building Block # 2: Gender Inclusive Workforce Development



SOLAR SISTER TEAM

Provides the backbone of the women's enterprise by recruiting, training, and supporting clean energy entrepreneurs.



*recruits, train, support clean
energy entrepreneurs*



Our Values: Sisterhood, Grit, Trust

Advancing Women's leadership at **all** levels – CEO, Board Chair, Staffing
Recruit, Train & Support team for distributed operations : women form 90% team
Local green job creation and enterprise skills development for women



Solar Sister's Building Block # 3:

Consistent & Quality support to Solar Sister Entrepreneurs

SOLAR SISTER ENTREPRENEURS

Earn an income by building independent, clean energy businesses and bring energy access to their communities.



sells and deliver products directly to the doorstep



Dedicated staff to Recruit-Train-Support Solar Sister Entrepreneurs
Business, leadership, technology and agency based empowerment training
Over 800 registered Solar Sister Entrepreneurs across Nigeria
Presence in 23 of the 36 states in Nigeria

Solar Sister's Building Block # 4 : Partnerships



COMMUNITIES

Benefit from solar lights and efficient cook-stoves. This creates ripple benefits for home finances, education, health, and more!



Community as partner, champion and customer

Grassroots Partnerships with women's groups, savings associations, community leaders, education, health and conservation focused local organizations.

International Partners such as Energia International Network on Gender and Sustainable Energy, US State Dept, Wpower programme, Solar Nigeria Programme, Exxon mobil foundation, Women for women International, Swedish Postcode etc

IMPACT



Source: HOW SOLAR SISTER BRINGS LIGHT, HOPE, AND OPPORTUNITY TO WOMEN IN AFRICA,
A qualitative assessment by the International Center for Research on Women, 2016

TRANSFORMING LIVES



Hadija, like many of our Solar Sister entrepreneurs, lives in a rural community where most of her neighbors are farmers. She describes how the one-time cost of solar fits better with the seasonal sale of farm produce than the weekly cost of kerosene. And it means families can count on light all year round-- for studying, businesses, and life.

“To progress, first you need light.”



Esupati is a nurse and a Solar Sister entrepreneur. She remembers working during a cholera outbreak where her clinic ran out of kerosene, and couldn't care for their patients at night. This, she says, is why she works so hard to bring solar light to her communities.

“I wish that every hospital-- if they don't have electricity-- they must have solar.”



Beatrice is a head-teacher and Solar Sister entrepreneur. She is able to sell solar lights to the families of many of the students in her school, making it easier for those students to study at night. When she speaks of her students's accomplishments, and what she hopes for their future, Beatrice glows with pride.

“You see those students who use solar, their progress is good.”

For further information:



@Solar_Sister
@olasimbo



@iamsolarsister



/solarsister.org



/solarsistervideo

www.solarsister.org