



givepower

# 2020 ANNUAL REVIEW





## MISSION



**OUR MISSION IS TO **ELECTRIFY**  
**THE WORLD** WITH CLEAN ENERGY,  
AND PROVIDE GREATER HEALTH,  
ECONOMIC AND EDUCATIONAL  
OPPORTUNITIES TO DEVELOPING  
REGIONS THAT NEED IT MOST.**

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Power is the basic building block of progress. As 2 billion people around the world still live with no electricity, there is much progress to be made. With support of some of the most accomplished visionaries in the clean energy space, GivePower is the innovative foundation leading that charge.

Source: IEA





# A LETTER FROM HAYES BARNARD

CEO & CHAIRMAN

To persevere in a year like 2020 takes vision, resolve, and heart. It also takes the right perspective. At GivePower, we don't see obstacles, only challenges to be overcome. It is in these moments of adversity that we grow and become stronger.

As COVID-19 shook the world, it pulled our mission into greater focus, making our work more critical and urgent than ever before. With the overwhelming generosity of our donors, and the hard work and ingenuity of our global staff, I'm proud to say that we excelled in a year like no other.

GivePower expanded its impact in 2020 and is now bringing solar-powered solutions and clean water to more than 550,000 people in 23 different countries at a time when global demand for these life-saving resources is rising. While recent months tested us in ways we couldn't have imagined, we never lost momentum. We improved the education for thousands of children this year by bringing solar power to 20 new schools around the world. We also completed nine new clean energy microgrid projects, electrifying villages, sanctuaries, and medical facilities.





## A LETTER FROM HAYES BARNARD CONTINUED..

### CEO & CHAIRMAN

Clean water became an even more critical resource last year, as regions struggling with waterborne diseases and water scarcity were also forced to confront the coronavirus pandemic. GivePower's Solar Water Farms have an important role to play in the prevention of, and recovery from, COVID-19 infection by providing communities with healthy hydration for fighting fevers and clean water for handwashing.

With the deployment of our two new Solar Water Farm Max's in La Gonave, Haiti, and Likoni, Kenya, more than 100,000 people a day now have access to safe, clean water. In addition, our first two Solar Water Farms Mobi's were designed and manufactured in 2020. These smaller, mobile units are prepared for deployment in Colombia and Kenya. Our newest Max system is also under construction in Bamburi, Kenya.

When faced with obstacles, our team adapted and found new ways to amplify our impact. GivePower paused on leading team-building treks to build solar projects in remote villages amid the pandemic, but we continued to expand our GivePartners Corporate Social Responsibility program. A total of 68 companies have joined the charge pledging to make ongoing contributions that deliver clean, safe water to people who desperately need it. In a year when many terrific organizations struggled to maintain their donor support, GivePower's contributions grew by 56.5%.





## A LETTER FROM HAYES BARNARD CONTINUED.. CEO & CHAIRMAN

Behind these achievements, are new work processes and an expanded 48-member global team that is poised to magnify GivePower's impact in the years to come.

In 2020, our team's resourcefulness and drive to serve others prevailed in the face of numerous challenges and set us on a path for continued success. These accomplishments were made possible by our corporate partners, donors, and friends who stood by us and our mission in a year of widespread uncertainty.

It is with deep gratitude and unparalleled passion that we look forward to improving the lives of many more people in the years to come. The power of clean energy and clean water to continually improve the lives of those in need is simply awesome. Your support means the world to us and to so many others.





## YEAR IN REVIEW IMPACT

### Treks

2

TREKS

24

TREKKERS

2

COUNTRIES IN DEVELOPMENT

2,150

PEOPLE IMPACTED

### Solar Projects

20

SCHOOLS

3

MICROGRIDS

2

CONSERVATION AREAS

31,972

PEOPLE IMPACTED

### Solar Water Farms

3

SITE OPERATIONAL

20.4M

LITERS DISTRIBUTED

4

NEW SITES IN DEVELOPMENT

74,000

PEOPLE IMPACTED

TOTAL PEOPLE IMPACTED IN 2020

108,122



2014 TO TODAY: A FEW HIGHLIGHTS

# OUR IMPACT IS EXPANDING

POWERED  
**2,497 schools**

INSTALLED  
**31 microgrids**

PROJECTS IN  
**23 different countries**

CHANGED THE LIVES OF  
**550,000+ people**



**STANDING ROCK**  
Installed 300kw solar array to help 1<sup>st</sup> nation tribe achieve energy independence.



**LA GONÂVE, HAITI**  
Installed Solar Water Farm™ Max in 2020.



**VIRUNGA NATIONAL PARK, DRC**  
Powered communications for park rangers to help protect and serve endangered gorillas.



**NEPAL**  
Helped restore economic opportunities through solar energy.



**MYANMAR**  
Converting a community owned microgrid from diesel power to solar.



**LIKONI, KENYA**  
Power for food & communications at Reteti Elephant Orphanage.



**COLOMBIA**  
Increased economic opportunities and conserved archaeological sites through solar power.



**MOZAMBIQUE**  
Building modern schools for refugee students in partnership with Vodafone and the UN High Council for Refugees.



2020

# OUR TEAM IS NOW GLOBAL



**UNITED STATES**  
24 employees



**COLOMBIA**  
4 employees



**NEPAL**  
1 employee



**HAITI**  
9 employees



**KENYA**  
9 employees



2020 TREKS

# TWO TREKS WERE COMPLETED IN 2020 PRIOR TO COVID19

## SOLPA VILLAGE

NEPAL

PARTNER  
The Green Program

TYPE  
Solar water pump

USES  
16kW pump transports water one mile  
from river valley to village

## CABO DE LA VELA

COLOMBIA

PARTNER  
Loanpal

TYPE  
Solar microgrid

USES  
Powers school, educational technology and food  
security



*"We have built not only closer bonds with each other and our team by being able to travel here and help, but the relationships with these kids and these teachers and these parents is way more than I expected."*

-Cody Stine





AWARDED FOR EXCELLENCE

# AWARD-WINNING TECHNOLOGY

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UAE WATER AID



GivePower is grateful to be the recipient of the  
**MOHAMMED BIN RASHID AL MAKTOUM GLOBAL WATER AWARD**

GivePower received the 1st place award for innovative projects for our containerized, solar-powered water desalination and purification technology that can be rapidly deployed in coastal regions around the world suffering from a shortage of clean water. These Solar Water Farms can operate 24 hours a day, utilizing battery storage technology, and are housed in 20-foot shipping containers. Capable of transforming as much as 70,000 liters of brackish or saltwater into clean, healthy drinking water every day. With this new, sustainable clean water source, coastal communities will see a dramatic drop in waterborne diseases, and are empowered with greater health and economic opportunities.



# LA GONÂVE

HAITI

COMMISSION DATE  
May 2020

## UPDATES

- Launched mid-pandemic with only remote support from US
- Hospital claims significant reduction in Typhoid already
- Launched direct delivery of water with rented trucks

## OFF-TAKE

- 6.3M liters of water production to date

## IMPACT POTENTIAL

- 32,000+ people per day for 20 years
- Created 10 jobs





# LIKONI

KENYA

COMMISSION DATE  
August 2020

## UPDATES

- Launched mid-pandemic with only remote support from US
- Created new technology to meet local preference for taste and smell
- Introduced direct delivery of water to customers with owned and operated truck

## OFF-TAKE

- 5.6M liters lifetime production

## IMPACT POTENTIAL

- 29,000+ people per day for 20 years
- Created 7 jobs





2020 SWF PROJECTS

# KIUNGA

KENYA

COMMISSION DATE  
June 2018

## UPDATES

- Implemented new technology to meet local preference for taste and smell
- Forged new relationships with Kenyan and Somali contractors

## OFF-TAKE

- 8.5M liters lifetime production

## IMPACT POTENTIAL

- 15,000+ people per day for 20 years
- Continue to employ 3 people







## 2020 SOLAR WATER FARM PROJECTS

# MOBI

## DEVELOPMENT AND DEPLOYMENT

ESTIMATED COMMISSION DATE  
MAY 2021

### PRODUCT DESCRIPTION

- A 'Mobi' Solar Water Farm produced ~6,000 liters per day by desalinating seawater

### PRODUCT APPLICATION

- 'Max' Solar Water Farms serve large, peri-urban, coastal communities and take many months to construct
- A 'Mobi' is contained in a single shipping container, is fully manufactured by GivePower in the US and can be operational within 7 days of arrival at a rural coastal area
- Future potential applications include disaster relief efforts



# BAMBURI

KENYA

2021 MAX SYSTEM UNDER CONSTRUCTION

ESTIMATED COMMISSION DATE  
June 2021

## UPDATES

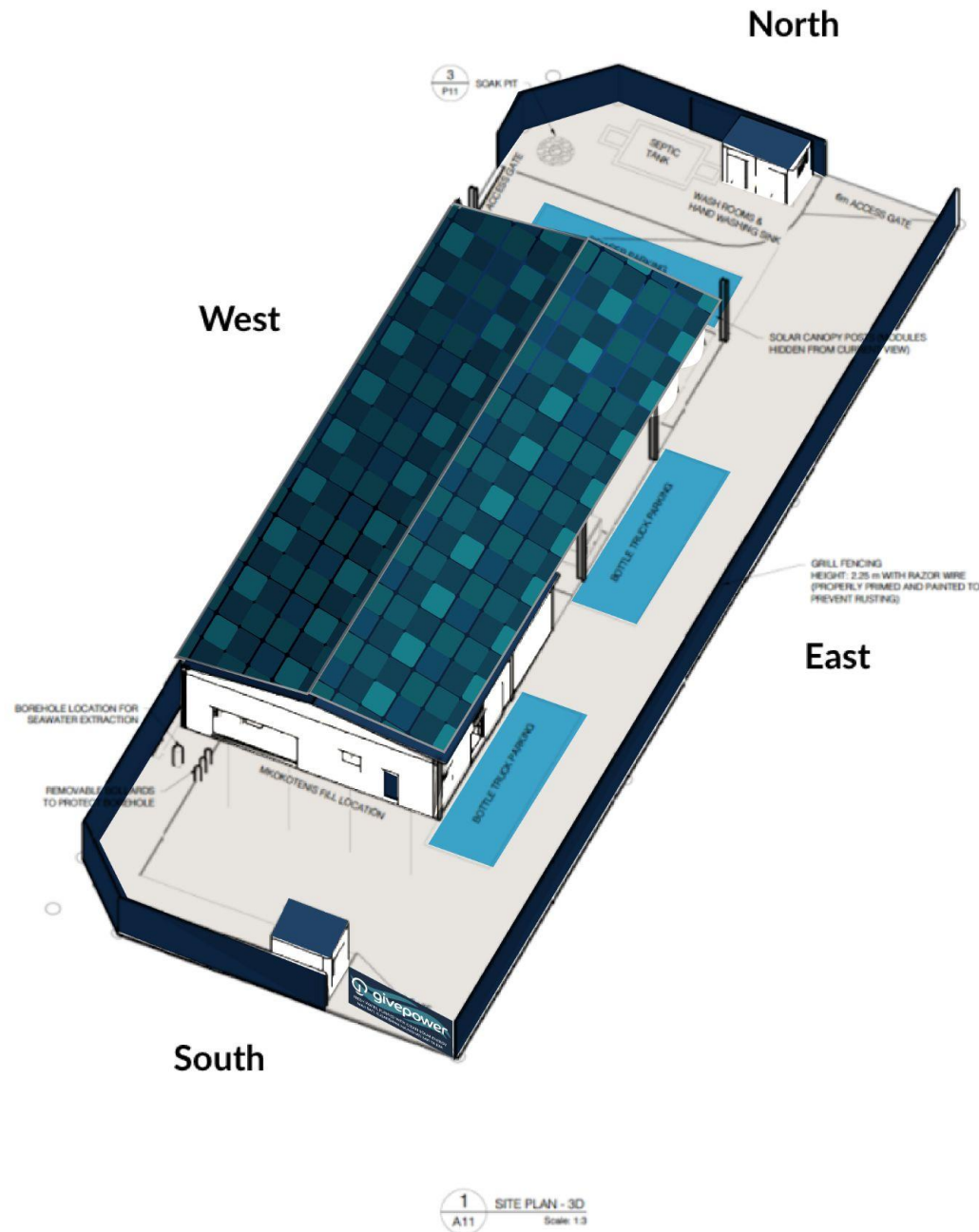
- Land acquired - GivePower's first appreciating asset
- Construction started
- Design refinements integrated from last iteration of Max for efficiency of operation

## SYSTEM SPECS

- 70,000 liters per day

## IMPACT POTENTIAL

- 35,000+ people per day
- 7 jobs to be created





# 2020 SOLAR PROJECT SUMMARY

PROJECTS	TYPE	IMPACT (#people)
Residential Power Access - Congo	Microgrid	2,100
15 Schools - Nepal	School	16,968
2 Schools - Zimbabwe	School	1,200
Utility Scale Solar - North Dakota	Microgrid	1,000
Anti-Poacher Security - Kenya	Conservation	n/a
Solar Light - Nepal	Light	500
2 Schools - Mozambique	School	8,800
Residential Power Access & School - Myanmar	Microgrid	1,404

**Total number of people impacted 31,972**



2020 PROJECTS

# PROJECT SUMMARY

## ANTI-POACHER SECURITY

KENYA

### PARTNERS

World Wildlife Foundation & FLIR

### TYPE

Poacher protection system

### LOCATION

Oi Pejeta Conservancy - home of the last two Northern White Rhinos



## RESIDENTIAL POWER & SCHOOLS

MYANMAR

### PARTNERS

Mee Panyar & Sun Power

### TYPE

Solar powered microgrid

### USES

Electricity for 1,078 people and 246 households  
Power school with 420 students  
Streetlights throughout village







LAUNCHED IN JUNE 2019 – EXPANDED IN 2020

# GIVEPARTNERS

A GIVEPOWER FOUNDATION PROGRAM

GivePartners is a unique partnering opportunity for mission-driven organizations that want to make a **positive impact** and enrich their **company culture** with a readymade corporate **social responsibility** program.



# GIVEPARTNERS

A GIVEPOWER FOUNDATION PROGRAM

Connecting hearts and minds for impact through corporate partnerships



68 GIVEPARTNERS

92% OF PARTICIPANTS CONTRACTED FOR MONTHLY CONTRIBUTIONS THROUGH 2024

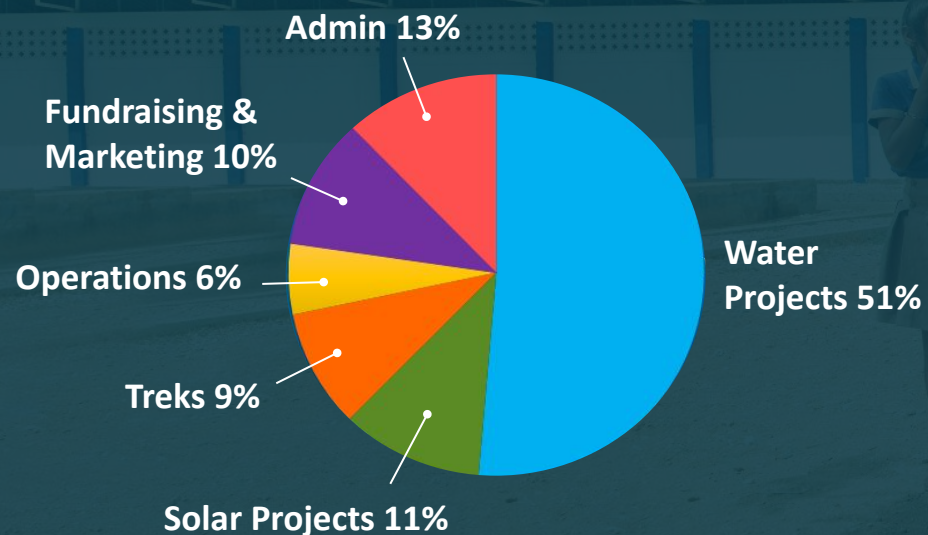




## FINANCIALS

# 2020 FINANCES

## 2020 Budget EXPENDITURES



REVENUE	2019	2020	CHANGE
Unrestricted donor contributions	1,431,291	2,883,964	1,452,673
Restricted donors contributions	2,950,265	3,975,825	1,025,560
<b>Total Revenue</b>	<b>4,381,556</b>	<b>6,859,789</b>	<b>2,478,233</b>

EXPENDITURES			
Water Projects	1,222,041	2,246,284	1,024,243
Solar Projects	911,923	1,085,218	173,295
Treks	548,979	122,823	-426,156
Operations	205,124	366,045	160,920
<b>Programs*</b>	<b>2,888,068</b>	<b>3,820,370</b>	<b>932,302</b>
% of Expenses	73%	74%	1%

Fundraising & Marketing	860,496	1,033,015	172,519
Admin	198,412	321,202	122,790
Fundraising & Support	1,058,908	1,354,217	295,308
% of Expenses	27%	26%	-1%

<b>Total Expenses</b>	<b>3,946,976</b>	<b>5,174,586</b>	<b>1,227,610</b>
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<b>Change in Net Assets incl. Capital Costs</b>	<b>434,580</b>	<b>1,685,203</b>	<b>1,250,623</b>
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RECONCILIATION TO GAAP AUDIT**			
Change in Work in Progress	1,062,446	(83,180)	
Change in PP&E	288,472	1,517,393	
<b>Management Reporting/Budget Adjustments</b>	<b>1,350,918</b>	<b>1,434,213</b>	
<b>Increase in Net Assets (per Audit)</b>	<b>1,785,498</b>	<b>3,119,416</b>	

\* To provide a holistic view of Program Expenses, Work in Progress & other Capital Costs are included.

\*\*Foreign exchange gain related to PP&E is excluded.





# WITH GRATITUDE

We wish to thank our generous GivePartners, Major Gift Donors, Non-Profit Partners and Individuals inspired to support our work.

We simply couldn't deliver these powerful projects without you.

Your support, particularly in 2020, was inspiring. We are excited to continue our work together to help people in need around the globe with sustainable, clean-energy solutions.



## JOIN THE CHARGE!

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