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Édito

Mirror

La rédaction du rapport d’activités est un moment important pour toute organisation, grande ou petite, privée comme associative. Outre les éléments financiers - le bilan et le compte de résultat qui marquent la clôture de l’exercice comptable -, elle nécessite de regarder dans le rétroviseur pour, avec le recul de l’année écoulée, prendre toute la mesure des actions engagées.

The year 2018 saw Fondem intervene mainly in four countries with substantial, diversified and sustainable programs: consistent because they aim at the change of scale that we all wish for, as in the region of Mopti, Mali, or in southwestern Madagascar where several thousand men and women will benefit from the arrival of electricity in their villages; Diversified because they are not confined to domestic needs, certainly essential, but also meet community needs like the program Trézor that allows the installation of 200 solar street lights in a dozen villages in Mali thus bringing greater security; lastly because if electricity is a consumption that must be well financed, even if it is heavily subsidized, it must also bring new resources like the market gardening perimeters of Casamance, Senegal, where women’s groups can now to generate additional income through solar pumping and drip. The same is true of the Pamela project, which is being carried out simultaneously in Madagascar and Senegal, or the Pehgui program in Guinea, whose objective is precisely to support local craftsmen and small businesses so that they can make the most of the benefits. arrival of electricity.

In addition to these rural electrification programs financed by public donors - European Union, Afd, Ademe, IFDD, ministries, local authorities - but also by the private sector - Foundations Nexans, Alstom and Albert 2 of Monaco, Synergie Solaire - and our donors always present, Fondem has put its expertise in social engineering at the service of two large companies: Blue Solutions to prepare the installation of mini-grids in villages of Upper Guinea and Sagemcom for the electrification of 140 villages in Madagascar. This trial run enabled us to verify that we were very complementary and that our field experience and our tools - the Octave expert software - could usefully be shared. This technical assistance can also be put at the service of other organizations of the civil society as showed our collaboration with Unicef which has deployed with the Harce engineering and our technical support a network of solar pumps south of Madagascar.

Finally, we set up the new governance of Fondem with a renewed board of directors which now welcomes among prominent civil society representatives three prominent representatives of the African continent but also other associations to encourage more work collaborative and finally of the first companies so that, in a reciprocal exchange, we benefit from their help while bringing to them our know-how and our analysis on this crucial issue for humanity which is the access to the energy for all.

La rédaction du rapport d’activités est un moment important pour toute organisation, grande ou petite, privée comme associative. Outre les éléments financiers - le bilan et le compte de résultat qui marquent la clôture de l’exercice comptable -, elle nécessite de regarder dans le rétroviseur pour, avec le recul de l’année écoulée, prendre toute la mesure des actions engagées.

Vincent JACQUES le SEIGNEUR, chief executive
Our mission

WHAT IMPACTS ON HUMAN AND ECONOMIC DEVELOPMENT?

The name Sustainable Development Goals (SDGs) is commonly used to refer to the seventeen goals set by the UN Member States, which are brought together in the 2030 Agenda, adopted in September 2015. It sets targets to be met by 2030 to meet global challenges. SDG 7 is at the interface of many other goals.

Improvement of care and health
Improvement of care (lighting of health centers, storage of vaccines and medicines, use of modern medical equipment); lower rates of respiratory diseases due to indoor pollution; better childbirth conditions and lower infant mortality.

Éducation
Improvement of the conditions of schooling (computer science, lighting, evening classes...); opportunity to study and read at night; decreased absenteeism and increased average length of schooling.

Gender equality
Emancipation of women through the creation of income-generating activities, better access to information and education.

Improved access to water
Electrical pumping and water purification.

A GLOBAL APPROACH
- The demand approach and the needs study
- Participation and inclusion of all stakeholders
- Training and support for a local operator
- The choice of environmentally friendly solutions

Poverty reduction
Increase and diversification of revenues; job creation and new electrified activities; reduction of energy bills by 20% on average.

Food safety
Improvement of agricultural production, possibility of refrigeration and food processing.

Preservation of the environment
Reduction of indoor pollution decreased use of fossil fuels and local natural resources.
The highlights in 2018

Panenca in pictures
In 2018, the PANENCA project was completed. The impacts of the project have been filmed and are visible on the Fondem Youtube channel!

Gender
Fondem teams have been trained in gender mainstreaming methodologies in energy access projects.

1st technical forum
In 2018, Fondem and METROL organized the first edition of the off-network technical forum, which will be renewed every year.

Solar bike
Fondem was a partner of Eric Morel, runner in the solar bike race The Sun Trip which rallied Lyon in Canton. Arrived in 3rd position, Eric Morel took advantage of the race to identify the issues of access to energy in the areas crossed.

A new board of directors
To mark the appointment of a new Board of Directors, Fondem has gathered its partners and donors for a re-entry event.

Hauts-de-France
Fondem was co-organizer of an event bringing together actors from Hauts-de-France wishing to mobilize for access to energy in Africa. The network is getting organized, and the Region is soon publishing a call for tenders to select projects.

Follow our news by subscribing to the newsletter on the website!
Panorama of **2018**

**FOUR COUNTRIES OF INTERVENTION**

- **Mali**
- **Senegal**
- **Guinea**
- **Madagascar**

**KEY FIGURES**

**In 2018**

- 6 ongoing projects
- 2 projects in editing
- 1,6 million euros of budgets
- 4 countries of intervention
- 160 women gardeners benefit from drip irrigation

**Since 30 years**

- 1 million people connected to electricity
- 28 countries of intervention
- 13,000 tons of CO2 avoided
- 73 projects implemented
Panorama of projects in 2018

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<th>PUMPING</th>
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<td>SOLAR PUMPING AND DROPPER DROP ON 2 MARAICHERS PERIMETERS, TRAINING FOR RECOVERY VALORISATION</td>
<td>160 WOMEN GARDENERS</td>
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<td>MADAGASCAR SUD OUEST</td>
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THEMATIC OF PROJECTS

- Accompanying Entrepreneurs for Electricity Uses
- Rural Electrification by Mini-Networks and Hybrid Solar Power Plants
- Solar Pumping and Irrigation Drop to Drop
- Épublic Lighting by Solar Street Light
The Governance

Members of the office

- Jean Louis Borloo, President;
- Danièle Bessis, Treasurer;
- Alain Liébard, secrétaire, Founding President.

Members of the board of directors

ex-officio members
- Alain Liébard, Funding President of Fondation Énergies pour le Monde;
- Observ’ER (Observatory of renewable energies), represented by Valérie Vitton;
- Caisse des dépôts, represented by Emmanuel Legrand;

Government commissioner
- Ministry of the Interior, represented by Alexandra Claudios;

Qualified people
- Danièle Bessis;
- Jean Louis Borloo;
- Célestine Ketcha Courtès;
- Roger N’Kodo Dang;
- Abdou Fall;
- Bruno Léchevin

Partners
- l’ADEME represented by Arnaud Leroy;
- Cites Unies France represented by Roland Ries;
- Le Geres represented by Marie-Noëlle Reboulet;

Associated members
- ENGIE represented by Anne Chassagnette
- EDF represented by Jean-Christophe Le-Minh

The Team

President
Jean Louis Borloo

Chief executive
Vincent Jacques Le Seigneur

Director
Yves Magne

Financial and administrative manager
Mathilde Bailleul Sampebogo

Project manager
Valentin Benoit

Project manager
Célia Creff

Technical Manager
Cyril Dunireu

Project manager
Justine Schmitt

Communication and advocacy officer
Marion Cubizolles

Engineer studies
Alice Coureau

Administrative Assistante
Mehrin Ashraf

Thanks to the trainees who joined the team in 2018 for their contributions:
Flora Herald, Dorianne Jacques, Thibault Erard et Jeremy Anky

They joined us in 2019

Projet manager
Aude Aubry Le Comte

Financial and administrative manager
Emilie Souchaud

The new board of directors reunited in september 2019
Three solar power plants and mini-grids in Guinea to provide electricity to 400 households

**PEHGUI PROJECT**

The PEHGUI (Small Hybrid Electricity in Guinea) project, launched in 2015, has the overall goal of reducing rural poverty in Guinea through sustainable access to electricity services. The first part of the project is located in Kouramanguiri. It must be electrified by three mini-grids made up of hybrid solar / diesel backup plants, affecting at least 400 households and about 50 income-generating activities. The second component studies an electrification program for twenty or so localities.

**Activities in 2018**

**Part A**
- selection of contractors for the supply and installation of plants, mini-grids and pre-paid meters;
- creation of the local operating company: BDK SARL;
- signing of the concession contract between the Ministry of Energy and BDK;
- picketing of the network and the location of the plants;
- construction and installation of infrastructures;
- training and support of the operator;
- definition of a tariff adapted to the population and the operator in consultation with the Ministry of Energy.

**Part B**
- studies of the hydraulic field of a dozen sites;
- analysis of socio-economic surveys;
- site visits by an international hydropower expert to evaluate the necessary adjustments and the technical and economic feasibility of the projects.

**When?**

2015 - 2019

**Where?**

3 villages in Kouramanguiri locality, Middle Guinea

**Partners**

**I work in the carpentry. I do not have electricity, yet I really need it. Currently I have to move at 40km to saw the furniture and to buy the wood. I’m wasting time, energy and money.**

Joiner at Kouramanguiri

**The impacts**

- 400 households
- 3,000 direct beneficiaries
- 20,000 indirect beneficiaries
- 50 income generating activities
- 7 local jobs created
Solar street lighting in hazardous areas in Mali to secure ten localities

TREZOR PROJECT

The goal of the TREZOR project is to install 200 autonomous solar street lights in the Mopti region. In this region prone to insecurity where only 24% of the population has electrical services, the public lighting project will contribute to safety.

CONTEXT

Fondem relies on a cooperation of more than 30 years between the Regional Council of Mopti and the County Council of Ille-et-Vilaine (carried by the Ille-et-Vilaine Mopti Cooperation) to meet the needs of the inhabitants of the region. In terms of security and attractiveness of municipalities.

By entrusting project management to the Regional Council of Mopti and ownership of the facilities to the beneficiary communes, the project strengthens the role of local authorities in the management of electricity services to the population.

In total, 4,000 people per locality, or 40,000 people will benefit from these results. The public lighting service will improve the security conditions and increase the attractiveness of the localities.

When?
2017 - 2019

Where?
10 localities in the Mopti Region

Activities in 2018

• displacement of the CIVM in the localities in order to sensitize the elected representatives and the representatives of the civil society to the objectives of the project; the proposed street lighting solutions; the need to set up an organization to ensure an extended life of equipment;
• setting up an association of public lighting users;
• picketing the location of street lights;
• study of the reference situation;
• assistance to the Mopti region in defining the required characteristics of streetlights;
• selection of the supplier and installer of the solar street lights: Fonroche-Sinergie.

In our villages, at the beginning of the night, women and young people open shops in public places. As such, public lighting will help to combat the poverty of these vulnerable categories, women and young people.

Tinder Dicko,
Coordinator of the CIVM

The impacts

10 localities
40,000 beneficiary inhabitants
200 solar street lights autonomous
about twenty public officials involved
Rural electrification by solar power plants and mini-grids of two Malagasy localities

ENVOL PROJECT

Through the Envol program, which targets the electrification of two localities in the Atsimo-Andrefana region by solar power station, Fondem is continuing its actions in favor of the socio-economic development of southern Red Island, where it has been operating since 1997. This project will reduce household energy bills and improve the living conditions of the targeted populations, thanks to its impacts on the local economic and social fabric.

The target localities, Ambohimahavelona and Andronahinaly, are located about thirty kilometers from the nearest power grid.

Currently, local people rely on traditional energy sources (candles, kerosene, batteries), expensive options and harmful to health and the environment. Thanks to the Envol project, energy will be supplied by a photovoltaic power plant and distributed by a local network. Electricity will be used for domestic, social and economic purposes, and will contribute to improving the living conditions of the people in these rural areas.

Activities in 2018

• official launch workshop in Tulear to present activities and schedule;
• definition of the electrification perimeter and the location of the power stations;
• signing of a collaboration agreement between ADER, ADEME and Fondem;
• selection of the operating structure of the electric infrastructures: the Éosol-Majika consortium;
• holding of the first steering committee;
• selection of the company for the supply, installation and commissioning of the power plants.

Partners

AFD, ADEME, EU, Centre de Coordination de l'Océan Indien

We are happy to have electricity because we no longer have to buy oil at night. There is no more smoke and my children can study their lessons without interruption.

Ms. Soaniazoe, resident of Ambonaivo, whose house was electrified as part of the Boréale project (2012-2017) Madagascar
Solar pumping and drip irrigation system in Senegal for two market gardening perimeters

PANENCA PROJECT

The Panenca project builds on the achievements of the Essen-2 program, carried out between 2010 and 2014, and on the field knowledge of Fondem in Lower Casamance. It aims to improve the working and living conditions of women market gardeners in the town of Ouonck through the installation of solar pumping systems and drip irrigation. The arduousness of work is greatly reduced; diversified productions promote access to quality food for the entire population and provide additional income through the marketing of surpluses; saving time allows women to devote themselves to other activities.

Thanks to the development of the market gardening perimeters activity in 2018,
• the incomes of 160 people increase,
• time for other activities is clear,
• the food security of families is improved.

Activities in 2018

• training of market garden groups by the National Agricultural and Rural Council Agency (Ancar) in crop processing and conservation techniques;
• impact study conducted by a local consultant;
• production of a video to watch on the Youtube channel of Fondem;
• change of scale via the assembly of the EGALES project (see p.12)

Ongoing projects

The impacts

160 women beneficiaries and their families
15,000 m2 irrigated
Strengthening and sustainability of the Ouonck Solar Electrification Management Committee (CGESO)

Partners

Credit Cooperatif
Synergie Solaire
Alstom Foundation
BIOenergy

When?
2016 - 2018

Where?
2 gardening perimeters of Ouonck

Fatou Diedhiou,
Manager of the women’s group of Ndiagne

Mamadou Badji,
Mayor of Ouonck

The priority for village women is to improve our nutrition and health.

Not only is production increasing, but solar pumping is lightening the work of women.
Action research to support productive activities in Madagascar and Senegal

PAMELA PROJECT

If local economic development is favored by access to electricity, it is only possible by combining it with other factors: access to local entrepreneurs' financing, access to quality productive equipment, mastery of accounting, marketing for the development of new markets, etc.

The Pamela project aims to strengthen local economies in areas where Fondem has already worked in the past.

This project is taking place in Madagascar and Senegal. It aims at the electrification by solar energy of productive activities, with several concrete impacts for the targeted populations: increase of the incomes, access to the employment, diversification of the products and services available in rural area, reduction of the toil.

Based on a methodology for selecting the most promising income-generating activities, Pamela will be replicable and adaptable to different contexts.

Additional expertise:
- sociology research laboratory PACTE
- NGOs Grdr in Senegal and FIMIFA in Madagascar

Activities in 2018

- finalization of the initial diagnosis by the PACTE laboratory;
- Training Fondem teams on gender issues;
- organization of the launch workshop in Madagascar;
- specific skills enhancement for FIMIFA;
- identification of productive activities with high potential;
- receipt and study of 800 applications in Senegal and Madagascar;
- preselection of about 50 entrepreneurs following complementary surveys;
- evaluation of electrical equipment needs, training and study of the business plans of these pre-selected contractors;
- organization of the first steering committee in Madagascar.

The impacts

20 to 30 entrepreneurs supported and accompanied
30,000 indirect beneficiaries
creation of a replicable methodology
Rural electrification by hybrid solar power plants and mini-grids in Mali

SOLSOMATI PROJECT

GOAL

The SOLSOMATI project aims at the decentralized electrification by photovoltaic solar energy of two localities of the Region of Mopti (Mali): Somadougou and Madiama. Fondem intervenes as a project owner with the Mopti Region, the project owner.
Access to electricity will improve the quality of social services for the public and the living conditions in homes by good quality, non-polluting lighting and the development of economic activities. Finally, it will allow a greater anchoring of the action of the territorial collectivities and a durability of their competences in rural electrification.

When ?
2019 - 2022

Where ?
2 localities in Mopti Region: Somadougou and Madiama

Signature of the agreement with the financial partners: AFD (Remy Rioux) and CD35 (Jean-Luc Chenut)

Modernization of vegetable production and empowerment of women market gardeners

EGALES PROJECT

GOAL

Following the Panenca solar pumping pilot project carried out in Ouonck from 2016 to 2018, and at the request of the inhabitants of this commune, Fondem is developing the EGALES project, which will be a change of scale, equipping a dozen market gardening perimeters.
The EGALES project aims to sustainably improve the living conditions and incomes of women practicing market gardening in the commune of Ouonck (Senegal) through the use of solar pumping and drip irrigation networks, the maintenance of which is ensured by a local operator. The income will be increased by the valorization of the agricultural productions.

When ?
2020 - 2022

Where ?
10 gardening perimeters of the commune of Ouonck in Lower Casamance

The harvest has increased after the installation of the drip network of N’Diagne (PANENCA project)
Studies and Consulting
FONDEM’S EXPERTISE IN SOCIAL ENGINEERING AT THE SERVICE OF ALL

Development of the "OCTAVE" tool

TOOL FOR COLLECTING AND AUTOMATED PROCESSING OF VILLAGE INFORMATION FOR RURAL ELECTRIFICATION

SAGEMCOM/HACSE

• Training of local teams to carry out field surveys

• Development of a computer tool automatically processing information from the field (more than 250,000 processed data)

• Summary of information from over 100 villages (scorecards, indicators, cross-tabulations, reporting)

• Modeling consumption and expenditure of local populations, comparison of villages, sizing of facilities, development of a business plan

Other references

BLUE SOLUTIONS
Socio-economic surveys, demand analysis and mini-grid design for two Upper Guinea villages

UNICEF
Technical support for deployment a network of solar pumps supplying 140,000 inhabitants in the south of Madagascar
The workforce in 2018

On average in 2018, 9 people make up the Fondem operational team, in full-time equivalent.

7 employees 2 trainees

39 % of men 61 % of women

The distribution of jobs in 2018

Data from the Budget of the Year

Social Missions
Fondem devoted 73.5% of its budget to development projects.

Research of Funds, Prospective and Communication
Foresight costs are down slightly compared to 2017 but communication has been strengthened to reach more the general public and potential donors and to make themselves better known.

Overheads
They include non-project salary costs and costs related to the operation of the Foundation.
Financial indicators

PRODUCTS

Solidarity finance

The trend of these products has been declining since 2012. However, there is a stabilization of the level between 2017 and 2018.

2010 / 2018

Evolution of "Agir" products of Crédit Coopératif

Evolution of donations and legacies

Évolution of fundings

Origin of resources

Data from the Budget of the Year

Private fund

Public fund

31 %

69 %

En 2018

Dons, Legs, autres fonds

Europe

Ademe

Ministères

Fondations privées

Commission Européenne

2010

2018

Fonds publics

Fonds privés

2010 / 2018

Agir Card

Agir "Livret"

Evolution of "Agir" products of Crédit Coopératif

Evolution of donations and legacies

Évolution of fundings

Private donors and other resources

European or international donors

French public funders
They support us

THANK YOU!

to all our donors who, thanks to their contribution allow us to continue our mission!

to the financial partners who supported us in 2018:

Public financial partners

Financial partners and private clients
Thanks for reading,
the Fondem team.