



ANNUAL  
REPORT  
2019

*geres*  
ACTING FOR  
CLIMATE  
SOLIDARITY

**3/** EDITORIAL**4/** FOCUS  
ON GERES  
Acting for climate  
solidarity

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Marie-Noëlle Reboulet,  
President, and  
Laurence Tommasino,  
Executive Director of Geres

**T**he COVID-19 crisis, which has affected all countries without exception, has contributed to a rise in inequalities, particularly in the poorest countries most seriously weakened by the disease and its predictably heavy, long-lasting consequences. .

We must not forget that solidarity, the value Geres has never ceased to defend and which is now pushing its way to the top of the agenda, is essential in relation to another risk, apparently less visible and less immediate: climate change. In 2019, Climate Solidarity explicitly became Geres cause, reflecting its twofold ambition to combat both poverty and climate change. It is the driver of all our fieldwork and mobilization to bring about a fair, ambitious energy transition. In practical terms, this means the day-to-day mobilization and commitment of 140 women and men who are working, together with our partners in the field, in Cambodia, Myanmar, Mongolia, Tajikistan, Afghanistan, Morocco, Mali, Benin and Senegal, as well as France, in the Provence-Alpes Côté d'Azur region and at the association's HQ in Aubagne. The Awards received in 2019 in Afghanistan, Mongolia and Mali are a just reward for everyone's efforts.

Presently, in the Covid context, this team is adapting to make sure links with partners and communities are maintained; and to prepare for what comes after Covid-19. Thanks! Climate Solidarity in action means sharing amongst the countries where we work. The Geres Expertise team stands ready to get knowledge and experience circulating across Asia, Africa and France. This cross-cutting focus means we can respond to new demands, make better use of our know-how and boost the association's unity. The discussions on passive solar greenhouses between Mongolia and France, on energy/climate information services between France and the Maghreb, or on electrification between Mali and Myanmar are meaningful examples of this. Climate Solidarity in action means high-quality work to pursue the sustainable development goals, promote self-expression and empowerment for all, especially the poorest, and achieve results reflected in positive, lasting effects and impacts.

With a view to continually improving the quality of its work, in 2018 Geres created a position dedicated to quality and operational partnerships. And now, to pay even more respect to our duty of accountability to the people engaged in those projects and to the public and private donors who put their trust in us, an exercise is under way, in collaboration with our financial partners, to determine and assess the association's overall impacts directly linked to fulfilment of its dual mandate to combat climate change and poverty. Faced with health, political and economic uncertainties, the risks of growing poverty, inequalities and human rights violations, not to mention the risk of overlooking the measures needed to tackle the climate emergency, the only constructive option is to stay mobilized and in solidarity. This reading of the planet-wide crisis leads us to question our ways of working and their resilience to such a shock, while taking a critical look at national and international solidarity mechanisms, particularly through our participation in various collectives of associations (Coordination-SUD, Groupe Initiatives, Cler). The crisis also opens up new opportunities to offer different perspectives and testimony, promoting wider awareness of the imperative need for international solidarity and respect for our environment.

**Our thanks to all who regularly join forces with and support us to take forward the cause of Climate Solidarity.**

## A KEY PLAYER

### IN CLIMATE AND ENERGY

Set up in 1976, Geres is an international development NGO which works to improve the living conditions of the poorest, preserve the environment and limit the impacts of climate change. Working in the field, it implements innovative energy and environmental solutions and adapts its activities to the various socio-cultural contexts, without forgetting to take a professional approach to solidarity. Its activities are always carried out in close partnership with local stakeholders.

## 5 MAJOR AREAS OF EXPERTISE

To streamline its efforts, Geres focuses its strategy on five areas of expertise which, taken together, can speed up the energy transition.



### Controlling energy demand

**Objective:** Support stakeholders to adopt energy-sparing and energy-efficient social, technical and economic solutions suited to the different contexts, using technical levers (improving equipment and the built environment) and social and anthropological levers (changing perceptions and practices).



### Rollout of renewable energy

**Objective:** Supply zero-carbon energy, available locally and on a long-term basis, at controlled, predictable and affordable cost. Apart from installing energy production equipment based on renewable resources, Geres contributes to the development of sustainable fuel supply chains and supports technical and social innovation around renewable energy.



### Energy access

**Objective:** Promote access to reliable, sustainable energy services for private individuals, companies and institutions. This area of expertise combines the technical levers of controlling demand and renewable energy with social and economic levers designed to ensure their inclusive dimension.



### Supporting climate-energy policies and actions

**Objective:** Support, guide and influence local and national territorial policies to combat climate change and reduce poverty as a contribution to the emergence of low-carbon, resilient societies.



### Mobilization

**Objective:** Encourage everyone to commit to genuine societal change in the direction of greater Climate Solidarity. Act to reduce one's carbon footprint and support vulnerable populations on their path to sustainable development and adaptation to climate change.

## 4 CROSS-CUTTING APPROACHES

To ensure the sustainability and scaling up of its activities, Geres deploys its expertise on the basis of four major methodological principles within an inclusive framework designed to achieve a major ambition: enabling the most vulnerable to become decision-makers and take an active role in the energy transition.

### Territorial approach to development

To conduct our actions with local stakeholders, taking into account the territorial and political context.

### Economic development

To support stakeholders and economic sectors to create and share added value and local employment, while contributing to sustainable development.

### Capability-building and training

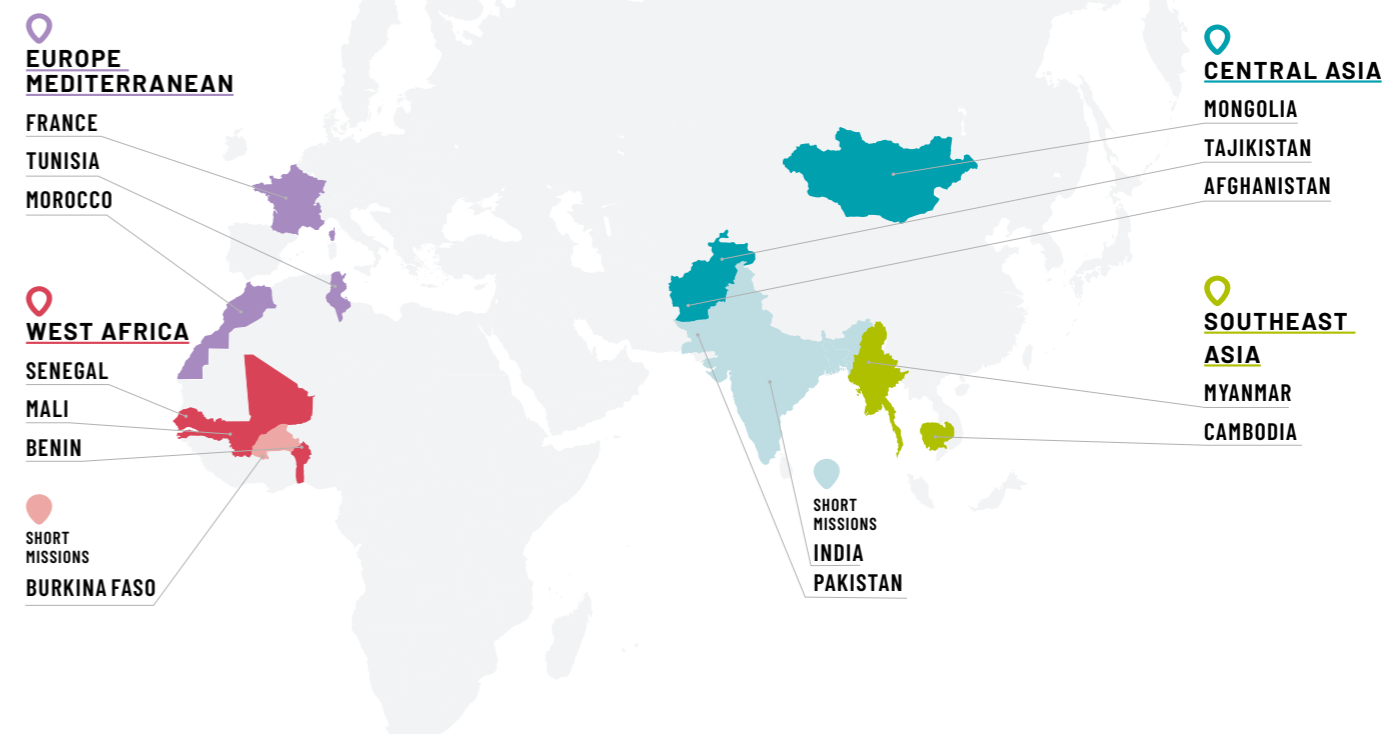
To pass on knowledge and skills to local stakeholders to help them become agents of change.

### Partnership approach

To pool know-how, complementary services for the community and solutions that guarantee the adaptation to local contexts and sustainable stakeholder ownership of the value chains and territories.

## WHERE WE ARE

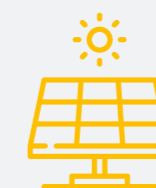
### OUR INTERNATIONAL PRESENCE



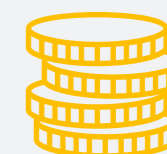
## KEY FIGURES



11  
PERMANENT  
REPRESENTATIVE OFFICES



130  
TECHNICAL PARTNERS



77  
FINANCIAL PARTNERS



140  
EMPLOYEES



178 00  
DIRECT BENEFICIARIES



83  
PROJECTS CARRIED OUT IN  
14 COUNTRIES

# THE WOMEN AND MEN OF GERES

## OUR TEAM at 31 may 2020

### Board of directors

Marie-Noëlle Reboulet  
PRESIDENT

### Executive direction

Laurence Tommasino  
EXECUTIVE DIRECTOR

## HEADQUARTERS

### Administration and Finance Unit

Laurent Collinet-Brdys  
DIRECTOR

### Development and Mobilization Unit

Gilles Martin-Gilis  
DIRECTOR

### Human Resources Unit

Sandrine Fouillade  
DIRECTOR

## OPERATIONS

### EUROPE-MEDITERRANEAN

SHARED GOVERNANCE

#### Geres France

Marie-Maud Gérard  
ENERGY AND HOUSING

#### Alexia Hébraud

WASTE AND AGRICULTURE  
PROJECTS FOCAL POINT  
1<sup>st</sup> link shared Governance

#### Geres Morocco

Virginie Klein  
COUNTRY MANAGER

### WEST AFRICA

Cécile Henriot  
REGIONAL DIRECTOR

#### Geres Mali

Simone Teggi  
COUNTRY MANAGER

### ZAE PROGRAM

Grégoire Gailly  
GREEN BUSINESS AREA + PROGRAM MANAGER

### CENTRAL ASIA

Quentin Moreau  
REGIONAL DIRECTOR

#### Geres Afghanistan

M-Riaz Ramin  
DEPUTY COUNTRY REPRESENTATIVE

#### Geres Mongolia

Beatriz Maroto Izquierdo  
COUNTRY MANAGER

#### Geres Tajikistan

Jonathan Demenge  
COUNTRY MANAGER

### SOUTH-EAST ASIA

Marco Gaspari  
REGIONAL DIRECTOR

#### Geres Cambodia

Aude Petelot  
COUNTRY MANAGER

#### Geres Myanmar

Bernardo Ferreira de Sousa  
COUNTRY MANAGER

### GERES EXPERTISE

Julien Jacquot  
DIRECTOR

#### Energy access

Alexis Caujolle

#### Climate and Development

Camille André

#### Climate and territories

Clémentine Laratte

#### Economic development

Romain Cres

#### Inclusion

Marina Dubois

### QUALITY AND PARTNERSHIPS

Laurence Teissier

## GERES STAFFING

140

DIRECT EMPLOYEES

61

WOMEN

79

MEN

32

PEOPLE WORK IN FRANCE

2 PEOPLE WORK OUTSIDE THE EU

106

PEOPLE WORK ABROAD (OUTSIDE THE EU):

89 LOCAL CONTRACTS

17 EXPATRIATE CONTRACTS INCLUDING

15 EMPLOYEES 2 INTERNATIONAL SOLIDARITY VOLUNTEERS



*"An Ivorian national and engineering graduate, I joined Geres in Mali in 2013 to supervise monitoring of biomass energy projects. I am now the focal point for this issue in West Africa. Apart from development prospects, I can see strong commitment on the part of the regional management of Geres to help its employees flourish, with a very rich community life".*

### FULGENCE AKAFFOU

Biomass-Energy Officer, West Africa



*"In May 2005, I joined Geres, the only NGO promoting energy efficiency standards in Afghanistan. In the last 14 years, I have taken part in implementation of several programmes with a very visible impact on the environment and the lives of vulnerable people. With my team and two Afghan NGOs, we are presently working on the development and large-scale rollout of energy-saving solutions for residential buildings in Kabul. The overall aim of this project is to reduce poverty, support the development of the local economy and reduce vulnerability to climate change".*

### MOHAMMAD RIAZ RAMIN

Geres representative in Afghanistan



*"I joined Geres in Myanmar in 2018. I'm now co-ordinating the REACH project which is run in close collaboration with a community organization, the Thazi Network, and women entrepreneurs. I am passionate about autonomy for women and support for entrepreneurship in the energy sector. This mission helps me to acquire new technical skills in respect of solar energy".*

### AYE AYE NYU

Project co-ordinator, Geres Myanmar



*"I've been championing Geres work on agriculture and environment for nearly 10 years now, seeing the transformations in our civilization*

*which has to respond to the challenges and immense tragedies now unfolding: climate, biodiversity, increasing scarcity of resources, all against a backdrop of insecurities and inequalities in the social fabric. The shared governance put in place by Geres allows us to try out in-house the diplomatic skills needed to cope with these transformations".*

### AMÉLIE HIMPENS

Agriculture-environment project officer

## THE BOARD OF DIRECTORS

Geres board is made up of voluntary members elected at the annual general meeting.

## THE COMMITTEE

Marie-Noëlle Reboulet  
PRESIDENT



Frédéric Bœuf  
VICE-PRESIDENT



Éric Buchet  
SECRETARY



Sophie Ibos  
TREASURER



## THE OTHER MEMBERS

Jean-Louis Bal

Luc Bonnamour

Violaine Bousque

Thierry Cabirol

Jean-Claude Chassagnoux

Pierre Ducret

Julie Fardoux-Chassing

Alain Guinebault

Michel Hamelin

Anne-Claude Morin

Silvia Pariente-David

Vincent Priori

# HIGHLIGHTS 2019

## IDEAS LABEL: RECOGNITION OF QUALITY

Geres obtained renewal of the IDEAS Label, confirming the quality of its practices in terms of governance, financial management and monitoring the effectiveness of its activities. Awarded by an independent committee which relies on in-depth analysis and external audits carried out by professionals on the basis of 120 indicators, this label is an essential vector of trust for the funders and donors who support Geres.



## AWARDS AND HONOURS DURING THE YEAR

En 2019, the Green Business Zones (Zones d'Activité Électrifiée - ZAE) project run by Geres in Mali was rewarded on two occasions, receiving a special mention from the jury in the "energy" category in the Terra Award Sahel competition and winning the Low Carbon category in the international "Green Solution Awards" competition. In Afghanistan, it was the Central Highlands programme, in operation since 2014, which won an Energy Globe Award in the "Air" category. Finally, under the aegis of Oyuntuya Batmunkh, the Geres Mongolia team, which helps the local authorities to take more account of climate change in territorial planning, was honoured by the National Women's Association and the governor of Arkhangai Province for its investment in the CEMAATERR programme. The latter promotes adaptation and mitigation measures designed to increase the climate resilience of rural territories and secondary towns in the country.



## 80 CHILDREN, 80 SMILES

In Vahdat, a ruined town in Western Tajikistan, Geres took part in the thermal renovation of a school for blind and partially sighted children. Thanks to the funds raised by the European Bank for Reconstruction and Development (EBRD) Foundation and the NGO Peshraft, work has been undertaken to insulate the external walls and replace electrical fittings. Each of the six classrooms now has an energy-efficient electric radiator. A small inaugural ceremony was organized in the presence of the children, families, school staff and representatives of the three organizations, along with everyone who "lent a hand" with the project!



## MAISONS DU MONDE SUPPORTS FOREST COMMUNITIES IN CAMBODIA

As a result of the rounding-up campaign launched last spring by Maisons du Monde, at the initiative of its Foundation, more than 494,700 donations, amounting to more than €60,000, were collected in a few weeks. Objective: to support Geres work on preservation of natural resources in the Cardamom Mountains in Cambodia. Our thanks go to all these donors for their generous support and to the whole team at Maisons du Monde and the Foundation for their involvement.

**"The €60,000 will help local communities in the Cardamom Mountains to restore forest ecosystems and champion sustainable management of the wood energy resource".**

Marie-Noëlle Reboulet,  
Président of Geres



## CO-BUILDING STRATEGIC ACTION IN SOUTH-EAST ASIA

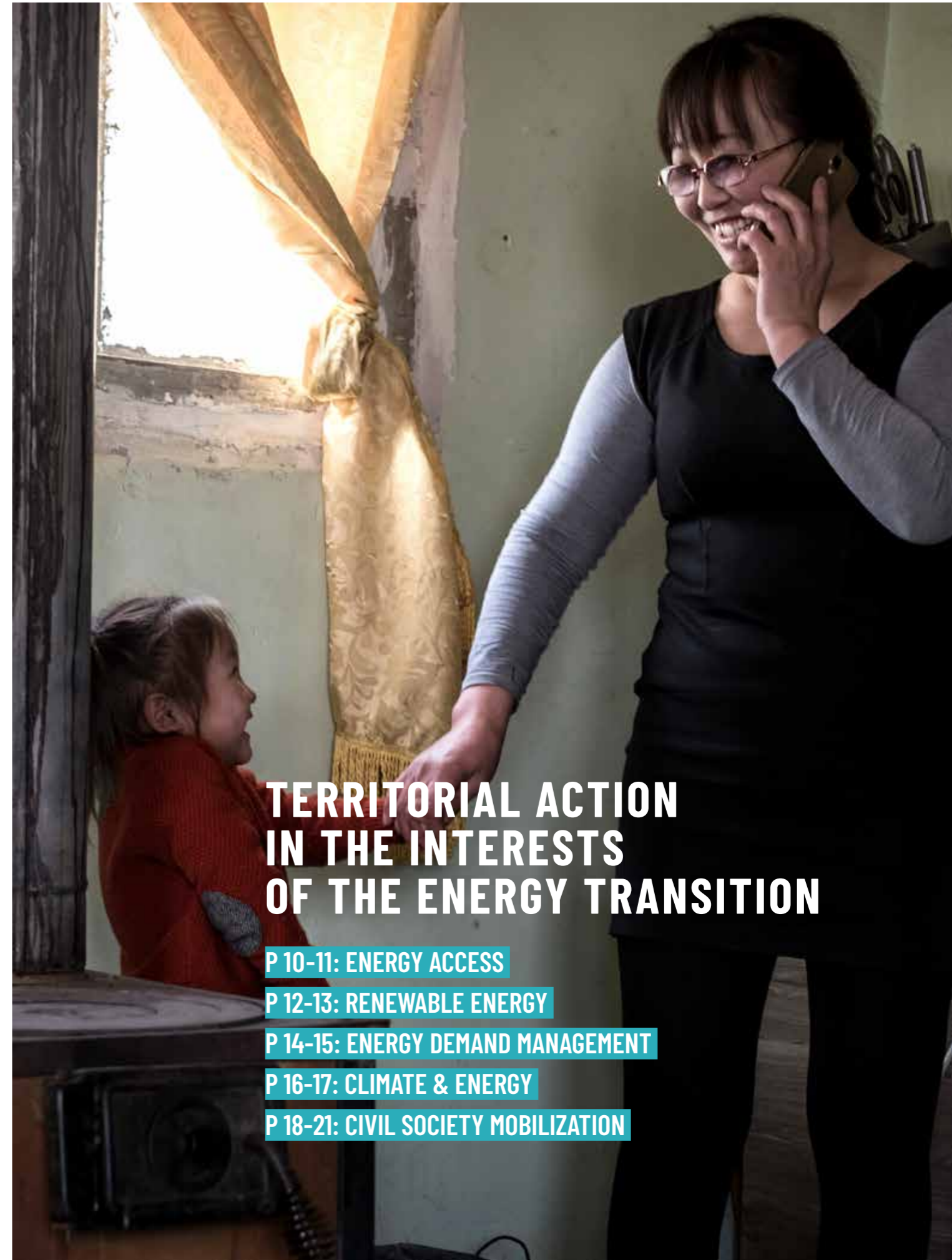
Thinking about the regional forms of Geres action strategy and future courses of action: this was the theme of the two-day workshop held at the end of the year with the regional teams from Myanmar and Cambodia.



The winning team :  
Estelle Berard, Virginie Estrella,  
Elisa Fix, Charline Gontier and Flore Hervy.

## PARTNERSHIP WITH A DESIGN SCHOOL

Thanks to a fruitful partnership with ESDAC, the Design, Communication and Applied Arts School in Aix-en-Provence, the Empowered project, dedicated to reducing energy poverty and specifically focusing on women and health in the Mediterranean, gained a strong, dynamic visual identity accessible to all. A big thank you to the talented students and bravo to the winning team!



# TERRITORIAL ACTION IN THE INTERESTS OF THE ENERGY TRANSITION

P 10-11: ENERGY ACCESS

P 12-13: RENEWABLE ENERGY

P 14-15: ENERGY DEMAND MANAGEMENT

P 16-17: CLIMATE & ENERGY

P 18-21: CIVIL SOCIETY MOBILIZATION

# ZAE +: an economic development accelerator

In West Africa, Geres has since 2015 been supporting Very Small Enterprises (VSEs) and Rural Micro-Businesses (RMBs) established in villages with little or no access to electricity.

Objective: to facilitate their energy access, through Green Business Zones (ZAE), a concept which has already proved its worth in Mali, in Konséguela and Koury, and which Geres plans to develop elsewhere in the country and on a larger scale.

**3 QUESTIONS FOR**  
**Grégoire Gailly,**  
head of the Geres  
ZAE+ programme

**What is the ZAE concept and what issues are involved?**

The Green Business Zone concept arose from the desire to meet the energy needs of stakeholders in the territory, by offering cost-effective, sustainable energy alternatives in disadvantaged areas of the Sahel such as Mali, where the rate of rural electrification rarely exceeds 20%. In practical terms, the aim is to encourage local processing by offering an integrated electricity supply solution for small businesses, co-operatives and rural services. In other words, a ZAE is a rural business accelerator. But in environments where education systems are lacking, where tensions, social inequalities and youth employment are all pervasive, electricity access alone cannot systematically generate inclusive economic development. By establishing an overall ecosys-

tem favourable to the development of rural entrepreneurship, the ZAE acts as a tool for developing rural territories, creating value and jobs.

**What are the results of the two ZAEs established by Geres in Mali?**

Set up in 2015 on communal land in Konséguela, the first ZAE was able to host 10 VSEs, including five managed by women, create 35 jobs and generate turnover of €68,500 per year. Building on this initial success, a second ZAE came into being in 2019 in Koury at the initiative of the local Association of Artisans and Workers of Koury (ASAOK). This pilot project involved building a Productive Energy Hub linked to the Yeelen Kura power plant by a 1 km long medium-voltage line. 15 small businesses targeted for specific support are currently in the process of establishment under

the leadership of Lydie Ongoiba, a young Malian engineer recruited to look after the technical and business management of the ZAE.

**Following these two very encouraging experiences, you have decided to step up the development of ZAEs. Can you tell us some more about this?**

Geres certainly is planning to promote and disseminate the ZAE concept in Mali and the sub-region via a scaling-up strategy designed to expedite rollout of this solution. The ambition is twofold: ensuring the long-term sustainability of the infrastructure and supporting all the partners. In this regard, in Mali first of all, we are planning to establish a social enterprise to manage the ZAEs. It would have the role of ensuring sound management at local level, pooling the technical and business functions, organizing the wider rollout of stand-alone last kilometre solar solutions, including for households. Within the framework of this social enterprise, high-quality energy supply can be made accessible at an acceptable price in isolated areas. This equation is possible through innovative financial engineering and a last kilometre local maintenance service. A first scaling-up stage is currently under way in Mali with funding from the Swedish International Development Agency. It should result in the establishment of six new ZAEs by 2021 and will of course take account of the emergence of the social enterprise as a key element of the project.



**KEY FIGURES**

- 8 female and 1 male distributor
- 3 200 indirect beneficiaries
- 805 products sold

## Myanmar: when economic development goes hand-in-hand with sustainable energy solutions

Geres is taking up a twofold challenge in the isolated rural villages of central Myanmar: guaranteeing improved access to sustainable energy solutions for the most vulnerable communities while contributing to the development of local economic sectors.

aging the development of new economic sectors.

facilitating their integration in the local economic fabric while enabling them to improve their livelihoods", Bernardo Ferreira de Sousa concludes.

**Structured supply chains**

In villages not connected to the grid, domestic solar systems accessible to families have been installed and improved

**Zooming in on the programme's strong points**

- Improving the living conditions of rural households;
- Reducing the arduousness of women's domestic chores;
- Reducing both pressure on natural resources and CO<sub>2</sub> emissions;
- Developing entrepreneurship and increasing economic opportunities for women;
- Enabling low-income households to acquire high-quality energy equipment which is safe and efficient in the long term.

**Sustainable, high-quality energy**

In central Myanmar, an arid zone which is home to one third of the country's total population and where electricity grid coverage remains low, 80% of households still use wood to cook on traditional stoves. This situation exerts heavy pressure on forest resources and contributes to an annual deforestation rate of 2%. In addition, use of biomass as the main source of energy makes women's work difficult and causes respiratory diseases due to exposure to harmful smoke. To overcome these problems, Geres has been striving since 2018 to facilitate access to sustainable high-quality last kilometre energy services while encour-

stoves distributed, while low-energy equipment (rice cookers, ventilators, etc.) has been made accessible in villages connected to the grid. "This innovative programme has been developed in partnership with the communities, distributors and so-called last kilometre retailers, who are the missing links in reaching the most isolated villages" explains Bernardo Ferreira de Sousa, Geres country representative in Myanmar. "In terms of impacts, there are specific challenges to be met and the results are already remarkable. The key points of the scheme include structuring local supply chains in the energy sector, building their commercial and technical capacity, getting women involved by giving them more autonomy and



# BIOCLIMATIC GREENHOUSES: an innovative solution supporting sustainable agriculture

In France and Mongolia, Geres is helping growers to install bioclimatic greenhouses as an alternative to heated greenhouses. Against a backdrop of large-scale climate change, these not only contribute to reducing energy consumption and greenhouse gas emissions but also play a leading role in the development of local agricultural value chains.



## A key tool in Mongolian agricultural development

In Mongolia, a vast country of steppe, desert and taiga where extremely cold climate conditions have a heavy impact on vegetable cropping and production potential, the first passive solar greenhouses began to be built in 2010. The technology swiftly proved effective in increasing vegetable production, reducing dependence on imports and improving community diets. The greenhouses also have a role to play in establishing sustainable activities for the agricultural sector in urban and rural areas and are now a key development focus. Two complementary approaches have been adopted: family-size greenhouses and development of small market gardens with a short supply chain selling to provincial centres.

## Sustainable solutions for a viable agricultural sector

Agriculture occupies an important place in the Provence-Alpes-Côte d'Azur region of France, but conditions are difficult: a demanding climate in the mid-mountain zone, shrinking land availability, urbanization and dependence on mass distribution channels which threaten the sustainability of local operations. In the face of these challenges and drawing on expertise developed in Mongolia, Geres has been helping growers since 2015 to install bioclimatic greenhouses. Based on models suited to the region and built from local materials, these bioclimatic greenhouses, powered by passive solar energy, represent a low-energy production tool. For the small and medium-sized oper-

ations which have adopted them, there are multiple benefits: diversification and safeguarding of production, lengthening of the growing season, adaptation of production systems to climate change. For the regional authority, which supports these initiatives, the economic stakes are high. Bioclimatic greenhouses help to encourage the establishment or maintenance of activities in isolated territories, particularly at altitude. They facilitate short-circuit marketing and play a part in maintaining and ensuring the business viability of growers committed to an eco-responsible approach and the search for sustainable solutions.

## DID YOU KNOW?

**The bioclimatic greenhouse is a fully south-facing structure, built of heavy materials, which can absorb the sun's energy by day and re-radiate the stored heat at night and during cloudy periods. Everything is insulated to reduce heat losses.**

▲ The Khentii and Arkhangai provinces of Mongolia are home to a rural population of over 140,000 people, whose livelihoods depend, in 80% of cases, on agriculture.



▲ For Marie Moynet, owner of an organic nursery in Aubagne, "the bioclimatic greenhouse is a super tool bringing more comfort and less stress".



As the leading renewable energy used in France, wood energy makes a significant contribution to the fight against climate change.

# BIOMASS IN FRANCE: an energy source ripe for development

The Provence-Alpes-Côte d'Azur region is one of the biggest energy consumers in France, but is also well placed to produce renewable energy locally, particularly using residual biomass derived from sources such as wood, municipal and commercial organic waste and agricultural residues. In this context, the 2030 target of regional planning policies is to multiply the number of methanation units by 20 and recycle 450,000 tonnes of organic waste.

With a view to the energy transition at territorial level, Geres is keen to support local energy production operations making use of the various existing biomass residues, whether of agricultural origin or derived from food processing or food distribution, catering, green spaces or households. Currently, the two main value chains developed are methanation and recycling of

crushed agricultural residues for use as fuel. The aim is nevertheless to come up with comprehensive territorial solutions following the rationale of a circular biomass economy, combining energy recycling and other sectors such as composting, crushing/mulching of green waste and returning to the soil.

## Producing locally to act globally

Geres is helping to implement various territorial methanation initiatives under the Metha-Synergy scheme involving ADEME, the Region, DREAL, GrdF, GRT Gaz and the Bouches du Rhône Chamber of Agriculture. The project developers have a wide range of technical and methodological tools available for appropriate, coherent territorial projects: opportunity diagnostics, mapping of methane deposits and outlets,

a brochure with technical, regulatory and consultative recommendations, site visits and training sessions. Through the AGRAIR project, Geres is working with the federation of organic farmers of Provence-Alpes-Côte d'Azur and the Vaucluse and Bouches du Rhône Chambers of Agriculture to establish facilities for four groups of farmers (tree growers and wine producers) to crush their residues from cutting back and uprooting. The crushed material will then be used as fuel, for example in distillery boilers. This is a way to recycle residues which used to be burned in the fields and so avoid atmospheric pollution and the impact of such practices on the climate.



In France, it is estimated that 7 million people are affected by energy poverty.

## Speeding up the energy transition for all: concrete action

As an expert in energy, Geres is developing solutions and taking action to combat energy poverty in France and especially the Provence-Alpes-Côte d'Azur region, which is particularly hard hit by this phenomenon.

**3 QUESTIONS FOR Marie-Maud Gérard,**  
Energy and environment engineer

### Why are people in the Provence-Alpes-Côte d'Azur region more affected than others?

In France, according to National Energy Poverty Observatory estimates, there are 7 million people facing energy poverty. In the Provence-Alpes-Côte d'Azur region, despite a mild climate in winter, more than 160,000 households are thought to be affected, especially the most vulnerable families who struggle to access energy renovation for their homes which do not always have a fixed heating system. In summer, the high temperatures exacerbate the phenomenon, resulting in overuse of cooling appliances and the installation of inefficient mobile air-conditioners. This worrying situation has direct consequences for the households concerned in terms of indebtedness, social withdrawal, social exclusion and health.

### What is Geres doing?

To combat energy poverty, Geres launched a vast four-year programme in 2019, aimed at empowering families facing energy poverty, with a focus on women and health. Carried out in partnership with all the stakeholders – social workers, occupational integration agencies or health professionals, the programme has several components. The kinds of action needed to meet the challenge include raising awareness of health risks; mobilization and training of local agencies in contact with households; and implementation of appropriate solutions: eco-friendly practices, installation of low-energy equipment and renovation of housing. The system

relies in particular on the encouraging results of a social impact study conducted by Geres, LogisCité and Kimso with funding from the Schneider Electric Foundation, highlighting the importance of energy advice visits as a lever to fight energy poverty.

### In what way are households involved in this scheme?

We aim to build households' capacity to find and implement solutions to their problems which will improve their thermal comfort while reducing their bills. With this in mind, we help them to identify problems relating to consumption and energy bills and steer them towards choosing appropriate solutions. To make it easier to carry out essential works, we are working to set up a fund to cover the not inconsiderable costs involved. In the Provence-Alpes Côte d'Azur region, 400 families have been reached by Geres and essential works have been carried out in the homes of 50 households, resulting in annual savings of between €200 and €400 on water and energy bills.

## Combating energy poverty and air pollution in Mongolia

Geres is carrying out a vast building renovation programme in urban areas. Aimed primarily at low-income households living on the outskirts of Ulan Bator, it seeks to reduce coal consumption and increase families' thermal comfort, while controlling atmospheric pollution in the capital where more than 50% of the Mongolian population is concentrated.

Mongolia is the size of Western Europe and its vast steppes are home to 80 million head of livestock but just 3 million people. In apparent contrast with this idealized image, more than 70% of the population lives in Ulan Bator and the 21 provincial capitals, mainly in individual houses built in unplanned districts. With eight months of negative temperatures falling to minus 40° C in the heart of winter, its inhabitants are heavily dependent on coal for their heating and cooking needs. Combined with very poor construction standards and almost non-existent insulation of the buildings, this gives rise to catastrophic pollution of the inside and outside air with a particularly worrying effect on health. To combat this acute public-health problem and mitigate the effects of climate change, it is therefore vital to limit use of fossil fuels by improving energy efficiency and reducing heat loss in the detached housing in the outskirts of the capital.

### Improving energy efficiency in housing

This is the challenge Geres has taken up, in close collaboration with the municipality of Ulan Bator, civil society, banks and a network of artisans, engaging since 2018 in large-scale operations funded by the European Union's SWITCH programme and the Abbé Pierre Foundation. These aim to equip communities and the private sector with the necessary tools to reduce CO2 emissions and atmospheric pollution.

"The objective is to improve the energy efficiency of 1000 houses in outlying districts which have been left out of current measures and are the main sources of pollution in the capital. By designing simple, appropriate thermal renovation solutions, our teams are helping to structure a network of qualified artisans. They work with communities to raise awareness of the problem and provide information on appropriate technical solutions, while doing all they can to facilitate access to

bank loans at preferential rate", says Quentin Moreau, Geres Central Asia regional director. "The pilot programme pursues various lines of development, staging the implementation of targeted measures which, when combined, will eventually lead to substantial changes, with an overall improvement in health due to more sustainable energy consumption patterns and behaviour in the individual housing sector and sustainable reduction of coal consumption and emissions of CO2 and fine particles as a paradigm", as Quentin Moreau concludes.

### IN FIGURES ROOF INSULATION FOR A 48 M<sup>2</sup> HOUSE: €517

- 35% lower energy consumption
- +3 degrees in their houses (from 17 to 20°C)

### Return on the investment after 7 years ROOF AND WALL INSULATION AND VENTILATION FOR A 48 M<sup>2</sup> HOUSE: €2795

- 70% lower energy consumption
- +3 degrees in their houses (from 17 to 20°C)
- Return on the investment after 20 years

Solutions geared towards energy efficiency and affordable thermal insulation.





# Towards an inclusive, participatory energy transition in Morocco

With the adoption of national strategies to develop renewable energies and energy efficiency, the Kingdom of Morocco stands as one of the vanguard countries in the African energy transition. The challenge is to support this transition and put it into practice at the level of local territories and stakeholders.

In response to this challenge, Geres is developing low-carbon technical solutions and empowering citizens and territories through three flagship projects. Its activities draw on several decades' experience in Morocco, which has led to strong territorial attachments and much greater knowledge of operational themes such as energy efficiency according to a supply chain approach, territorial energy/climate planning and citizen awareness and mobilization on these topics.

## Efficient gas-fired ovens in urban areas

Massive use of wood for cooking, especially in rural areas, has led Geres to take an interest in alternative cooking methods, particularly using butane gas. In partnership with Moroccan oven manufacturers, Geres

has brought its technical expertise to bear on the design and distribution of highly energy-efficient gas-fired ovens and has created the "FaranEco" label. After several months devoted to factory tests, this pilot activity begun in 2019 has already succeeded

in identifying and canvassing more than 300 professionals in the urban areas of Casablanca and Rabat-Salé.

## Helping territories move towards the energy transition

After an initial successful collaborative experiment with Chefchaouen municipality, Geres forged new partnerships in 2019 to assist Midelt Province, which is keen to pursue its commitment to the energy transition launched within the framework of GIZ's Sustainable Energy in Midelt and Tata Provinces (EDMITA) project. Since 2018, Geres has been regularly involved in this area, conducting a study on winter heating and thermal comfort in the Province's schools and supporting the emergence of an Energy Information Centre. As of 2020, priority will be given to improving

energy efficiency in schools and supporting territorial energy/climate planning.

## Wide-scale citizen mobilization

Geres has helped Chefchaouen municipality to set up the first Energy/Climate Information Service (SIEC). This service is designed to inform citizens and professionals, raising their awareness of energy demand management. Capitalization work in 2019, led by the Tangier-Tetouan-Al Hoceima Region in Morocco and the Provence-Alpes-Côte d'Azur Region in France, has given Geres the opportunity to inform strategic thinking on the operationalization and continuity of SIECs in the Maghreb. For 2020, the challenge is to roll out this kind of operation more widely in Morocco, with the involvement of local Civil Society Organizations (CSOs) and support from the French Development Agency (AFD).



## IN FIGURES

Small bakeries adopting "FaranEco" ovens have been able to achieve **50%** savings on gas.

Significant savings are made on running costs: more than **50 euros** per month.

# Taking action at territorial level



Rin Sinoun and his wife at Samroang Yea in Pursat province, Cambodia, who produce charcoal using wood taken from forests protected and sustainably managed by neighbouring forest communities.

In Benin and Cambodia, Geres is supporting the development and implementation of biomass energy strategies in territories affected by deforestation and land degradation..

The activities are aimed at boosting the planning, management and decision-making capacity of local public and private stakeholders in the sustainable biofuel production and distribution chains. Following on from several

pilot projects, 2019 saw the start of an approach focused primarily on:

## Sustainable resource management

In Benin, surveys and analyses of wood energy supply and demand and the impacts on forest resources resulted in practical action proposals, consistent with the main lines of its energy/climate strategy, being put to the Groupement Intercommunal

des Collines (GIC).

In Cambodia, Geres helps communities in the buffer zones of the Cardamom Mountains to implement their community forest management plans, in keeping with municipal development plans.

## For a multi-stakeholder dialogue

Geres is taking action all along the value chain, encouraging dialogue between the various stakeholders: technical services responsible for the forest, local authorities, community bodies, entrepreneurs and local artisans involved in production, distribution, transport or marketing. In Cambodia, a dedicated committee facilitated joint identification of degraded areas unfit for any agricultural activity but suitable for commercial energy plantations. In Benin, consultations with the GIC are the precursors of a territorial forum for dialogue.

## A cross-cutting approach

Exchanges of experience and expertise between these two countries, together with development of partnerships with organizations specializing in biodiversity conservation, are planned through the CEMAATERR programme, which promotes a territorial approach to the energy transition appropriate for rural areas and relay towns in Asia, West Africa and the Mediterranean.

# Boosting climate change resilience

The third phase of the project to support the climate mobilization of French NGOs (PAMOC3), which organizes the activities of the Climate and Development Committee (CDC) of Coordination SUD, began in January 2019.

Under Geres leadership, the project aims to help Civil Society Organizations working on international solidarity to cope with the growing social and climate emergencies and fulfil their public interest mission more effectively as they get to grips with the climate issues these organizations must face.

## Putting forward climate-compatible development solutions

The work of the CDC committee, which has the role of putting forward climate-compatible development solutions, rests on four pillars:

**1** - Provision of training on mainstreaming climate in the development policies of operators in both North and South.

**2** - Production of technical and scientific knowledge on climate, addressed in operational terms to the CSO teams, funders and public authorities.

**3** - Influencing French policymakers to move towards greater climate coherence.

**4** - Capitalizing on practice to inform the climate activities of Coordination SUD members. In 2019, amongst other activities, a multi-stakeholder meeting on Nationally Determined Contributions and Forests was co-organized in Paris with the NGO Fern. It resulted in an issue paper widely distributed by the member CSOs.

## What are the challenges for 2020?

COP26 is billed as the last chance for the Paris Agreement. For the CDC, 2020 will be the launch year of the training programme for CSOs' field and headquarters teams. In addition, effort will be required from all concerned to turn the spotlight onto this collective approach and make sure the necessary human and financial resources are available for its full implementation.

# A community committed to Climate Solidarity

Developed and facilitated by Geres, the Climate Solidarity Community brings together local government authorities, associations and businesses, committed alongside us to the climate.

## A TWOFOLD APPROACH, BOTH ENGAGING AND COHERENT

- Change agents:**
- Estimate their emissions and reduce their impact on the climate through measures geared towards carbon neutrality and a sustainable development approach adapted to suit each organization.
  - Mobilize their staff, consumers and, more broadly, citizens through advocacy campaigns and mobilization mechanisms.



Supporting Geres energy transition work to help vulnerable communities in territories in France and internationally, through patronage.

## TO SPEED UP CHANGE

Geres ambition is to support its partners, helping them to implement and promote their climate-friendly measures and share good practice, while creating new synergies. Keen to get involved alongside the association, these partners make up the "Community of committed Climate Solidarity players" who must demonstrate their commitment and a wish to adopt a sustainable approach. Geres helps

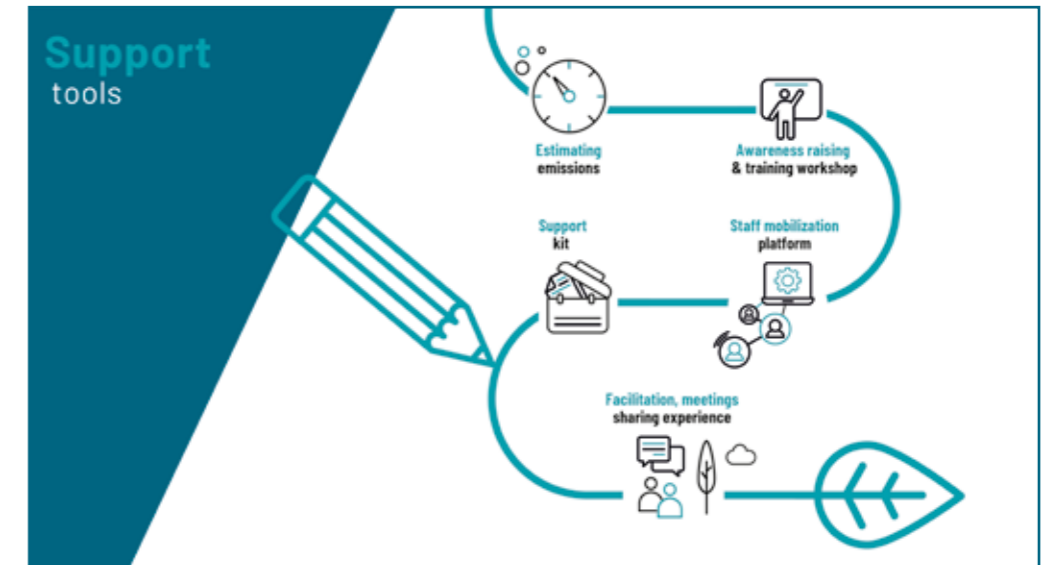
them take their first steps by making an initial carbon assessment and establishing an action plan. Once the approach has been put to the test and deemed to comply with the Sustainable Development Charter developed by Geres, the partners are awarded "Committed Climate Solidarity player" status. As committed players, the partners - businesses, associations or local authorities - become active

members of the community, sharing their experiences and acting as a mobilizing force. We wish to thank the 40 partners who have already signed up to help us build a sustainable, inclusive world together.



## A MADE-TO-MEASURE PARTNERSHIP

To help its partners put their approach into practice, Geres makes tools available and facilitates regular workshops for the community.



## AT FIRST HAND



**Alexandre Latz,**  
General Manager,  
Concept Emballage

“The balance in the wine industry is going to be severely upset, casting doubt over yields and calling into question the notion of terroir (climate/land/grape varieties). Concept Emballage, which has always had its roots in the industry, wants to play its part in the collective efforts needed to preserve this key agricultural activity. Through our partnership with Geres, tailored to the way SMEs operate, we have been able to map our carbon footprint and put in place a coherent energy conservation plan. This is beneficial at several levels: it commits us to preserve our customers' business, helps to diminish our carbon dependency and boosts our resilience to the uncertainties of that energy source. The plan steers our management towards more conservation and less wastage, making it a virtuous economic compass. Finally, it rallies all our employees around a shared project of benefit for the planet their children will inherit”.



**Gilles Martin-Gilis,**  
Director of Geres  
Mobilization and  
Development Service

“These days, many businesses are already taking ad hoc measures to tackle environmental issues: saving water, energy and materials, reducing waste or raising their employees' awareness. Nevertheless, due to lack of knowledge, time or resources, these measures are still not sufficiently integrated into the framework of a formalized development strategy. This is why Geres has decided to support our partners step-by-step so that they can structure their approach and activities more effectively, helping them in particular to get a better grasp of Sustainable Development issues, the SDGs and their implementation. While putting forward ideas and advice, our role is also to help them see more clearly the interdependence of the environmental, social and economic dimensions, taking as a paradigm the transformation of constraints into opportunities and innovation levers. By coming together in the Climate Solidarity Community, our partners can share common values and objectives and commit to supporting our work with the most vulnerable people.”.

# Citizens mobilizing for Climate Solidarity

2019 was a transition year for citizen mobilization at Geres. The urgent need for wide-scale mobilization of civil society, in parallel with our fieldwork, led us to transform our communications tools to get the issues of climate solidarity across more effectively to our target audience.

We therefore undertook an in-depth rethink of our website to make it easy for all, whether institution, local authority, company, foundation or citizen, to find out how they could play their part in the societal transition. This overhaul was an

opportunity to boost the visibility of our eco-friendly steps platform by incorporating it in the Geres website. Dozens of new ideas, linked to all the Sustainable Development Goals (SDGs), will be added

and attract many more commitments to Climate Solidarity, on top of the 34,000 received so far. A new discussion group has also been launched on Facebook so that the 7000 citizens who have signed up on the platform can easily share the various ways

they are committing to speed up the transition.

Finally, a major digital mobilization campaign was carried out at the end of the year, inviting citizens to discover the solutions we promote and implement in our various countries of operation. This campaign was viewed almost 1.5 million times on social media and information sites and encouraged new donors and members to join us.



CITIZEN MOBILIZATION



## CLIMATE SOLIDARITY IN FIGURES

- 7 000 citizens committed
- 17 Sustainable Development Goals
- 34,000 eco-friendly steps supported
- 1.5 million million viewings of the campaign

CITIZEN MOBILIZATION

### THREE QUESTIONS FOR

**Camille André,**  
Head of Geres climate and energy programme, in charge of citizen mobilization work within the framework of the "Climate Solidarity" programme.

Q In what way is achievement of the SDGs related to the fight against climate change?

Back in 2015, the World Bank warned the international community: if nothing is done, 100 million more people will be threatened with poverty as a result of the impact of climate change. Everything is interrelated. Achieving the 17 Sustainable Development Goals set by all the States on the planet for themselves is unthinkable without swift collective action to reduce greenhouse gas emissions and prepare people for the irremediable consequences of the current climate disturbances. The IPCC (Intergovernmental Panel on Climate Change) has been saying it again and again for more than 20 years: the climate is changing and impacting the whole of humanity. Now, more than ever, we need to fight for Climate Solidarity!

Q How can citizens be brought on board to meet this major collective challenge?

At Geres, we believe that everyone is able to take action at their own level to bring about a fair societal transition compatible with the planet's limits. We therefore put forward 80 steps on our on-line platform. Everyone can genuinely become a player in this transition. Ways they can contribute to Climate Solidarity include changing consumption habits; getting information on climate disturbances and informing those around them; and getting involved in solidarity associations or citizen movements.

Q What measures were taken in 2019 to raise citizens' awareness of these issues?

All of us, without exception, can do something to avoid breaching the ecological ceiling and help the most vulnerable not to fall below the social floor. In this connection, we have organized more than 20 awareness events targeting civil society organizations and citizens. For example, in liaison with Territoires Solidaires, we held two half-day workshops for associations and local authorities in the Provence-Alpes-Côte d'Azur region on Climate Solidarity and the need to bring the SDGs and the fight against climate change into everything they do. Awareness work was also undertaken with hospital staff and patients at the Timone and Conception hospitals in Marseille, as global health is particularly threatened by the consequences of the current disturbances.

Off-grid solutions to meet rural communities' energy needs



## Energy access via development of mini-grids in Myanmar

In Myanmar, the proportion of people connected to the national grid rose from 30% in 2014 to 42% in 2018. Not a large enough increase to achieve the goal of universal electricity access by 2030, but at the same time there is potential to develop an estimated 16,000 mini-grids.

The scale of the investments needed to extend the national grid (an estimated US\$10 billion) explains the interest taken by various agencies in off-grid solutions and the development of decentralized mini-grids. With this in mind, in November 2018, the French Development Agency commissioned Geres, in concert with IED, to conduct a feasibility study on financial support for the Myanmar

government in the shape of a sovereign loan in the amount of €40 – €50 million. This study has several components, dealing in particular with technical and economic modelling of the investments and analysis of technical solutions and economic viability for developers. Special attention is paid to the project's integration in the existing institutional and financial landscape and assessment of its future social, economic and environmental impacts.

NEW INITIATIVES IN 2020



## Improving conditions for education in Morocco

The climate of Midelt Province, in the Middle Atlas mountain range in Morocco, features cold, harsh winters. In this isolated rural area, schools are veritable thermal sieves.

Through the CEMAATERR-Morocco project, Geres is working with the local authorities responsible for school construction, renovation and maintenance to ensure that more account is taken of the principles of energy efficiency and bioclimatism in local planning and the programming of public facilities. Pilot exercises will be carried out in several schools with artisans and entrepreneurs in the sector to encourage local service provision. They will support environmental awareness campaigns conducted with local associations, targeting young people and, more broadly, citizens and public and private institutions. By 2023, at least 150 school students and educational personnel should be enjoying greater thermal comfort in the project's pilot schools and 600 people will have greater awareness of the issue.

## Encouraging multi-stakeholder dynamics

In Tunisia, Geres has begun two significant collaborative ventures. One with the national energy management agency (ANME), thanks to financial support from its French counterpart ADEME, and the other with the city of Sousse, within the framework of its decentralized co-operation with the city of Marseille, thanks to support from the Provence-Alpes-Côte d'Azur region.

The first component of the work involved in Geres collaboration with ANME relates to energy management and production of renewable energies in public buildings. The second aims to establish Energy/Climate Information Services to mobilize, educate and advise residents, businesses and local authorities on energy management. In 2020, thanks to financial support from AFD, this dynamic multi-stakeholder alliance for sustainable territorial development, of which the city of Sousse is a pioneer, will be facilitated in other cities such as Nabeul and Bizerte. Objective: encourage the participation of associations and civil society organizations (growing in numbers since the Arab spring) in the energy transition and draw on their expertise. Around these topics, discussions will continue within the framework of the Mediterranean working group launched by Geres in 2017 for Tunisian, Moroccan and French stakeholders such as FLAME and CLER.



## On the way to a more virtuous textile industry



The clothing industry in Cambodia is a major provider of industrial jobs. Over the last decade, it has experienced rapid development, unfortunately accompanied by sharply increasing energy demand and greenhouse gas emissions.

The overwhelmingly predominant use of cheap, unsustainable, untraceable wood to provide heat in these clothing factories contributes to deforestation and worsens the sector's ecological footprint. While international brands are becoming more and more committed to reducing their carbon footprint, moves within textile factories towards efficient, more sustainable production patterns are essential if garment production is to continue in Cambodia. Thanks to European funding, Geres is beginning the ASSET (Adopting Solutions for Sustainable Energy in Textiles) project in the second quarter of 2020, in partnership with the GGGI (Global Green Growth Institute) and GMAC, the garment producers union in Cambodia. This four-year project aims to enhance skills and investments in energy-efficient, sustainable technologies and practices in the factories.

## Recycling organic waste

Metha'Synergie - where all the institutional and professional players in the methanation sector in the Provence-Alpes-Côte d'Azur region come together.

Its role is to promote, support and dynamize the sector in the territory. Set up by ADEME, the Provence-Alpes-Côte d'Azur Region, DREAL, Regional Chamber of Agriculture, Geres, GRT Gaz and GrdF, this consortium recently launched a new website to inform and assist project developers interested in methanation of their residual organic matter. A veritable toolkit, this new digital platform also offers documentation, regulatory information, operational tools and mapping of the region, together with a training directory.

More information on: [www.methasynergie.fr](http://www.methasynergie.fr)



NEW INITIATIVES IN 2020

# ENHANCING QUALITY IN PROGRAMMES: a daily challenge for our teams

Monitoring and evaluating projects and fieldwork is a major concern for Geres. Tokens of relevance in relation to people's needs, showing that we are working efficiently and sustainably, monitoring and evaluation systems are also the source of reliable information we can share with all our partners, members and donors. To be precise, Geres quest for quality means practical support, in communication and dialogue, for all the operational teams in concrete situations relating to the project cycle. It also means sharing and cross-fertilization of good practice in-house and taking part in cross-disciplinary exchanges with other organizations.

## Why get involved in the dynamics of comprehensive continuous improvement?

Combating both poverty situations and climate change is a human adventure in which a series of players must take part. The process of change is long and stimulating, but also demanding due to the complexity of the systems involved. The quality approach should allow Geres to make progress in managing that complexity so that our work is as relevant as possible in the long run. That means that, to make sure programmes precisely reflect the needs of people and territories, local stakeholders must be involved from the design stage onwards. The quality approach should also improve the agility of Geres and the systems so that they can shift direction as necessary in case the context changes. In addition, against a background of dwindling public funds, questions as to the effectiveness of development aid and changes in the international solidarity scene, NGOs are presently induced to demonstrate that

their work is relevant, effective and produces long-term results. They also need to be transparent as regards their management and governance methods and accountable vis-à-vis all their partners and supporters.

*"Commitment to a quality approach can therefore mean gaining in credibility and legitimacy, consolidating relationships with financial and technical partners or confirming Geres strategic positioning in its various fields of action. But it also helps to boost the relevance, effectiveness, sustainability and professionalization of our work, while standing out from the others",* explains Laurence Teissier, Quality and Partnerships Officer.

## Social impacts and patronage: building together sustainably

There are many foundations and patrons asking NGOs to help them measure the impact of their commitment. Geres patronage team has therefore carried out a study, with those partners, designed to clarify their expecta-

tions in terms of social impacts.

The results of this study have been shared at a collective workshop for Geres patrons. *"The next stage will be to build a framework to monitor and evaluate the effects of our actions, going beyond projects, in line with the ambitious target that we at Geres have set for*

*ourselves to establish comprehensive social impact indicators relating to our association's mission",* explains Geres Executive Director Laurence Tommasino.

## TWO QUESTIONS FOR Thierry Hergault,

head of the International Solidarity section of the Abbé Pierre Foundation (FAP).



## Q The FAP is looking into its social impacts - why is this work important for you? And what is it about?

The social mission of the Abbé Pierre Foundation is to help any destitute person to access decent housing and a dignified life. Thinking about the social impacts of the activities we support is essential if we are to anticipate and respond better to the expectations of the most excluded people and give them the ability to bring about change for themselves. The aim here is to put together impactful activities, capable of promoting both collective consciousness and the economic, social and citizen emancipation of each inhabitant.

## Q Where do you stand now and how do you put the principle into practice within the FAP?

It has now been some years since our foundation first began to mobilize alongside its partners to launch a genuine dynamic of social transformation via housing in each project. This year, the FAP is finalizing a capitalization study on the experiences of our partners at international level. These cross-cutting analyses of "how things are done" was an opportunity offered to our partners to nurture together their contributions to social change. To build the capacity of each and every one, the FAP intends to foster exchanges between peers as a vector to improve projects and their effects. The aim is to support the emergence of a "learning community" of practitioners engaged in promoting decent, adequate housing.

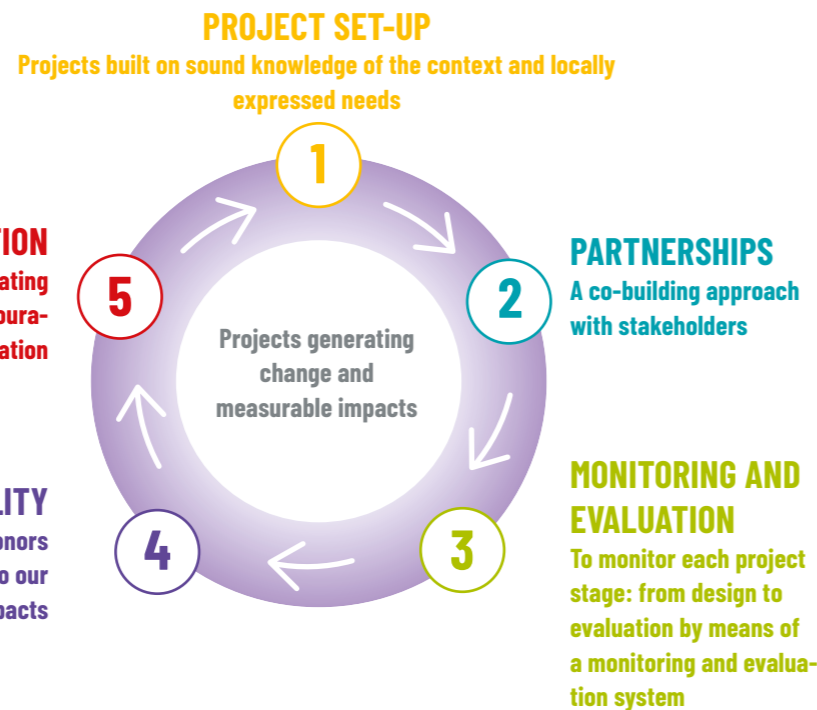
QUALITY AND PARTNERSHIPS

## 5 PRINCIPLES, TOKENS OF QUALITY FOR PROJECT IMPLEMENTATION

The quality approach implemented by Geres scrupulously follows all stages of the project cycle:

**CAPITALIZATION**  
Projects generating knowledge and encouraging replication

**ACCOUNTABILITY**  
Engaging with donors to add value to our impacts



## Monitoring and evaluating projects and measuring impact

In connection with the AEDTT (Sustainable energy access for all) project developed in Mali with the support of the Swedish International Development Agency, a workshop was held in Koutiala in November 2019, bringing together the teams from Geres and

AMEDD, its Malian partner.

The workshop's objective: enhancing shared knowledge of project monitoring and evaluation, discussing its purposes, identifying the key elements to monitor and preparing a matrix to put the approach into practice. Following on from this exercise and armed with clarification of the expected effects

and impacts, the quality and partnerships officer will help the team to direct a study evaluating the first two green business zones. The study findings will feed into the current project and help to refine the strategy for rolling out new ZAEs.



In Mongolia, the Abbé Pierre Foundation is supporting Geres efforts to provide families living on the outskirts of Ulan Bator with greater thermal comfort.

QUALITY AND PARTNERSHIPS

# Our financial partners

Geres wishes to pay tribute to the commitment, loyalty and confidence of its financial partners, without whom its work and that of its technical partners could not be conducted.

## ASSOCIATIONS

- Acting for Life
- Caritas Suisse
- CLER - Réseau pour la transition énergétique
- French Association of the International Film Festival
- Help'M
- WWF - World Wildlife Fund

## LOCAL AUTHORITIES

- Aix-Marseille-Provence Metropolis
- Arkhangai Province
- Bouches-du-Rhône Department
- Paris Municipality
- Provence-Alpes-Côte d'Azur Region

## COMPANIES

- Animine
- Bleu-Vert
- Bouygues Bâtiment Sud-Est
- Concept Emballage
- Laboratoires dermatologiques Ducray
- Ecodis
- ekWateur
- Empreinte Conseil
- Flying Blue
- GFA Consulting Group GmbH
- GRDF - Gaz réseau distribution France
- GRTgaz
- H&M - Hennes & Moritz
- KGC - Khmer Green Charcoal
- Le Pal
- Maisons du Monde
- Muskane
- Novespace
- Orphoz
- Solagro
- Suez Consulting
- Thaïlande Autrement

## STATES AND GOVERNMENTS

- Cambodian Ministry of Agriculture, Forestry and Fisheries
- Cambodian Ministry of Energy and Mines
- Cambodian Ministry of Environment
- French Ministry for the Ecological Transition and Solidarity

## FOUNDATIONS AND ENDOWMENT FUNDS

- Abbé Pierre Foundation
- Humus Foundation
- Lord Michelham of Hellingly Foundation
- Maisons du Monde Foundation
- Nexans Foundation
- Prince Albert II de Monaco Foundation
- Rexel Foundation
- Raja Foundation
- Schneider Foundation
- Itancia Endowment Fund
- Louis Dreyfus corporate fund
- Synergie Solaire Endowment Fund
- Watts for Change Valorem Fund
- Solinergy

*// We also wish to thank our members and small donors who supported us in 2019. Their mobilization is essential for our association.*

Find the exhaustive list of our partners on our website:  
[www.geres.eu/en/about/our-partners/](http://www.geres.eu/en/about/our-partners/)

## COOPERATION BODIES

- AFD - French Development Agency
- CCCA - Cambodian Climate Change Alliance
- Directorate of International Cooperation Monaco
- European Union
- FFEM - French Fund for the Environment
- Mali-Luxembourg cooperation
- NCF - Nordic Climate Fund
- OFID - OPEC International Development Fund
- PCRP - Forest Certification Recognition
- Program SIDA - Swedish International Development Cooperation Agency
- UN Women
- UNDP - United Nations Development Programme
- World Food Programme
- Wuppertal Institute for Climate, Environment and Energy

## FRENCH PUBLIC BODIES

- 13 Habitat
- ADEME - Environment and Energy Management Agency
- ADEME PACA - Provence-Alpes-Côtes d'Azur regional office
- DRAAF PACA - Regional Agriculture, Food and Forestry Department of Provence-Alpes-Côtes d'Azur
- Famille et Provence
- FNAB - Fédération Nationale d'Agriculture Biologique
- MRU - Marseille Rénovation Urbaine
- SOLEAM - Local equipment and development society in the Marseille area

# Our partner networks

Our presence in over 20 associative networks contributes to the sharing of experiences. It also shows our willingness to look for synergies that will help us conduct our actions with more efficiency.



## Groupe Initiatives

Set up in 1993, Groupe initiatives (Gi) is a collective of professional international solidarity associations with 12 member organizations. A forum for exchanging and sharing experiences and practices, it helps to inform the thinking of development co-operation players and put forward public policy recommendations. Its work and expertise rest on three main pillars: promoting relevant, effective practices and methods; capitalizing, producing and disseminating knowledge; and driving forward international solidarity practices and policies.



## Coordination SUD

Coordination SUD co-ordinates French international solidarity NGOs. It brings together more than 130 associations working on emergency humanitarian action, development aid, environmental protection, defence of human rights and advocacy. Since 2013, Geres has headed the Climate and Development Committee, a working group of some thirty member organizations, which aims to strengthen the national and international efforts of civil society engaged in the fight against climate change.



## F3E

F3E is a voluntary sector network entirely dedicated to improving the impact and quality of decentralized co-operation and international solidarity work. Made up of around one hundred NGOs and territorial authorities, it brings together major players in the development and international co-operation sector keen to share their practices to boost their capacity and give a better account of the effectiveness of their activities. In 2019, Geres joined the F3E board.



## CLER - Réseau pour la transition énergétique

CLER is an association bringing together 150 energy professionals spread across French territory. Its mission is to organize a network of field operators, provide the latest information on renewable energy, promote renewable energy development and energy efficiency projects and support job creation in those sectors.



## ACCESS

ACCESS is a coalition of international organizations aiming to enhance the visibility of NGOs committed to universal energy access. ACCESS advocates access to safe, reliable, affordable, sustainable energy for people living in poverty. Geres takes part in that coalition's advocacy work.



## Territoires Solidaires

Established in Marseille, the Territoires Solidaires network strives to develop and enhance decentralized co-operation and international solidarity activities undertaken by public and private players in the Provence-Alpes-Côte d'Azur region. It supplies methodological tools and training, promotes consortiums and supports the preparation of joint programmes.

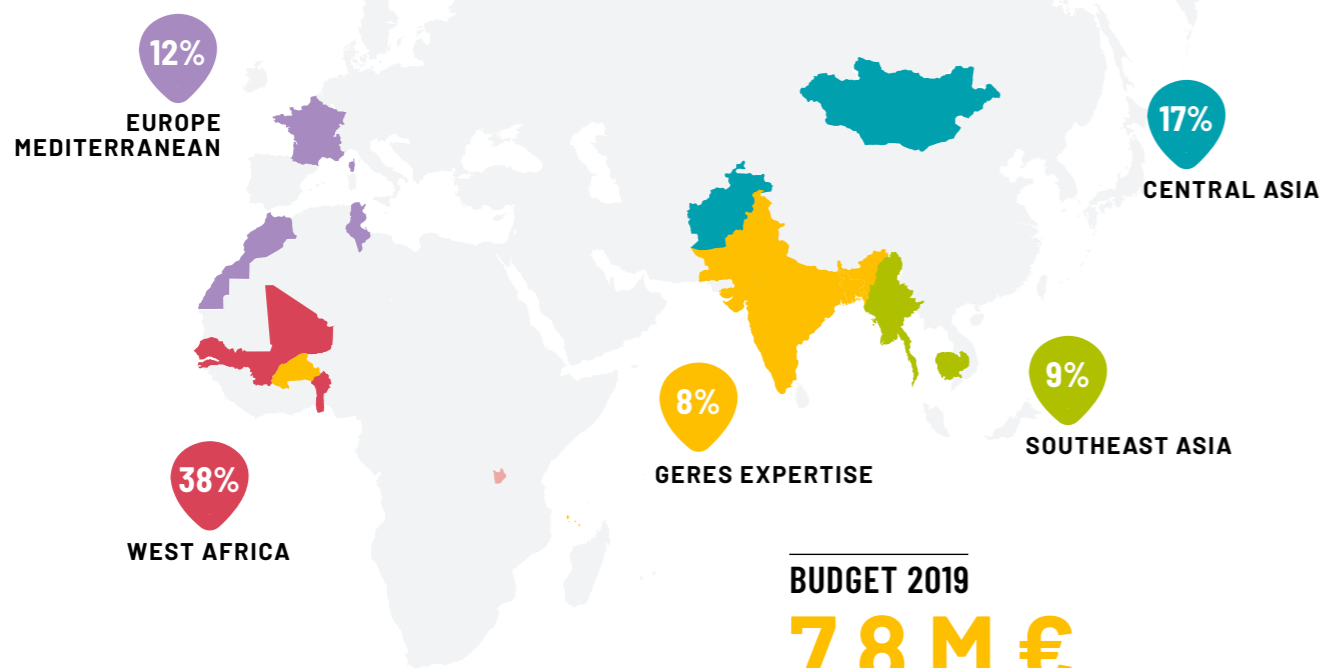
## THE OTHER NETWORKS OF WHICH GERES IS A MEMBER

- ARE - Alliance for Rural Electrification
- ATEE - Technical Energy and Environment Association
- Comité 21 - French Committee for the Environment and Sustainable Development
- CTCN - Climate Technology Centre and Network
- Energy Practitioner Network
- Envirobat Méditerranée
- GACC - Global Alliance for Clean Cookstoves
- Global Compact
- Graine PACA
- Inforse
- IRAEE - Inter-Réseau Agriculture, Énergie et Environnement
- Nexus - Carbon for development
- RAPPEL - Réseau des Acteurs de la Pauvreté et de la Précarité Énergétique dans le Logement
- Réseau Cicle
- Réseau Compost Citoyen
- Translators Without Borders

# Financial Report

The budget totalled €8M, showing an increase over 2018 (+ €222,000, +3%). This development was driven by West Africa, where activities increased significantly in 2019 (+€1,047,000, +57%) Retaining its position as the foremost region for Geres, it accounted for 38% of uses of funds. Central Asia is still Geres second most important operational area, with a slight fall in 2019. The shares of the Europe-Mediterranean region and above all Southeast Asia went down, accounting for 12% and 9% respectively of actual uses of funds. The volume of activity of the cross-cutting expertise unit also fell (-9%); it accounts for 8% of uses.

## BUDGET DISTRIBUTION PER REGION (OUTSIDE HQ)



## BUDGET 2019

# 7,8 M €

## PROSPECTS FOR 2020

Geres began in 2019 to invest in its own development in accordance with its 2019-2022 strategic plan, while pursuing its strategy of strengthening own funds. The initial results of these investments can be seen in the 2019 accounts, with an increase in funds raised from companies within the context of the climate solidarity approach. The Covid19 crisis will impact our work in 2020 and probably in the medium term as well. Geres will therefore be adapting the resources devoted to its development but not abandoning the strong strategic choices made in 2019, including mobilization of companies and individuals around our new slogan «climate solidarity in action». We hope also to be able to increase the volume of our sales of carbon credits generated in Mali.



The IDEAS label bears witness to the quality of our practices in terms of governance, financial management and monitoring the effectiveness of our work. It is awarded by an independent committee.

## A SURPLUS RESULT

Geres posted a surplus for the 2019 financial year, with a bottom line of €176,000. As in 2018, this surplus is essentially due to operational activities; the income from sales of carbon credits generated a surplus of only €4000 in 2019. We were therefore, as in 2018, able to achieve better coverage of the association's expenditure through the various projects and turning our expertise to more profitable use. In 2018, we were also in a position to make provision for certain risks and charges. In 2019, recoveries of provisions amounted to €281,000, given that some risks and charges did materialize and others did not. In 2019, other provisions were recorded to cover risks relating to co-funding or stock value. The impact of these appropriations/recoveries had a negative impact on Geres result: -€59,000 compared with -€168,000 in 2018..

## FINANCIAL TRANSPARENCY

Operating and fundraising costs accounted for 14.4% of the total budget: although stable in absolute terms (-€5000), these costs are down in relative terms, having accounted for 14.9% of uses in 2018. Fundraising costs have increased significantly (+€20,000, +158%) due to a media campaign launched at the end of the year. Geres accounts were signed off at the Board meeting on 29 June 2020 and have been certified by the auditors Llinas Audit.

# THE BALANCE SHEET

ASSETS	2019	2018	VARIATION 2019-2018
<b>NET FIXED ASSETS IN €</b>	<b>356 457</b>	<b>320 667</b>	<b>11%</b>
Stock of services	43 152	50 531	-15%
Stock of finished products	60 153	1 841	3 167%
Receivables	9 628 168	16 026 717	-40%
Accrued income	40 877	271 326	-85%
Prepaid expenses	10 968	19 319	-43%
Cash	3 877 469	2 727 144	42%
<b>NET CURRENT ASSETS IN €</b>	<b>13 660 787</b>	<b>19 096 880</b>	<b>-28%</b>
<b>TOTAL NET ASSETS IN €</b>	<b>14 017 245</b>	<b>19 417 547</b>	<b>-28%</b>

EQUITY AND LIABILITIES	2019	2018	VARIATION 2019-2018
Social fund	1080 318	942 856	15%
Operating result	175 649	137 462	28%
<b>ASSOCIATION FUNDS IN €</b>	<b>1255 967</b>	<b>1 080 318</b>	<b>16%</b>
Provisions for end-of-service allowance	39 210	36 702	7%
Risk provisions	481 720	445 048	8%
Dedicated funds	342 567	359 863	-5%
<b>PROVISIONS IN €</b>	<b>863 497</b>	<b>841 612</b>	<b>3%</b>
Due to credit institutions	84 093	171 649	-51%
Due to suppliers	234 265	475 756	-51%
Tax and social security	387 186	353 977	9%
Deferred income	11 192 237	16 494 235	-32%
<b>CURRENT LIABILITIES IN €</b>	<b>11 897 781</b>	<b>7 495 617</b>	<b>-32%</b>
<b>TOTAL NET LIABILITIES IN €</b>	<b>14 017 245</b>	<b>19 417 547</b>	<b>-28%</b>

The balance sheet total has fallen significantly (-28%) from €19.4M to €14M.

This is primarily due to the reduction, following a sharp increase in 2018, in receivables under assets and deferred income under liabilities, which amount to €9.6M and €11.2M respectively. Of these two figures, the first represents funds not yet received against funding agreements already signed, while the second represents funds not yet used. This decrease means a drop in the «reserve» of activities for the coming years, essentially 2020 and 2021. Despite this, deferred income remains above the 2017 level (€9.2 M). Available funds (cash in hand) rose significantly from €2.7M to €3.9M in 2019 (+€1.2M, +42%). Part of this development (€513,000), however, relates to a change in our accounting practices (cf. opposite).

Annual instalments amounting to €88,000 were paid on loans contracted in 2015. Amounts due to credit institutions therefore continued to fall, totalling €84,000. They will be settled in full in 2020. Thanks to the sur-

plus generated in 2019, own funds have continued to increase, reaching €1,255,967. They accounted for 16% of the 2019 budget, or 1.9 months' activity.

## CHANGE IN ACCOUNTING STANDARD

As of October 2019, Geres Mali began using the CEGID software to manage its accounts. This software is used for Geres general accounting. Geres Mali is to install this software in all its offices and only use Excel spreadsheets for certain operations (cashbook, partners' accounts). The accounting assets and liabilities of the Mali office are now recognized according to their type (partners' receivables, other receivables, cash in hand) rather than as a single receivable from Geres payable to its Mali office. Cash in hand in Mali is therefore now accounted for in Geres overall cash position.

## USES OF FUNDS

USES	2019	%	2018	%	VARIATION 2019-2018	Follow-up of funds collected from the public and used in 2019
<b>1-ASSOCIATION'S PURPOSE</b>	<b>6 357 793</b>	<b>79,2 %</b>	<b>6 283 268</b>	<b>80,4 %</b>	<b>1 %</b>	<b>35 412</b>
France & Europe	708 135		814 265		-13 %	34 962
Developping countries	5 649 657		5 469 003		3 %	450
- Morocco	220 201		385 614		-43 %	-
- West Africa	2 876 565		1 829 680		57 %	-
- Central Asia	1 313 349		1 343 119		-2 %	450
- Southeast Asia	660 070		1 272 025		-48 %	-
- Expertise	579 472		638 565		-9 %	-
<b>2- FUNDRAISING COSTS</b>	<b>164 519</b>	<b>2,0 %</b>	<b>121 446</b>	<b>1,6%</b>	<b>35 %</b>	<b>34 962</b>
Costs of appeals to the public for donations	32 994		12 808		158 %	13 888
Other private fundraising costs	131 525		108 638		21 %	21 073
<b>3-OPERATING COSTS</b>	<b>994 257</b>	<b>12,4 %</b>	<b>1 041 837</b>	<b>13,3 %</b>	<b>- 5 %</b>	<b>1 219</b>
<b>4-AMORTIZATION CHARGES PROVISION AND DEDICATED FUNDS</b>	<b>340 639</b>	<b>4,2 %</b>	<b>226 487</b>	<b>2,9 %</b>	<b>50 %</b>	
<b>SURPLUS FUNDS FOR THE PERIOD</b>	<b>175 649</b>	<b>2,2 %</b>	<b>137 462</b>	<b>1,8 %</b>		
<b>TOTAL USE OF FUNDS IN €</b>	<b>8 032 856</b>	<b>100 %</b>	<b>7 810 501</b>	<b>100 %</b>	<b>3 %</b>	
Total use of funds collected from the public.						<b>71 592</b>
<b>TOTAL ACTUAL USE OF FUNDS IN €</b>	<b>7 515 762</b>	<b>94 %</b>	<b>7 422 295</b>	<b>95 %</b>	<b>1 %</b>	

**Actual uses rose by 1% between 2018 and 2019 and amounted to €7,516,000.**

Activities in **West Africa** are responsible for this increase, due to projects funded by Luxembourg Co-operation and Swedish Co-operation respectively. The latter will continue to develop with the «Green Business Zones» (ZAE). West Africa saw a 57%

increase in activity and so remains Geres foremost region (€2,877,000).

**Central Asia**, with a 2% fall, is still the second most important operational region for Geres. The aim of the two most important projects in terms of financial volume is the development of innovative, appropriate energy solutions for housing in Kabul and Ulan Bator. Mainly funded by the European Union, these projects also enjoy strong commitment from the French Development Agency and Abbé Pierre Foundation respectively.

**Southeast Asia**, as predicted, saw a sharp drop in activity (-43%). Thanks to funding from the Nordic Development Fund, Geres is continuing to work on the sustainable charcoal supply chain. In partnership with GGGI and with EU funding, Geres will be able in 2020 to invest in energy efficiency for textile factories. In Myanmar, the AFD-funded project aimed at developing a last kilometre equipment distribution network to improve energy access is continuing.

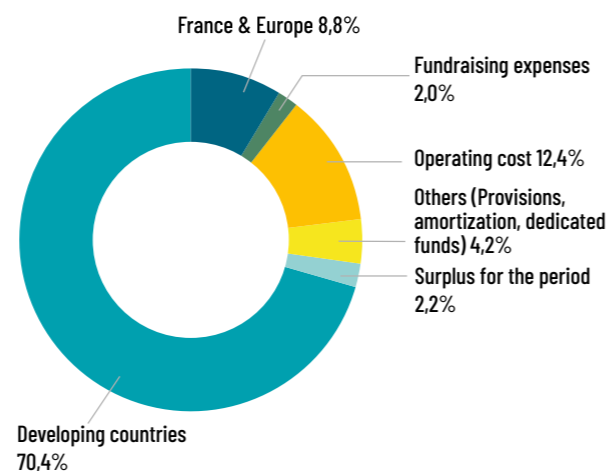
**The Europe-Mediterranean region** now accounts for no more than 12% of Geres activities. In Morocco, the second phase of the AFD-funded project has continued to provide support for the development of small bakeries via improvement of the energy performance of the bread ovens used. Activities will develop in Tunisia through a multi-country project due to start in 2020, focusing on support for civil society in the Maghreb to develop Local Energy and Climate Information Services (SIEC). Activity in France also contracted in 2019. Projects are still mainly implemented in the Provence Alpes Cotes d'Azur region and funded by ADEME and the Regional Council.

**The Expertise unit** saw a 9% drop in activity. This is partly explained by the end of phase 1 of one of the two programme agreements signed with AFD, CEMAATERR, and the start of the second three-year phase.

The feasibility study conducted in Pakistan with AFD funding, which was to end in 2019, has been extended by one year.

### DISTRIBUTION OF USES IN 2019

Fundraising expenses 2.0%



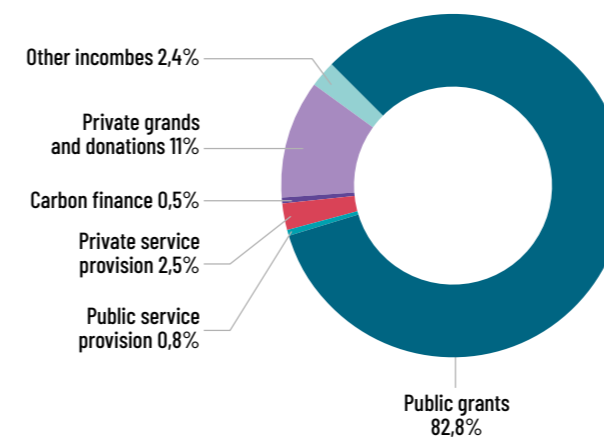
**ASSOCIATION'S PURPOSE : 79,2%**  
**HQ: 14,4%**  
**SURPLUS : 6,4%**

## FUNDS

FUNDS	2019	%	2018	%	VARIATION 2019-2018	Follow-up of funds collected from the public and used in 2019
<b>1 - FUNDS COLLECTED FROM THE PUBLIC</b>	<b>71 592</b>	<b>0,9 %</b>	<b>136 758</b>	<b>1,8%</b>	<b>-48%</b>	<b>71 592</b>
- Unrestricted individual donations	-		-		-	-
- Earmarked individual donations	71 592		136 758		-48%	71 592
<b>2- GRANTS</b>	<b>7 121 452</b>	<b>88,7%</b>	<b>6 782 916</b>	<b>86,8%</b>	<b>5%</b>	
- Public	6 352 254		5 485 829		16%	
- Private	769 198		1 297 087		-41%	
<b>3- PRODUCTION SOLD</b>	<b>287 693</b>	<b>3,6%</b>	<b>637 741</b>	<b>8,2%</b>	<b>-55%</b>	
- Carbon credits	36 102		117 502		-69%	
- Service Provision	251 591		520 239		-52%	
<b>4- OTHER INCOME</b>	<b>552 119</b>	<b>6,9%</b>	<b>253 087</b>	<b>3,2%</b>	<b>118%</b>	
- Carry forward of unused funds from previous years	27 575		15 516		78%	
- Stock of finished products	51 738		- 20 962-		347%	
- Recovery of provisions	281 242		58 522		381%	
- Other operating income	191 564		200 011		-4%	
<b>INADEQUACY OF FUNDS FOR THE YEAR</b>	<b>-</b>					
<b>TOTAL FUNDS IN €</b>	<b>8 032 856</b>	<b>100%</b>	<b>7 810 501</b>	<b>100%</b>	<b>3%</b>	
Total use of funds collected from the public.						<b>71 592</b>
<b>TOTAL ACTUAL FUNDS IN €</b>	<b>7 672 301</b>	<b>96%</b>	<b>7 757 425</b>	<b>99%</b>	<b>-1%</b>	

### ORIGIN OF ACTUAL OPERATING FUNDS IN 2019

(Excluding write-backs of provisions, dedicated funds and changes in inventories)



**PUBLIC FUNDS : 82,8%**  
**PRIVATE FUNDS : 17,2%**

**Actual operating funds amounted to €7.7M in 2019, a fall of €85,000 (-1%) compared with 2018.**

**Grants** represent accounted for 93% of actual operating funds, as against 87% in 2018 and with a more significant proportion of public funds: 83% of actual uses as against 71% a year earlier. As in 2018, this rise in the share of public grants and drop in the share of private grants is primarily due to the two projects in Mali, 100% funded by the Luxembourg and Swedish

co-operation agencies respectively.

**Carbon credit sales** were very low in 2019 (€36,000). **Turnover from service provision** is much lower (-€269,000, -52%), following the increase recorded in 2018. As in 2018, it comes essentially from three regions and services: South-East Asia, Europe-Mediterranean and the Expertise unit. Although the fall affects all three, it is much more marked in South-East Asia, where the volume of services had risen considerably in 2018 (-€117,000, -72%), and for the Expertise unit (-€71,000, -48%).

**Individual donations** generously given by the public are still low in relation to total funds (€71,000, 1% of actual funds) but have increased by + €10,000 aside from donations received by way of carbon offsetting. In 2018, donations received via partnerships were recognized under individual donations (€68,000). In 2019, they have been recognized under other income. **Other income** (€552,000) has increased sharply (+118%). Apart from the impact of recoveries of provisions (€281,000) and the variation in carbon credit stocks in Mali and ongoing service provision (+€51,000), other operating income amounts to €192,000. It derives in particular from partnerships entered into with companies mobilized for climate solidarity (€119,000) and financial income (€20,000).





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