

Financial	Social & Economic		Environmental	
Investment Funds Disbursed	People with Access to Modern Energy Services	Households served	CO2 Offsets by Enterprises/tons	CO2 Offset for Life of Project/projected tons
\$12,792,139*	3,399,607	679,675	2,251,536	13,267,705
Entrepreneurs Investment	Cumulative Clean Energy Generated/MWH	Energy saved from Efficiency initiatives/MWH	Value of CO2 Offsets for Life of Project	Reforested Land/ Hectares and Number of Trees
\$28,695,191	59,487,114	117,727	\$66,338,525	151,568 trees/ 186 hectares
Leveraged from Third Parties	Jobs Supported	Improved Income	Clean Water Provided/liters	People with Clean Water
\$111,109,741	2,775	\$6,485,613	140,157,750	29,700
Potential Growth Capital	Clean Energy Enterprises	Women Ownership/ Shareholding	Charcoal Displaced/tons	Firewood Displaced/tons
\$151,638,700	136	85	256,650	205,450
Portfolio Return after Write-offs	Clean Energy Employees & Customers trained	Customers Installing Efficiency Equipment	LPG Displaced/kg	Kerosene Displaced/liters
8.2%	63,734	29,531	311,940	5,686,238
E+Co Repayments	Entrepreneurs Identified	Entrepreneurs receiving Services	Barrels of Oil Displaced	Dollar Value of Oil Displaced
\$4,178,748	1,524	807	259,743	\$18,182,010

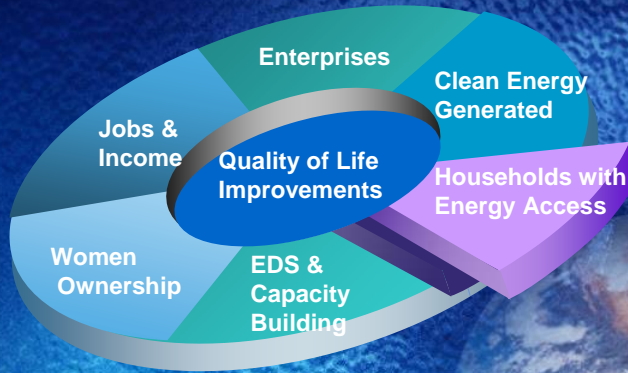
## Question #1

- In 2000, households served & carbon offsets
- In 2004, triple bottom line

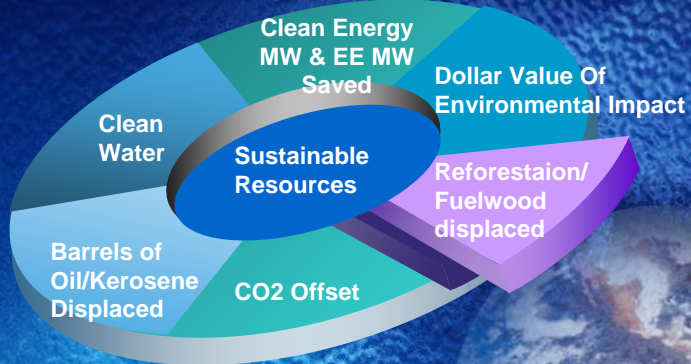
How do you begin to accurately measure social, environmental and financial results with little infrastructure and limited resources?



# Social



# Environmental



# Financial



## Monitoring and Evaluation Program

- **Process:**
  - Environmental Checklist
  - Baseline Report
  - Progress Reports
  - Evaluation
- **Key Issues: Credible, Defendable, Realistic**
- **Definition and Documentation**
  - Real data
  - Assumptions
  - Standardized calculations, if available
  - Estimates



## Tecnosol

promotes solar, wind and hydroelectric energy in rural areas of northern and central Nicaragua, where more than 50% of the population is unelectrified.

Tecnosol provides energy alternatives for the lighting, refrigeration, water pumping and irrigation needs of businesses and communities that have no access to the main electricity grid. The energy provided by the photovoltaic (PV) systems improves the quality of life of rural families through improved lighting and access to clean water. Energy access stimulates economic activities through the creation of small businesses and new jobs.

**2002:** Tecnosol receives EDS from E+Co to develop a business and expansion plan.

**2003:** E+Co provided a US\$100,000 loan (11%, 2 years) to finance additional inventory purchases to expand their market and provide short term credit to their customers. Tecnosol fully repaid this loan.

**2004:** E+Co provided a US\$200,000 loan (11%, 4 years) to Tecnosol to expand operations by opening branches across Nicaragua to satisfy the demand for its products and provide better service to both its customers and dealers. Tecnosol is current on its loan.

**2006:** Tecnosol was awarded the Renewable Energy & Energy Savings Award by the President of Nicaragua, Mr. Enrique Bolaños.

**2007:** E+Co approved a \$1 million loan for working capital and financial systems.

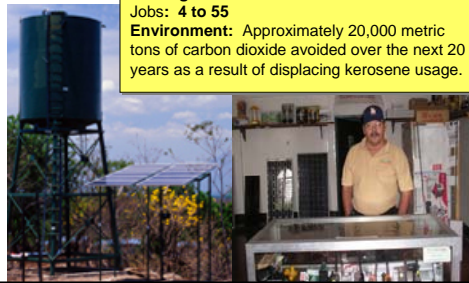


**Amount Invested:** US\$100,000 (2003); US\$200,000 (2004); US\$1 million (2007)

**Impact:** Over 9,500 PV Systems installed in households & businesses in rural Nicaragua.

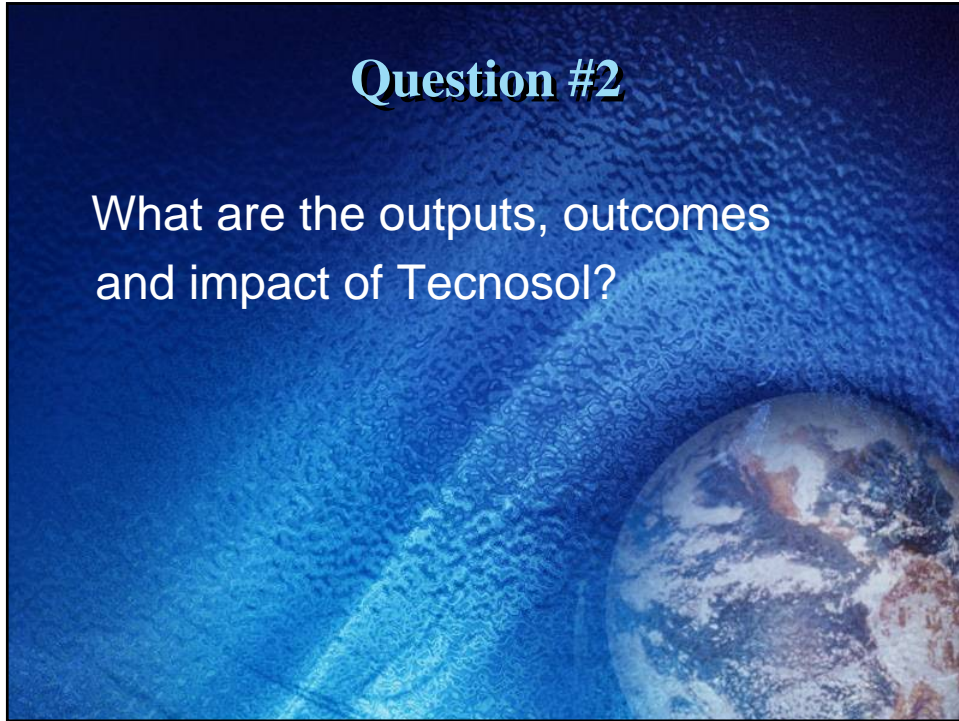
**Jobs:** 4 to 55

**Environment:** Approximately 20,000 metric tons of carbon dioxide avoided over the next 20 years as a result of displacing kerosene usage.



## Question #2

What are the outputs, outcomes and impact of Tecnosol?



## Tecnosol

Outcomes	Impact
Increased/better quality lighting	Education Economic
Availability of clean water	Health
Access to refrigeration	Health
Displaced Kerosene & firewood	Health/quality of life/ Environmental improvement



## Question #3

Why are E+Co's entrepreneurs interested in the triple bottom line?

## From Compliance to Value Added

Due Diligence



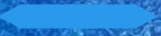
Business Needs Assessment

Supervision



Continued Business Support

"Compliance"



Environmental and Social Value-Added



## Tools

- Early Intro to TBL
- Environmental Checklist
- Baseline Reports
- Customized Progress Reports
- Evaluations
- M&E Manual
- Incentives
- Staff

## Challenges

- Staff and Entrepreneur *Buy-In* to facilitate information/data collection
- Availability and consistency of information relies on trained staff and access to entrepreneurs and customers
- *Innovator* - people want us to teach them and expect more (eg: projections)
- Financial and Human Resources
  - Staff managing multiple priorities
  - M&E costs not recovered



**3.5 Million People Served with  
Modern Energy and Counting...**

Thank you!  
Gina Rodolico,  
[www.EandCo.net](http://www.EandCo.net)

