

2020 ANNUAL REPORT

NATIVE RENEWABLES



Founders Statement

We are thankful for this year, even though it was challenging.

Since March our work came to a halt due to COVID-19. The Navajo Nation closed all tribal chapters and facilities. The Hopi Nation closed access to their villages. Per capita the Navajo Nation has been a hotspot in the U.S. and disproportionately impacted by COVID-19 due lack of basic infrastructure like running water, power and connectivity. 40% of Navajo families do not have running water and 30% of our people do not have access to electricity (15,000 homes). Over 24,000 Navajo and Hopi tribal members tested positive for COVID-19. Sadly we have lost over 800 Navajo and Hopi people to Covid-19 including some of our close relatives.

With our work primarily in community, we shifted our attention to providing mutual aid relief with small solar lanterns and solar cell phone chargers for families who do not have power. Thanks to donations and volunteers, 1900+ solar camp lights/500+ cell phone chargers/375+ solar flashlights were distributed within 4 tribal nations and regions.

The need for power to store food and charge devices for students has been amplified by the COVID-19 pandemic. To support this need, Native Renewables proposed legislation to use CARES funding for off-grid solar systems. Ultimately, the proposal did not get funded, but we learned a lot and will continue looking for ways to provide power for families.

One of the most exciting things that happened in 2020 is that we officially became our own 501(c)(3)! We added 2 staff members to our team, and now have an office space.

We are grateful for the support we received this year and look forward to 2021.

Wahleah Johns, Executive Director

Suzanne Singer, Co-Founder

Mission

Empower Native American families to achieve energy independence by growing renewable energy capacity and affordable access to off-grid power.

Vision

To electrify 15,000 homes on the Navajo reservation plus customers in the U.S. without access to grid-tied electricity using off-grid solar photovoltaics (PV). To create sustainable knowledge within all age groups around solar and renewable energy.

Values

Provide a holistic approach to clean energy projects with four pillars:

- **Engagement** through outreach and education events, technical training, and community engagement is critical to providing knowledge for all.
- **Tribal sustainability** comprises energy independence for every home and every tribe, ownership of power, and sustainability of resources, culture, and economic development for future generations.
- **Regenerative culture** guided by traditional knowledge to manage resources, celebrate cultural identity, and use of language to communicate the importance of the sun for Indigenous people.
- As a **thriving company**, we aim to build trusting relationships with partners and the community, design a sustainable and economically thriving business model, and have clear communication and expectations to meet our goals.

2020 At A Glance

Company highlights

- Native Renewables Inc established as a 501c3 organization.
- We procured office and work space in Flagstaff, AZ.

Expanding our team

- We welcomed new staff members to add decades of off-grid solar, electrical, and test engineering experience. Deb Tewa is a member of the Hopi Nation, and Gary Singer is a member of the Navajo Nation. Part-time employee Nicholas Aberle is leading our rooftop solar efforts.
- We worked closely with several contractors to support our program scale-up plans.

Mutual aid relief & COVID-19 response

- In response to COVID-19, Native Renewables wanted to provide solar kits to elders that were sheltering in place.
- Our efforts and partnerships have allowed us to distribute in total: 538 solar cellphone chargers, 380 solar flashlights, and over 1900 solar camping lights.
- 6 volunteers sanitized products, packaged kits, and delivered kits to distribution sites.
- We were able to partner with 5 chapters/communities, 11 organizations, and several individuals to distribute to Navajo, Hopi, Hualapai, and in Alaska.
- We worked hard to get CARES funding legislation passed to provide off-grid solar for hundreds of homes. Unfortunately, this effort was unsuccessful.

Installs & Training

- In February, we installed our first rooftop off-grid solar system in NM.
- We supported 3 off-grid residential installs and 1 battery replacement
- In November, we hosted 3 in-person training sessions with 11 participants.

Engagement

- We co-author on “Comprehensive Building Blocks for a Regenerative & Just 100% Policy” published in January

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- We made an educational media push to provide solar knowledge via social media
 - Our team was invited to speak at several events including the WRISE Leadership forum, CELI emPOWER20, Illume webinar, Netroots nation, EPA equity series, and Co-INFEWS
 - Deb Tewa and Suzanne Singer gave a presentation titled “Watts Up?” at the Pinon Career Fair, and a virtual STEMsation event

Kudos

- In February, Wahleah Johns was the keynote speaker at the 2020 Rural Energy conference
- In July, Suzanne Singer graduated from the Change Labs Incubator program
- Wahleah Johns was selected as a National Leading from the Inside Out Yearlong Fellowship
- In December, Suzanne Singer won the AISES STEM business pitch competition

Media

- Native Renewables got a new logo! Artist/Designer Tommy Greyeyes of Hundred Storms Creative designed our logo as part of the Change Labs Incubator program
- Wahleah John authored the op-ed “A Life on and off the Navajo Nation” that was featured in the New York Times
- Wahleah Johns and Deb Tewa were featured in the Now this Video “Wahleah Johns Provides Her Tribal Land with Electricity”
- Global Citizen’s article “Navajo Women Are Bringing Sustainable Solar Power to the Navajo Nation” featured Native Renewables
- The challenges of power shortages and Native Renewables were featured in The Guardian’s article “Living in the dark: Native reservations struggle with power shortages in pandemic”
- The Climate Woke video “A Power to Rely On” features Wahleah Johns and solar power on Hopi and Navajo
- Wahleah Johns authored “Power is in our Hands: Native Renewables” featured in the Cooper Hewitt Design Journal
- Wahleah Johns had a live conversation with Ricky Reed and Kiana Lede on Nice Life

Financial Overview

Native Renewables Statement of Activity January - December 2020

REVENUE	
Donations	\$ 57,196.43
Grants	\$ 762,100.00
Total Non-Profit Revenue	\$ 819,296.43
Service Income	\$ 178,356.00
TOTAL REVENUE	\$ 997,652.43
EXPENDITURES	
Operating / Management Expenses	
Advertising & Marketing	\$ 1,055.49
Bank Charges & Fees	\$ 71.94
Fiscal Sponsor Fees	\$ 53,574.42
Insurance	\$ 23,256.88
Legal & Professional Services	\$ 47,700.82
Management Travel	\$ 12,066.90
Meals	\$ 3,253.30
Office Supplies & Software	\$ 15,460.49
Payroll	
Benefits	\$ 4,688.28
Payroll	\$ 180,656.66
Payroll Expenditures	\$ 375.10
Payroll Taxes	\$ 75,791.93
Workers Comp	\$ 459.25
Total Payroll	\$ 261,971.22
Rent & Lease	\$ 26,498.96
Shipping, Freight & Delivery	\$ 690.15
Total Operating / Management Expenses	\$ 445,600.57
Program Expenses	
Contractors	\$ 135,318.22
Program Travel	\$ 23,819.60
Reimbursable Expenses	\$ 3,531.07
Supplies & Materials	\$ 172,227.30
Total Program Expenses	\$ 334,896.19
TOTAL EXPENSES	\$ 780,496.76
NET OPERATING REVENUE	\$ 217,155.67

Acknowledgements

Advisors

ANN MARIE CHISCHILLY | Institute for Tribal Environmental Professionals at Northern Arizona University

SARAH SHANLEY HOPE | The Solutions Project

TARA KAUSHIK | Holland & Knight

DANNY KENNEDY | New Energy Nexus

ALYSSA NEWMAN | Google

JEFF ROBERTS | Entropy Technology Consultants

Partners

Mosaic

PosiGen

Jeff Tobe | Sunset Power Solutions

Big Navajo Energy

Volunteers

Ella Lee

Ella Mase

Jayne Sandoval

Matthew Simpson

Ciana Ziemski