

NATIVE RENEWABLES INC.

ANNUAL REPORT

20
21



FOUNDERS STATEMENT

2021 was a record year for Native Renewables Inc. We reached a new milestone of 18 off-grid solar installations while conducting 14 triage visits and hosting five virtual and in-person trainings!



This is a testament to the commitment and heart of our partners, financial supporters and our staff. It is not always an easy journey to make hard decisions, and adapt to new ways of process in a pandemic but it is always worth it.

Our journey included hiring new staff members, distributing over 200 solar kits to Hopi and Navajo communities and families, piloting a new lending program, and recruiting six new individuals for Workforce Development Cohort 3.

Native Renewables leads with impact! Co-Founder Wahleah Johns joined the U.S. Office of Indian Energy Programs and Policy and Workforce and Education Manager Deb Tewa received the 2021 American Indian Science and Engineering Society Professional of the Year Award for Indigenous Excellence.

Co-Founder and Executive Director Suzanne Singer spoke on multiple panels and podcasts while being named one of 18 Echoing Green Fellows who are disrupting cycles of structural racism and transforming systems.

Our commitment as Native Renewables Inc. continues to lead the headlines on a National scale but our work continues to be attainable through installing off-grid solar photovoltaic systems at home on the Hopi and Navajo reservations.

Continue with us on our POWERful journey!

Sincerely,
Suzanne Singer, Executive Director / 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 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.

2021 COMPANY HIGHLIGHTS

EXPANDING THE TEAM

- Native Renewables hired four part time staff and two full time staff in 2021.
- Native Renewables purchased two company trucks and two trailers making solar installation more accessible!
- Native Renewables is committed to educating tribal members of all ages about the potential for solar energy and the basics of electricity. A call for Cohor training recruited six individuals who engaged in two-day hands-on training in learning about off-grid solar photovoltaic (PV) systems.



COMMUNITY

- Native Renewables partnered with Nusenda Credit Union on an innovative lending program. The pilot microloan program allows families to make monthly contributions to solar power ownership and energy independence. This program is a first step to removing economic barriers to affordable power for families living without electricity.
- Native Renewables was named a 2021 Core Partner by the Honnold Foundation who are using solar energy to improve lives and reduce environmental impact.

BY THE NUMBERS

In 2021 Native Renewables Inc. partnered with one Navajo Nation Chapter to install 10 individual PV units.

2021 COMPANY HIGHLIGHTS



INSTALL AND TRAININGS

- Native Renewables Inc. and Remote Energy collaborated to complete the third of seven technical training classes sponsored by EnerSys®. The main focus was to strengthen NRI staff technical capabilities of OutBack Power™ products, while improving education to customers.



BY THE NUMBERS

Native Renewables hosted five virtual and in person trainings, installed 18 off-grid solar units, conducted 14 triage visits, replaced batteries for seven customers and conducted over 150 hours of workforce training.



ENGAGEMENT

- Native Renewables donated 215 solar kits to Navajo and Hopi families including communities.
- #GivingTuesday generated \$2,250 from donations which provided one and a half houses with electrical wiring to become solar ready!
- Co-Founder and Executive Director Suzanne Singer spoke at the Global Women's Assembly for Climate Justice: Solutions from the Frontlines and the Protection and Defense of Human Rights and Nature conference in September 2021.
- Workforce and Education Manager Deb Tewa served as a Spotlight Speaker in the Solar Engineering Program run by Lawrence Hall of Science, Bay Area Science Project and funded by the National Science Foundation.

2021 COMPANY HIGHLIGHTS

RECOGNITION

- Deb Tewa, Workforce & Education Manager, was the recipient of the 2021 American Indian Science and Engineering Society (AISES) Professional Award for Indigenous Excellence.
- Co-Founder and Executive Director Suzanne Singer is named one of 18 world wide Echoing Green Fellows who are disrupting cycles of structural racism and transforming systems.
- Co-Founder Wahleah Johns, Diné, was selected to head the U.S. Office of Indian Energy Programs and Policy.



MEDIA

- Nusenda Credit Union Announces Four New Co-op Capital Partners; Innovative Lending Program to Support Native Americans, Students, Youth, and Entrepreneurs Across New Mexico
- "15,000 Native American families live without electricity. How can solar power help?" - Arizona Republic, November 19, 2021
- Co-Founder and Executive Director Suzanne Singer joined the Hannon Armstrong's Climate Positive podcast (Episode 10) to speak about "Indigenous families to achieve energy independence."
- IGS Energy Funds 10 Non-Profits Working to Advance Renewable Energy
- Deb Tewa acknowledged by the Society of Women Engineers for her AISES Professional Award for Indigenous Excellence Award.

FINANCIAL OVERVIEW

REVENUE

Restricted Donations	\$ (333,500.00)
Temporary Restricted Income	\$ (356,500.00)
Unrestricted Income	\$ (645,610.00)
Donations	\$ (626,433.92)
Fee for Service	\$ (163,383.00)
Honorarium	\$ (10,750.00)
TOTAL REVENUE	\$ (2,136,176.92)

EXPENSES

Operating/Management Expenses:

Accounting	\$ 4,413.31
Advertising & Marketing	\$ 2,894.88
Employee Training	\$ 682.56
Furniture	\$ 3,462.38
Insurance	\$ 43,699.94
Legal & Professional Services	\$ 23,053.82
Management Travel	\$ 728.92
Meals & Entertainment	\$ 4,505.97
Office Supplies & Software	\$ 21,503.45
Payroll & Benefits	\$ 403,082.08
Rent & Utilities	\$ 60,461.40
Shipping, Freight & Delivery	\$ 534.10
Other Business Expenses	\$ 347.60
Program Expenses:	
Supplies & Materials	\$ 290,405.85
Program Travel	\$ 97,177.14
Car & Truck	\$ 2,872.05
Contractors	\$ 46,494.76
Depreciation expense	\$ 9,768.00
TOTAL EXPENSES	\$ 1,016,088.21

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ACKNOWLEDGEMENTS

IN GRATITUDE

- Thank you SOLV Energy for donating modules that allowed us to upgrade an existing solar array that needed help, while increasing the power output!
- Thank you SimpliPhi Power, Inc. for your support as we were able to replace non-working batteries for a customer in need.
- Thank you IGS Energy for advancing renewable energy and equity through an acceleration grant through the Hozho Homes Solar Workforce Training.
- Thank you United Natives for your contribution to PPE for safe installs.
- Special thanks are extended to Harvey Riggs and Tyrone Thompson who provided invaluable advisement to ensure accuracy and consistency of project planning, and also to Shannon Clark for the excellent work on the design and production of the drawings for the solar water pump system.
- Thank you Safety Help Today for valuable training.
- Jeff Tobe | Sunset Power Solutions
- Eileen Tohonnie | Assist to Independence
- Nanneray Nez | CHR- Dilkon Birdsprings Leupp
- Change Labs
- Kevin Bayuk
- Photography by Roshan
- DW Support Services
- Amanda June | Smoke Fire Media
- Advertising Ideas
- Harvey Riggs
- Shannon Clarke
- Makers4Good

ACKNOWLEDGEMENTS

NATIVE RENEWABLES TEAM

- Suzanne Singer | *Founder/Executive Director*
- Deb Tewa | *Workforce & Education*
- Gary Singer | *Engineering & Field Operations*
- Ian Masayesva | *Operations*
- Chelsea Chee | *Customer Care & Programs*
- Lindsay Holiday | *Project Manager Consultant*
- Nick Ashley | *Native Renewables Solar PV Installer*
- Nicolas Aberle | *Native Renewables Solar PV Installer*
- Shannon James | *Native Renewables Solar PV Installer*
- Alberta Yazzie | *Native Renewables Solar PV Installer*

ADVISORS

- Ann Marie Chischilly | *Vice President, Office of Native American Initiatives*
- Sarah Shanley Hope | *Vice President, The Solutions Project*
- Shannon Hulbert | *CEO, Opus Interactive*
- Dan Kammen | *Professor, University of California, Berkeley & Senior Advisor for Energy and Innovation, US Agency for Intl. Development*
- Alyssa Newman | *Senior Program Manager, Responsible Supply Chain, Google*
- Jeff Roberts | *CEO, Entropy Technology Associates*

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