



A distribution network for energy equipment that stretches to the last kilometre, to serve those who are most vulnerable

HAITI

- 11 million citizens
- 168th/189 in the HDI*
- 2.5 million live below the threshold for extreme poverty
- \$1.23 per day
- 61% of households do not have access to electricity

*Human Development Index
Source : <http://hdr.undp.org/en/countries/profiles/BFA>



ODD GOALS*



*Millennium Development Goals

BACKGROUND



Disastrous energy insecurity
56% of Haitian households live with energy insecurity. It leads serious consequences: the lack of gas subsidies means that households are using wood charcoal for cooking, leading to the destruction of forest cover (covering 2% of the country today, compared with 20 % in 1978). The consequences of such desertification are severe.

The lack of access to electrical energy is also a major problem: even those homes which are officially connected to the electricity network have an electricity supply which is rare or intermittent.

MISSION



Access to energy for the most vulnerable people

In 2012, Entrepreneurs du Monde created PALMIS Enèji to allow people living with energy insecurity to protect their health, improve their financial situation and safeguard their environment by providing access to energy sources and equipment which are more efficient and/or renewable.

METHODOLOGY



A distribution network that stretches to the last kilometre

PALMIS Enèji has created a brand and a network of micro-franchised retailers to distribute equipment which is tailored, innovative and efficient (solar lighting kits, gas stoves and improved wood/charcoal stoves) with accessible prices and payment terms. Its work includes raising awareness within communities and strengthening capacity.

SUPPORT



A programme turned limited company

Entrepreneurs du Monde is working towards PALMIS Enèji becoming autonomous and sustainable. PALMIS Enèji became a Limited Company under Haitian law in 2014, which employs 16 people. It finances its development through an innovative combination of capital, loans and subsidies. The company's very significant growth in sales in 2018 contributed towards improving PALMIS Enèji's operational viability, growing by 89% by the end of 2018. Entrepreneurs du Monde continues to support this fledgling social enterprise.

PIERRE-LUC LINDOR
"I feel proud when I see light shining in people's homes!"

I started out selling biscuits at school. After my studies I couldn't find work, so I developed a small business, starting to sell coal as well as biscuits. Little by little, I saved some money, built a bungalow and grew my business. My diligence and honesty have enabled me to progress and to win people's confidence. When I heard about PALMIS Enèji, I was interested by it, because cheaper and safer modern lamps and stoves are really needed. So I participated in training sessions to become a PALMIS Enèji vendor. And now I feel very proud when I see light shining in people's homes thanks to solar lamps.



42% OF BENEFICIARIES IN RURAL ZONE

FOCUS

Solar lamps: an effective boost



More than 61% of the Haitian population is not connected to the national electricity network. Families use rechargeable lightbulbs and each family possess at least one telephone. They pay 25 gourdes (around \$0.30) to recharge each lightbulb and 15 gourdes (\$0.18) for each telephone.



In Roseaux, in the Grand'Anse, a female retailer explained that she would buy 3 to 4 lightbulbs per year for 500 gourdes (\$6) each, because they only last 3 to 4 months. She would need to recharge her lightbulb and her telephone almost every day for 40 gourdes (\$0.48). Now, thanks to solar lamps from PALMIS Enèji, she can recharge her telephone at home and no longer needs to make daily payments for lighting. She is using the money saved to buy food for her children.



KEY FIGURES

	No of products sold	No of families equipped	No of new indirect beneficiaries	Sales generated (€)	Savings achieved by the families		
					€	t de CO ₂	Wood (t)
2017	6,435	5,148	25,740	282,550	520,317	28,701	23,840
2018	13,800	2,200	44,200	382,700	1,054 M€	44,241	34,031
Objectives 2019	23,000	18,400	92,000	590,000	1,631 M€	53,809	40,062

HIGHLIGHTS



New sales point at Jérémie

In August 2018, the team opened a new sales point in Grand'Anse (the south west of the country), in the framework of a partnership with the Canadian Red Cross.

Most of the local communes in this administrative department are very isolated. However, the residents have given the team a warm welcome and make long journeys to acquire solar lamps and clean stoves.



Carbon Finance

In 2018, PALMIS Enèji began selling the first carbon credits generated by its work. More than 8,800 improved stoves, tables and propane gas cookers were distributed in 2018, leading to a reduction in CO₂ emissions of 40,000 tonnes by the end of 2018. The team is very proud of the impact its work has already had, and is working hard to provide equipment to a greater number of deprived families.

OUTLOOK



300 active retailers by the end of 2019

The team at PALMIS Enèji have an important objective: for there to be a selling point in each village providing solar lamps and clean stoves, which are beneficial to health, the environment and will suit all budgets. The company provides support for new micro-entrepreneurs on an ongoing basis, and trains them, in particular, to raise awareness among the residents in their communities. There will be at least 300 of these micro-entrepreneurs throughout the country at the end of 2019.



Improved access to gas refills

More and more families want to cook on gas rather than wood charcoal. However, access to this fuel remains an issue. Some local communes have no refilling centre and it is necessary to travel several dozen kilometres to find one. To overcome this obstacle, PALMIS Enèji is putting into place a logistics network to transport gas bottles to the last kilometre.

PARTNERS



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