



**“ IN 2018, CLASP CONTINUED ITS DUAL OBJECTIVE OF MITIGATING CATASTROPHIC CLIMATE CHANGE AND DELIVERING SUSTAINABLE ENERGY SERVICES TO THE WORLD’S POOR.”**

Christine Egan  
CEO, CLASP

#### **DEAR PARTNERS –**

Thank you for your continued support during one of CLASP’s most exciting years on record. 2018 saw incredible expansion of CLASP’s clean energy access programs and services, as well as a renewed enthusiasm for and much-needed resources to support our traditional on-grid policy work. If you are reading this report, you are likely aware -and were probably a part- of this growth.

In 2018, CLASP continued pursuing the dual objective of mitigating catastrophic climate change and delivering sustainable energy services to the world’s poor, with a laser focus on appliances’ and systems’ energy efficiency. As of December, we were developing or implementing programs in 63 economies around the globe.

Our mission is implemented by an incredibly committed team, which I am both proud and humbled to lead, with essential contributions from some of the world’s foremost experts

in appliance and equipment markets, technologies, and policies, who make up CLASP’s global partners.

Notably, CLASP’s growth has been supported by a diverse mix of donors to whom we owe a debt of gratitude.

CLASP’s culture and commitment to the values of collaboration, transparency, and service are mooring us through many transitions. Though we are changing, I often sense that we are becoming ever more like the institution we are intended to be. As we move into our 20th year, we are grateful for the strength of our team, the commitment of our donors, the foresight of our founders, the support of our partners, and the wisdom of our Board.

– Christine

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# Delivering Efficient, Sustainable Energy Services to the World





5 Two major policies for cooling technologies passed

6 Supported new safety & efficiency standards for cookstoves

7 Over 120,000 solar-powered off-grid fans sold

8 Launched new initiatives for high-efficiency cooling policy & compliance

9 Three women joined CLASP's Board of Directors

10 Partnered with regional policymakers to develop aligned standards

11 Identified opportunities for high-efficiency AC technologies

# Delivering Efficient, Sustainable Energy Services to the World

## 1 BRUSSELS, BELGIUM

The European Commission passed a package of 15 energy efficiency policy measures, nine of which CLASP supported. Policies for lighting and TVs represent the most progressive for these product types in the world.

## 2 NAIROBI, KENYA

The Kenya Bureau of Standards presented revised AC minimum energy performance standards for public review in line with CLASP's recommendations.

## 3 MWANZA, TANZANIA

Under the Efficiency for Access Coalition, CLASP launched major research efforts on agricultural technologies, including solar water pumping and cold chain, which increase business productivity and promote sustainable food systems.

## 4 CAPE TOWN, SOUTH AFRICA

With support from CLASP, South Africa's Department of Energy announced a lighting regulation that will phase-out inefficient lighting technologies, avoiding 8.1 MT of CO<sub>2</sub> per year by 2030.

**5****NEW DELHI, INDIA**

India's Ministry of Power and the Bureau of Energy Efficiency announced energy efficiency policies for major cooling appliances on the market. BEE, with support from CLASP and local stakeholders, worked to develop these policies for several years.

**6****KATHMANDU, NEPAL**

In partnership with the Nepal Energy Foundation and with support from the Clean Cooking Alliance, CLASP supported the first efficiency and safety standards for electric stoves in Nepal, approved by Nepal's National Technical Committee.

**7****DHAKA, BANGLADESH**

With Global LEAP Awards results-based financing, over 120,000 super-efficient, high-quality solar fans were sold in Bangladesh, benefiting over 500,000 people with increased energy access.

**8****HO CHI MINH CITY, VIETNAM**

CLASP and local partner IIEC, with support from the Kigali Cooling Efficiency Program, launched high-efficiency cooling initiatives in Thailand, Vietnam, and the Philippines, and supported cooling policy compliance in the region.

**9****WASHINGTON, DC**

We welcomed three extraordinary women to our Board of Directors – Mirka della Cava, Rose Mutiso, and Hilary McMahon. Together they bring deep, cross-sectoral expertise to CLASP's governing body.

**10****CENTRAL AMERICA**

CLASP continues to support opportunities for regional alignment among member states of the Central American Integration System, with support from the Organization of American States and the US National Institute of Standards and Technology.

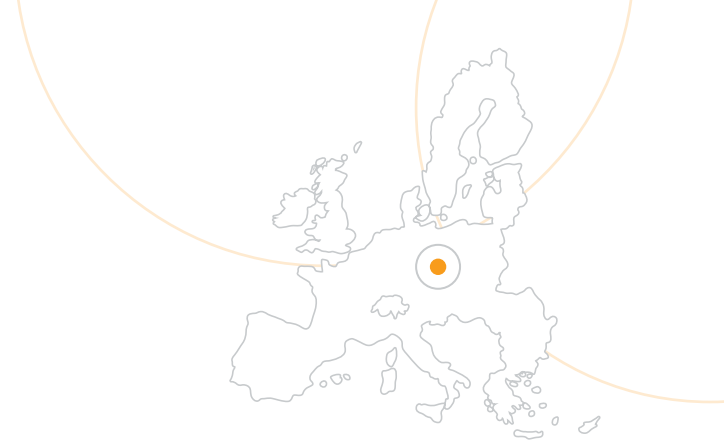
**11****BRASÍLIA, BRAZIL**

CLASP and local partner Instituto Clima e Sociedade analyzed the Brazilian AC market and trade policy to identify barriers and opportunities for high-efficiency AC compressors.



**IN 2018, THE EUROPEAN COMMISSION COMPLETED A PACKAGE OF 15 POLICY MEASURES, NINE OF WHICH CLASP SUPPORTED.**





# Europe Enacts Best in Class Energy Efficiency Policies

CLASP plays a central role in advising and collaborating with the European Commission, Member States, environmental NGOs, and industry partners on developing appliance energy efficiency policies that are cost-effective for consumers and reduce environmental impacts across Europe - and other countries that use European policies as examples for their own. With partners, CLASP identifies priority products and provides robust technical analysis to support best-in-class policies.

In 2018, the European Commission (EC) completed a package of 15 policy measures, nine of which CLASP supported. The reduced CO<sub>2</sub> emissions resulting from those nine policies is notable - taken together, they could reduce 41 MT CO<sub>2</sub>-eq per year by 2030. We highlight policies for lighting and TVs, which represent the most progressive energy efficiency policies for these product types in the world.

CLASP's work facilitated a major step forward in energy-efficient lighting policy when the European Union became the first major economy in the world to ban the sale of non-directional halogen lamps in September. Phasing-out halogen lamps is one of the most critical steps in shifting lighting markets from old, inefficient technologies to new ones like LEDs, which use 80 to 90% less energy. According to the EC, this measure will avoid a cumulative 48.1 TWh of electricity by 2025, equivalent to 17 MT of CO<sub>2</sub> savings.

CLASP supported the approval of another, world's first lighting regulation, approved by Member States in December. The policy will eliminate the sale of the most common inefficient fluorescent lamps by 2023, making Europe the first economy in the world to phase out these technologies.

For the TV policy package, also approved in December, CLASP provided critical technical support which educated key stakeholders and informed the ambitious final regulation. This policy will avoid approximately 12.7 MT CO<sub>2</sub> by 2030.

In addition to the exceptional policies for these product groups, and in consultation with our partners in Europe, CLASP shared extensive analysis on proposed revisions to the eco-design and energy labeling regulations for several other appliances. CLASP analysis contributed to the evidence base for broader scopes of coverage, more ambitious and comprehensive regulations, tighter timelines, and clearer energy labels.



# Global LEAP Awards Finances Deployment of Innovative New Technologies

The Global LEAP Awards results-based financing program has played a key role in supporting the development of the off-grid appliances market. The program recognizes new innovations that work, and then provides financial incentives to off-grid solar companies that partner to distribute large quantities of award-winning products. Since launching the program in 2016, CLASP has supported the delivery of new or enhanced energy access to almost 700,000 people across East Africa and Bangladesh.

Appropriately designed, energy-efficient technologies are essential to delivering energy services at minimal cost, and for scaling global energy access efforts. Through field research with consumers, CLASP has found off-grid appliances don't just help

alleviate energy poverty - they maximize a variety of other social and health benefits.

Proscovia Namugga invested in a Global LEAP Award-winning refrigerator which enables her to provide her community in Uganda with cool, clean drinking water. Before, the nearest refrigerators were located six kilometers away on the main village road. "At the road, the water was not boiled," she explains. "We had been falling sick of typhoid fever. I'm now able to provide water that's clean ... We can confidently trust that it's safe." Selling the water has enabled her to make an additional 70,000 shillings (\$19) per week, offsetting the costs of the refrigerator. As a mother of ten, the extra income has been a boon for her whole family. "If a child asks me to buy them a

book, I can take the money from what the fridge has earned us," says Proscovia. "The money is there, and I use it."

Speaking with consumers like Proscovia enables CLASP to develop a more nuanced understanding of the profound and often unexpected impacts appliances like off-grid refrigerators have on people's lives, as well as unforeseen design and user experience considerations. CLASP's market development programs are expanding to pilot and deploy new, game-changing technologies, such as solar water pumps and cold storage. Learning from consumers is a key part of our strategy to deliver high quality, affordable, energy-efficient technologies to under-served communities.





**" WE HAD BEEN FALLING SICK OF TYPHOID FEVER.  
I'M NOW ABLE TO PROVIDE WATER THAT'S CLEAN ...  
WE CAN CONFIDENTLY TRUST THAT IT'S SAFE."**

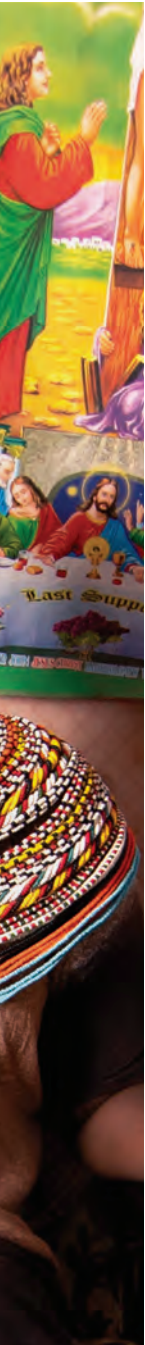
Proscovia Namugga  
Jinja, Uganda



**“ IT IS ADDING TO THE CHILDREN’S KNOWLEDGE. WHAT THEY GET ASKED ABOUT IN THEIR STUDIES, THEY CAN WATCH ON THE TV.”**

Teresa Lekuraki  
Merille, Kenya





# The Unforeseen Impacts of Off-Grid Television: A Case From Eastern Kenya

Teresa Lekuraki lives in the small town of Merille, Kenya with her four school-age children. Denied an education of her own as a child, Teresa nonetheless harbors an abiding passion for learning, one that she hopes to pass on to her children. Since purchasing her solar-powered TV system, financed through a Global LEAP Awards results-based financing program, Teresa and her children's lives have been enriched by their exposure to informational media. "It is adding to the children's knowledge," she says. "What they get asked about in their studies, they can watch on the TV. If it's news, they get to know what's happening around them, and they understand more."

Kept out of school by her own parents, Teresa finds the TV gives her a taste of the education she never received. "It has taught me more Swahili," she says, a language she would have

mastered had she gone to school. She is also fascinated by local and international politics, and never misses a speech about Kenya's history.

Off-grid appliances deliver critical energy services such as refrigeration, cooling and communications to people without access to electricity. One goal of CLASP's Global LEAP Awards program is to accelerate the market for those products with the greatest near-term potential to improve end-users' lives and livelihoods. To date, the program has facilitated the sale of over 150,000 best-in-class off-grid appliances, including more than 72,300 solar-powered TVs.

According to a 2018 CLASP survey, televisions are among the most desired appliances for households and businesses in off-and weak-grid areas. However, their impact on

consumers beyond entertainment has not yet been fully explored or documented. Teresa's experience indicates there are educational and socioeconomic benefits of using TVs, particularly for women and children.

Improving the lives of consumers is a driving force behind CLASP's energy access portfolio. To maximize the benefits that off-grid appliances bring to the lives of those in developing rural communities, CLASP is making a concerted effort to understand the needs, wants, and values of the people most impacted.

# Cooling Efficiency Policies in India Key to Climate Change Mitigation Efforts



Space cooling is one of the largest drivers of energy demand in India. In 2018, India's Ministry of Power and the Bureau of Energy Efficiency (BEE) announced energy efficiency policies for major cooling appliances on the market. BEE, with support from CLASP and several local stakeholders, worked to develop these policies for several years.

## ROOM ACS

In 2017-18, room air conditioners (ACs) accounted for 40% of India's total energy consumption. AC penetration in Indian households is only 8% but is expected to increase exponentially over the next decade, with rising incomes, rapid urbanization, and a warming climate. With CLASP support, BEE launched the first policy for fixed speed ACs in 2006, which became mandatory in 2009. In 2015, the policy expanded to include inverter ACs and introduced a new rating methodology called Indian Seasonal Energy Efficiency Ratio, which factors in temperature

variations across climatic zones. In 2018, the policy for inverter ACs became mandatory, and BEE developed a common rating plan and policy for fixed and inverters. Since 2012, average AC efficiency has increased by 29%. The new AC policy will avoid an estimated 59 MT CO<sub>2</sub> emissions by 2030.

## CHILLERS

In 2018, BEE also launched a new policy for chillers, large AC systems which provide cooling services in the growing commercial and industrial sectors. The policy has the potential to reduce 23 MT of CO<sub>2</sub> emissions by 2030. Chillers account for more than 40% of total energy consumption in a typical commercial building, as well as in certain industrial processes.

Designing the chillers policy required an unconventional approach. The energy consumed in chiller systems is sensitive to load changes, seasonal variations, operation

and maintenance, and ambient conditions. CLASP supported the Bureau of Indian Standards in developing a test standard for chillers that factors Indian weather and temperature conditions into energy performance ratings. Because every chiller is a customized product, CLASP and BEE collaborated with international standardization experts, manufacturers, and test labs to develop a viable implementation process.

With funding from ClimateWorks Foundation, US Department of Energy, and the John D. and Catherine T. MacArthur Foundation, CLASP provided multi-year support to BEE to develop the new policy.

As countries get hotter with climate change, demand for cooling is on the rise. India's forward-thinking energy efficiency policies are an important contribution in the global efforts to curtail global warming from cooling technologies.





**IN 2017-18, ROOM ACS ACCOUNTED FOR 40%  
OF INDIA'S TOTAL ENERGY CONSUMPTION.**



2018 new donors

 **COALITION DONORS**

Acumen

UK aid

DOEN Foundation

Energising Development

Energy Sector Management  
Assistance Program

Good Energies Foundation

International Finance Corporation

Power Africa

Rockefeller Foundation

Shell Foundation

Swedish International Development  
Cooperation Agency


United States Agency for  
International Development

World Bank





# A Coalition to Accelerate Global Energy Access Through Energy-Efficient Appliances



In 2015, under the Global LEAP Awards and in partnership with Sustainable Energy for All, CLASP developed Efficiency for Access - a call-to-action and collaborative effort to harness the power of energy efficiency to accelerate universal energy access efforts.

After two years of awareness raising, the Efficiency for Access Coalition re-launched in January 2018, convening leading donor and partner organizations with a shared commitment to advance markets for super-efficient technologies, support innovation, and improve sector coordination. CLASP and Energy Saving Trust (EST) now serve as its Secretariat.

The Efficiency for Access Coalition recruits donors with inter-sectional interests in energy, health, agriculture, and gender. Since inception, three additional donor institutions have joined for a total of 13

Donor Coalition members supporting 19 off-grid appropriate technologies in 44 countries. Coalition members are currently co-funding 11 programs.

The Coalition's flagship program remains UK aid's Low-Energy Inclusive Appliances (LEIA), also co-managed by CLASP and EST. LEIA is a five-year research and innovation program to accelerate the availability, affordability, efficiency, and performance of a range of appliances and technologies suited to developing country contexts.

Among these, agricultural technologies - in particular, solar water pumps and cold chain - are the next frontier for off-grid appliance commercialization. Supported by several members of the Donor Coalition -- UK aid, Power Africa, and Energising Development -- the Global LEAP Awards expanded to these new technologies in 2018 - through the

Global LEAP Off-Grid Cold Chain Challenge and the inaugural Awards round for solar water pumps.

Rewarding innovations in nascent technologies like these, Shell Foundation's TIME Programme provides business support services to companies focused on off-grid refrigeration and agricultural technologies.

Established by Acumen in late 2018, the Efficiency for Access Investor Network underscores increased interest in and growing financial viability of "productive uses of energy." The Investor Network brings together 23 investors and financiers interested in adding productive use technologies to their portfolio, providing a platform to find investable companies, build pipelines, and learn technical due diligence for increasingly complex technologies.

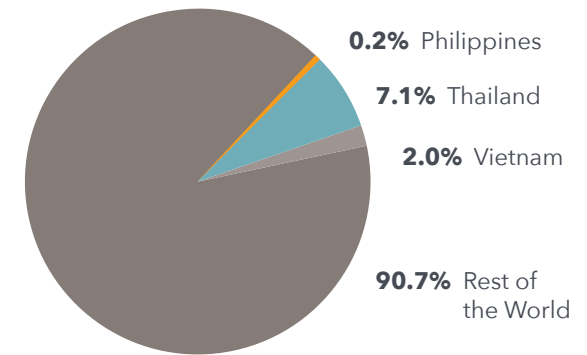
# K-CEP Collaboration Affecting Cooling Change in Major Global Markets

The world is poised to install 700 million new room air conditioners by 2030 and 1.6 billion by 2050, a staggering contribution to GHG emissions. In emerging economies, millions of households have the economic means to control and enjoy their indoor climate for the first time. These same economies are getting hotter with climate change, and in-country the challenges multiply – peak demand spikes and electrical grids strain, while consumers experience rolling brown- and black-outs and worsening air quality.

The Kigali Cooling Efficiency Program (K-CEP) is a philanthropic collaboration launched in 2017 to support a transition to more efficient cooling equipment, as well as climate-safe coolants, under the Kigali Amendment of the Montreal Protocol. Under K-CEP, the ClimateWorks Foundation, Heising Simons Foundation, Instituto Clima e Sociedade (iCS) and others are supporting CLASP to accelerate the uptake of efficient cooling appliances, particularly air conditioners, in several major markets around the world.

In 2018, CLASP continued a longstanding collaboration with policymakers of the Association of Southeast Asian Nations (ASEAN). Though ASEAN member states agreed to a harmonized efficiency target by 2020, there remain opportunities to accelerate market transformation to highly efficient ACs. CLASP, with the World Bank and the International Institute for Energy Conservation, is providing support at the regional and national levels to strengthen this effort.

CLASP launched new partnerships with policymakers in Thailand, Vietnam and the Philippines to support their progress towards high-efficiency AC markets. After extensive data collection and stakeholder engagement, CLASP completed market and policy assessments, identifying unique opportunities for progress in each country. We estimate that revised minimum energy performance standards (MEPS) in just these three economies would yield 12.3 MT of CO<sub>2</sub> emissions savings annually in 2030, or about 9.3% of the potential for GHG emission reductions from room AC policy globally.



## Share of CO<sub>2</sub> Emissions Reduction Potential from MEPS for ACs

CLASP renewed an old partnership with the Economic Community of West African States (ECOWAS) and ECOWAS Centre for Renewable Energy & Energy Efficiency (ECREEE). Several ECOWAS countries have adopted regional MEPS for ACs, but many national policy programs are still early stage, leaving those countries at risk for dumping inefficient and environmentally harmful products. CLASP, with ECREEE, is working with policymakers to

develop a regional compliance network and tools to accelerate policy implementation and prevent non-compliant products from trickling across borders.

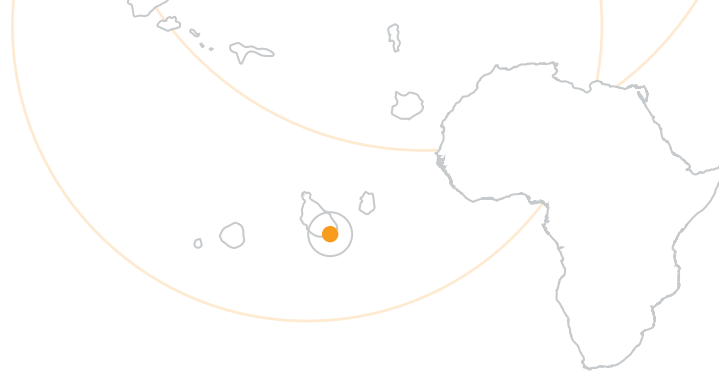
In Kenya, policymakers revised their room AC standards to be more stringent and in line with international best practices, while still satisfying and involving industry stakeholders. CLASP provided technical and policy support to the Kenya Bureau of Standards and the Energy Regulatory Commission to affect this important policy revision.

Finally, CLASP and iCS analyzed the Brazilian AC market and trade policy to identify barriers and opportunities for high-efficiency AC compressors.

CLASP is committed to being part of the solution in the development and deployment of highly efficient, environmentally-friendly cooling on a global scale. We are proud to be part of a broad community of expert partners coming together to address the cooling challenge.



**THE WORLD IS POISED  
TO INSTALL 700 MILLION  
NEW ROOM AIR CONDITIONERS  
BY 2030 AND 1.6 BILLION BY 2050.**



# Interview with Dr. Charles Diarra

Energy Efficiency Expert at the ECOWAS Centre for Renewable Energy and Energy Efficiency in Praia, Cape Verde

## ON THE IMPORTANCE OF ECREEE'S WORK IN ECOWAS

I manage the regional energy efficiency program at the ECOWAS Centre for Renewable Energy and Energy Efficiency (ECEEE), which sets goals and supports implementation for the Economic Community of West African States (ECOWAS). The Energy Efficiency Program has seven concentrations: 1) Regional energy efficiency standards and labeling, with national-level implementation; 2) Energy efficiency in industry; 3) Energy efficiency in buildings; 4) Energy efficiency in lighting; 5) Clean cooking fuels and stoves; 6) High-performance distribution of electricity; and 7) Energy efficiency in transportation.

The Energy Efficiency program is very important in West Africa because there is insufficient

power generation and we need to apply energy efficiency measures prior to thinking about building power plants. ECREEE has conducted studies and realized there is considerable potential for energy efficiency (EE) measures. ECREEE developed a strategic plan on the implementation of energy efficiency measures for 2017 to 2021, for which the goal is to save at least 2,000 MW through the implementation of energy efficiency measures in the seven previously-mentioned areas.

## PROGRAMS THAT ECREEE AND CLASP HAVE COLLABORATED ON

ECREEE first began working with CLASP in 2013, when we launched a regional project to evaluate policy, legislation and regulatory frameworks governing EE and EE Standards and Labeling (S&L) for electrical appliances

under the Super-Efficient Equipment and Appliance Deployment Initiative.

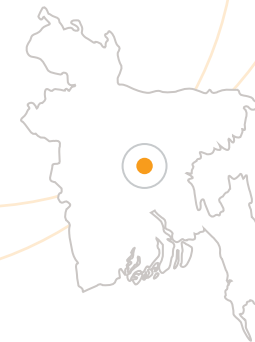
When I joined ECREEE in early 2018, I began collaborating with CLASP on the Kigali Cooling Efficiency Program's (K-CEP) efforts in ECOWAS. I first met with CLASP in-person in August 2018 in Praia, Cape Verde, when we explored proposals for a regional compliance programme for cooling products, under the K-CEP project.

We officially launched the ECOWAS Regional Compliance Programme together at the ECOWAS Sustainable Energy Forum in Dakar in November 2018, where we also signed an MoU to formalize our collaboration towards integrating the regional compliance programme activities into ECREEE's S&L implementation roadmap and work plan.

## HOW CLASP'S APPROACH EMPOWERS ECOWAS MEMBER STATES

Working with CLASP has been a great pleasure. The team is professional, productive, and collaborative. They treat ECREEE as partners in the formulation and implementation of their activities, asking our organization and ECOWAS member states for contributions, insights, and review. They routinely provide a strong outcome for ECOWAS member states by making their process participatory. We're also regularly passing on project information to our partners in Member States and advising them to refer to CLASP's work instead of beginning new efforts from scratch.





# Interview with Dr. Rushad Faridi

Head of Research at dataWhiz in Dhaka, Bangladesh

## ON DATAWHIZ'S COLLABORATION WITH CLASP

dataWhiz is a data science platform based in Bangladesh. The company was formed in 2017 to fill the critical need for data analysis as a decision-making tool in the region. Once dataWhiz was formed, CLASP began collaborating with our organization in 2018 on the Global LEAP Off-Grid Appliance Procurement Incentives program.

## SHEDDING LIGHT ON CONSUMER BUYING AND USE PATTERNS

We, at dataWhiz, analyze household and business level data so that insights regarding off- and weak-grid customers become

available. Through our work with CLASP, we were able to identify the characteristics of different households and small businesses to determine buying and use patterns of energy-efficient off-grid appliances (e.g. fans, TVs). This information can be used to better serve off- and weak-grid Bangladeshi end-users, shape future programming, and the availability of off-grid appliances.

## HOW DATAWHIZ HAS SUPPORTED CLASP IN MEASURING OFF-GRID FAN, TV AND SOLAR HOME SYSTEM IMPACTS

The main task of dataWhiz for CLASP was to assist in verifying sales of the appliances sold under the results-based financing program.

We verified the customer sales data through telephone surveys. During these verification surveys, and to complement the process, additional feedback regarding the appliance and impact on household welfare was collected. dataWhiz analysts then compiled and summarized the data to come up with important insights regarding the impacts of energy-efficient off-grid appliances on end-users.

## THE OBSTACLES OF MEASURING APPLIANCE IMPACTS FOR OFF- AND WEAK-GRID CONSUMERS

The major obstacle of measuring impacts of appliances is the difficulty in quantifying the responses of end-users. For many of the rural or rural-suburban Bangladesh respondents,

this is the first time that they have received a survey phone call of this nature. Furthermore, the appliance impact is multidimensional, such as the impact on comfort level, livelihood, productivity, health, and more, therefore, it can be difficult for respondents to quantify appliance impact for a single dimension. To design questions to quantify the impact on these multidimensional aspects is challenging.



# Team

Our team of staff and consultants is highly engaged, inter-dependent, and matrixed, and everyone's expert perspective is needed. Above all, we are committed to shared success and impact. In 2018, 10 individuals joined our team.\*

Not pictured here: Katherine Duncan, Aditi Ahuja, Jiayang Li



**Amanda McCrum**  
Associate



**Allison Kimble**  
Communications Associate



**Amanda Upshaw\***  
Executive Assistant



**Elisa Lai**  
Senior Associate



**Erick Gonzalez**  
Manager, Operations



**Jeff Stottlemyer**  
Senior Manager



**Lauren Boucher\***  
Communications Associate



**I APPRECIATE BEING PART OF AN ORGANIZATION THAT CREATES TANGIBLE CHANGE IN THE WORLD. SEEING THE POSITIVE IMPACT OF OUR WORK IS VERY REWARDING.**

**Lina Kelsaite\***  
Senior Associate





**Ana Luisa (Luli) Sosa**  
Associate



**Ana Maria Carreño**  
Senior Manager



**Archana Walia**  
Director, India



**Ari Reeves**  
Senior Manager



**Asif Hassan**  
Senior Associate



**Colin Taylor**  
Senior Associate



**Jenny Corry Smith**  
Senior Manager



**I ENJOY WORKING WITH AND LEARNING FROM COLLEAGUES WITH DIVERSE PERSPECTIVES AND SPECIALTIES. IT IS EXCITING TO BE PART OF SUCH A KNOWLEDGEABLE AND SUPPORTIVE TEAM.**

**Joanie Coker\***  
Communications Associate



**Jorge Alvarez**  
Operations Associate



**Kishore Kumar**  
Senior Associate, India



**I LOVE HOW WE CELEBRATE AND AMPLIFY EACH OTHER AND ALSO HOLD EACH OTHER ACCOUNTABLE, WHILE CLASP PROVIDES INDIVIDUAL AUTONOMY TO EXCEL IN OUR ROLES.**

**Makena Ileri\***  
Senior Associate, East Africa



**Marie Baton**  
Europe Lead



**Michael Scholand**  
Senior Advisor, Europe



**Mike Spiak**  
Program Consultant



**Naomi Wagura**  
Senior Associate,  
East Africa



**Neha Dingra**  
Program Manager, India



**Nicole Kearney**  
Manager



**Nyamolo Abagi**  
Manager, East Africa



**Pradeep K. Mukherjee**  
Senior Advisor, India



**Rebecca Schloemann\***  
Associate



**Riley Macdonald\***  
Program Coordinator



**Ruth Kimani**  
Associate, East Africa



**Sam Grant**  
Africa Regional Lead



**Siena Hacker\***  
Program Coordinator



**Wendy Hado\***  
Associate



**THE MISSION, GLOBAL COLLABORATION,  
AND FAST GROWTH ATTRACTED ME TO  
CLASP. WHILE THE TRANSPARENT CULTURE  
AND THE SENIOR MANAGEMENT TEAM'S  
ATTENTION TO BUSINESS DEVELOPMENT  
CONTINUE TO IMPRESS ME.**

**Wendy Wen\***  
Controller



**Yasemin Erboy Ruff**  
Senior Associate

# Leadership



**WE REMAIN FOCUSED ON THE OUTCOMES WE SEEK TODAY – PREVENTING CATASTROPHIC CLIMATE CHANGE AND ELIMINATING ENERGY POVERTY – WHILE JUDICIOUSLY APPRAISING OUR CAPACITY TO SEEK EQUALLY IMPORTANT OUTCOMES TOMORROW – LIKE LESSENING WATER SCARCITY THROUGH EFFICIENCY AND TACKLING ENVIRONMENTAL DEGRADATION FROM END-OF-LIFE PRODUCT DISPOSAL.**

Christine Egan  
CEO, CLASP



**CLASP'S MARKET DEVELOPMENT & INNOVATION PROGRAMS BRING TOGETHER BEST PRACTICES IN TECHNOLOGY, POLICY, AND USER EXPERIENCE TO DELIVER EFFICIENT AND AFFORDABLE APPLIANCES TO COMMUNITIES AROUND THE WORLD.**

Steve Pantano  
Chief Innovation Officer



**EXPECT TO DISCOVER UNIQUE PERSPECTIVES FROM EVERY DIVERSE AND EXPERT TEAM MEMBER AS WE WORK WITH OUR PARTNERS TO KEEP ENHANCING AWARENESS ABOUT ENERGY USE AND GLOBAL SUSTAINABILITY.**

Corinne Schneider  
Chief Communications Officer



**THE ABILITY TO MOBILIZE AND EVOLVE QUICKLY WHEN AN OPPORTUNITY PRESENTS ITSELF ALLOWS CLASP TO MAKE UNIQUE CONTRIBUTIONS IN THE ADVANCEMENT OF OUR MISSION.**

Fred Sherman  
Chief Operations Officer



**WE ARE PART OF THE SOLUTION TO SUPPORT THE DEPLOYMENT OF POLICIES AND PROGRAMS THAT DRIVE HIGH-EFFICIENCY PRODUCTS IN MARKETS AROUND THE WORLD. THE STAKES COULDN'T BE HIGHER FOR THE FATE OF HUMAN DEVELOPMENT AND THE GLOBAL CLIMATE.**

Eric Gibbs  
Chief Policy & Analysis Officer

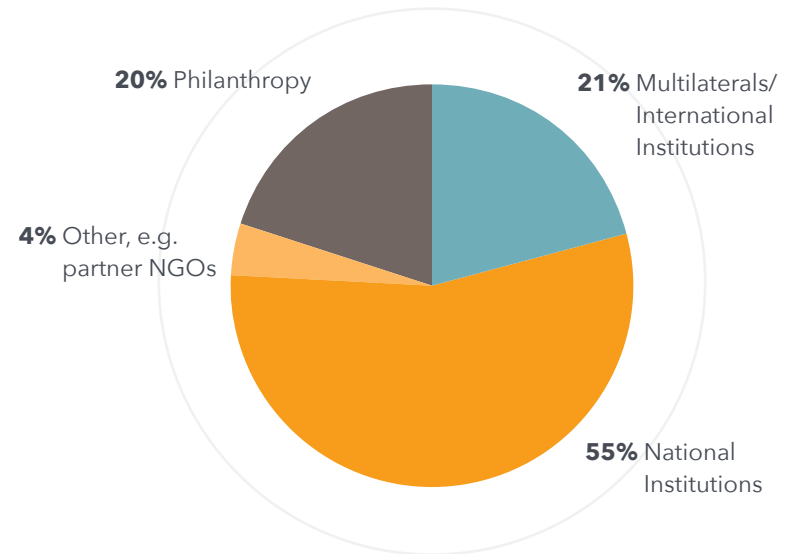
# Organizational & Financial Health

We view CLASP as an ecosystem, comprised of our global team, Board of Directors, expert partners, and donors. We promote the well-being of every aspect of the ecosystem so that we can all thrive.

## FINANCIALS

2018 Revenue

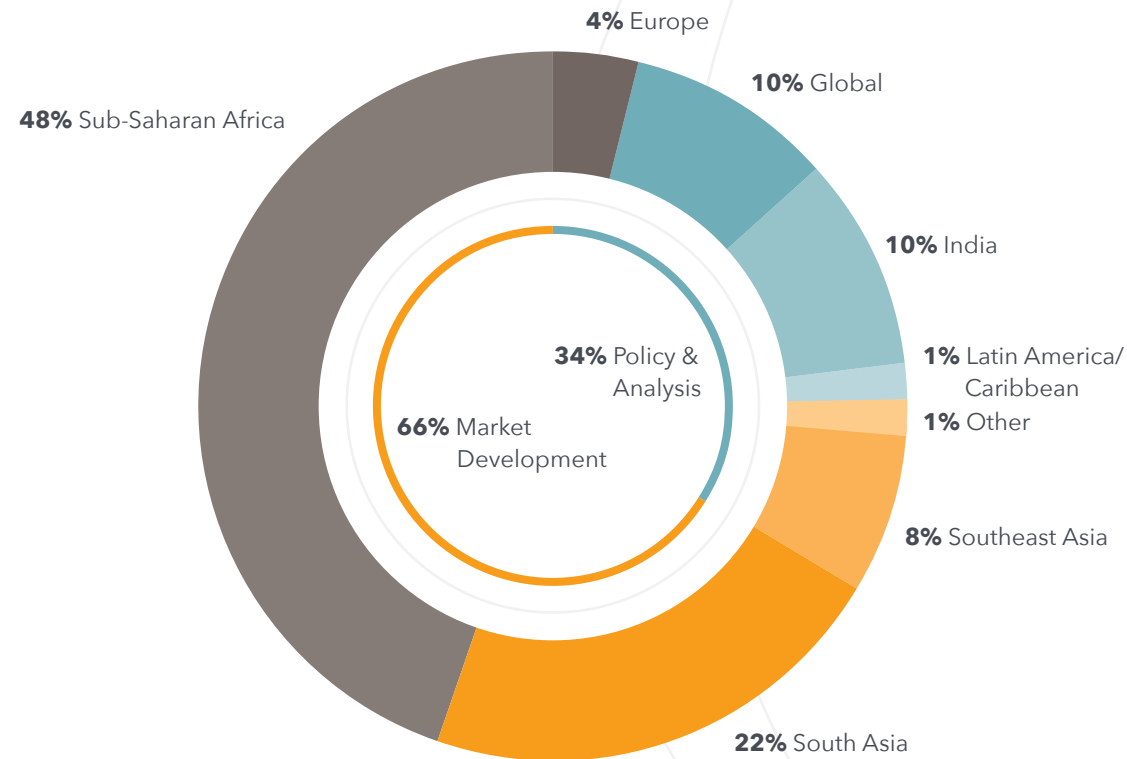
\$9,313,716



Revenue by Donor Type

## 2018 Expenses

\$10,025,183



Expenses by Program & Region

## DONORS

- Anonymous Donors (2)
- Asia-Pacific Economic Cooperation
- ClimateWorks Foundation
- Energy 4 Impact
- European Climate Foundation
- European Commission
- German Government's International Development Agency (GIZ)
- German National Metrology Institute
- Good Energies Foundation
- Heising Simons Foundation
- Institute for Governance & Sustainable Development
- Instituto Clima e Sociedade, Brazil
- Lawrence Berkeley National Laboratory, US
- MacArthur Foundation
- National Renewable Energy Laboratory, US
- Natural Resources Canada
- Organization of American States
- Tilia Fund
- UK Department for Business, Energy and Industrial Strategy
- UK Department for International Development
- United Nations Foundation /Clean Cooking Alliance
- United Nations Industrial Development Organization
- USAID/ Power Africa
- US Department of State
- William & Flora Hewlett Foundation
- World Bank/International Finance Corporation



## TEAM

CLASP's success is possible because of our high-impact team, which brings energy, innovation, and commitment every day to the work of creating a more sustainable world. From unlimited leave to full coverage of health benefits for staff, CLASP strives to create a rewarding work experience and offer a motivating and just exchange for effort and accomplishments. We conduct annual multiple industry-standard salary surveys to set pay ranges for all positions at the organization. This comprehensive and data-driven review ensures that staff are compensated fairly and at market rate. We believe the combination of outstanding benefits and a competitive market rate salary creates a supportive environment and enables our team to be more productive and engaged.

CLASP invests in diversity and believes that our differences working together make us stronger. In 2018, CLASP grew from 32 to 38 team members.

# Board of Directors

CLASP's governing Board brings essential strategic expertise to our institution.



**Stephen Wiel**  
Board Chair



**John R. Mollet**  
Board Secretary



**Molly Singer**  
Board Treasurer



**Aníbal Almeida**



**Demba Diop**



**Hilary McMahon**



**John Millhone**



**Marie-Vincente  
Padeloup**



**Merrill Shugoll**



**Mirka della Cava**



**Rose Mutiso**



**Sujeesh Krishnan**

# Values

CLASP is guided by the values of collaboration, transparency, and service.

## COLLABORATION

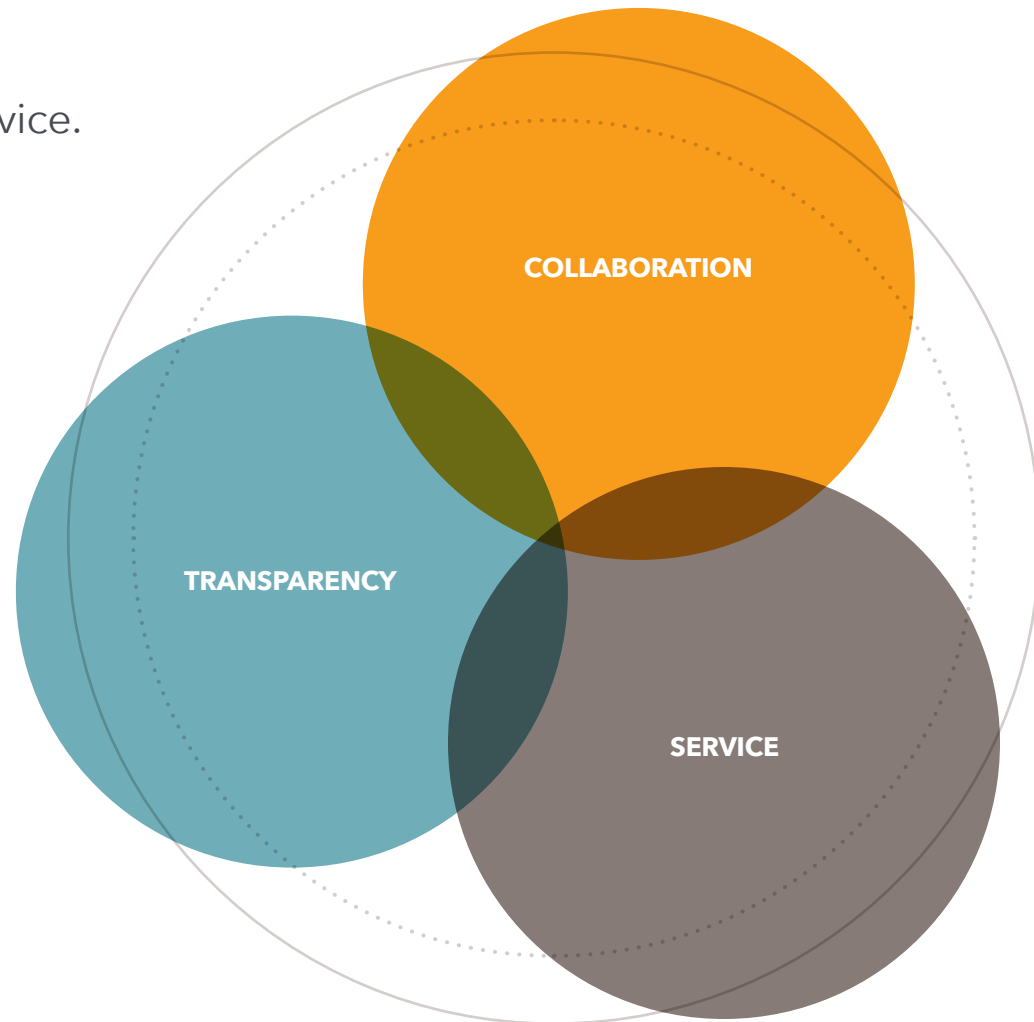
CLASP was founded as a shared program by three organizations - with collaboration at its core. We remain committed to collaboration, recognizing that no one can solve the world's most pressing issues alone. We seek out and partner with the world's foremost experts in the sectors, specialties, and regions we work, for the best possible outcomes.

## TRANSPARENCY

Transparency is an organizing principle of our institution. Team members collaborate across programs, projects, and continents. We value direct and open communication with our global partners, and always ensure that our work lives up to standards of scientific rigor and best practices.

## SERVICE

We are a global resource and voice for appliance energy efficiency in on-, off-, and weak-grid sectors. From the beginning, we have worked in service of the field of appliance energy efficiency and for key stakeholders to improve the environmental and energy performance of appliances. Anywhere we go, we aim to leave a healthier eco-system behind.









[www.clasp.ngo](http://www.clasp.ngo)