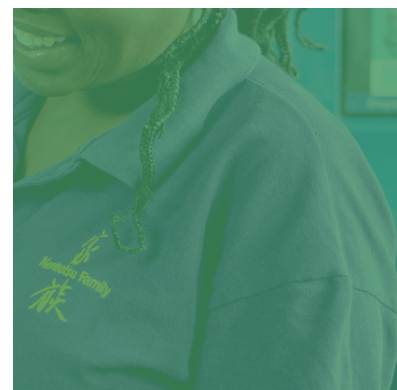


ANNUAL REPORT 2023





Pivot Clean Energy Co.
Boulder, CO 80305
www.pivotcleanenergy.org | hello@pivotcleanenergy.org

EIN: 84-4162209

Annual Report prepared on behalf of Pivot Clean Energy Co. by Executive Director Alicia ElMamouni, with contributions from the Board of Directors

PC: KOKO Networks, Bukona Agro Processors Ltd., Hinata Energy, Green 66 Ltd Pty, Brian Koch

Building Foundations

A message from the Executive Director

Foundation is everything. Over the past three years, Pivot has established a firm foundation from which to expand, and 2023 was a year that allowed us to begin intentionally building on that foundation.

Pivot built relationships with new individuals, private sector, and governments, and we fortified existing relationships through continued partnerships. We built pathways to smart standards adoption and policy development, gaining traction in target geographies. Pivot built physical infrastructure, supporting fuel access for an early-stage business. And we built a platform for broader outreach to the public through the start of a new podcast.

These efforts are made possible by you, because we would not have the building materials to begin growing this organization without your dedicated funding, expertise, connections, and time. I am so grateful to represent an organization with so many passionate supporters, board members, advisory council participants, and affiliate members - individuals, companies, organizations, and governments that see bioethanol clean cooking as an imperative for addressing the global challenges of poor health outcomes, environmental degradation, climate change, gender inequity, and economic instability.

As we look ahead in 2024, Pivot will expand on standards development and adoption in key regions, create stronger links to demonstrate the impact of a robust bioethanol economy on agriculture and health, and participate in trade missions and events that garner global visibility. **I can't wait to amplify our efforts in 2024 and persist with our partners in elevating bioethanol as a critical part of the solution to achieve clean cooking for all.**

Alicia ElMamouni
Executive Director



Pivotal Work

The need for clean cooking solutions continues to gain increased attention on the global stage with governments attempting to meet Paris Climate Agreements, multi-laterals leveraging influence to address health and climate issues, and international forums highlighting the challenges caused by polluting household energy. At COP27 it was stated that focus on **clean cooking was the most immediate and cost effective solution for addressing climate change, nature-loss, and pollution**. Pivot is determined to make this solution a reality and elevate bioethanol in the energy transition conversation, putting action to words.

Our organization prioritizes **five focus areas** across our three pillars (1 - Policy, 2 - Advocacy, 3 - Market Development) that demonstrate quantifiable and qualifiable results. These efforts elevate the bioethanol clean cooking sector and include every part of the supply chain - starting with agriculture, open up trade opportunities, and allow us to partner in meaningful ways with emerging economies in need of affordable, renewable, modern energy.

Elevate visibility in the clean cooking and bioethanol sectors



Harmonize bioethanol standards globally



Facilitate trade for bioethanol



Catalyze businesses in the bioethanol value chain

Educate and support governments to create enabling policy



...and why it matters


OBSTACLE Clean cooking is still largely unknown as a global challenge

PIVOTS WORK

- Publish monthly podcasts to engage with new audiences
- Reach a wide audience with digestible information through social media
- Provide resources on the website to disseminate information and create connections

OUTCOME Visibility equates to more individuals knowing about the challenges and getting involved, which brings in additional investment and applies pressure for policy changes

Elevate visibility in the clean cooking and bioethanol sectors




Lack of a globally recognized standard creates a fragmented marketplace for operators and consumers

- Provide technical assistance to national standards organizations
- Design and host governmental workshops for national and regional standards adoption
- Maintain standard adherence with international standards organizations

Standards ensure consistent, safe, and quality product exists across markets and that fuel can be traded regionally or internationally

Harmonize bioethanol standards globally



Many governments have nonexistent or outdated policies on bioethanol

- Engage in trade missions to discuss how a bioethanol economy can meet health, climate, and social objectives for government and industry
- Provide technical assistance to guide policy makers in addressing the lack of parity in the marketplace across available fuels and technologies
- Push for reduced tariffs on fuel and technology imports, production, and distribution through revised HS codes and national tax incentives

Positive regulatory environments that support bioethanol can create jobs, spur industry, and meet multiple national SDG targets



Educate and support governments to create enabling policy

Obtaining affordable, quality fuel is a major barrier for operators

- Connect clean cooking operators with fuel providers for mutual economic opportunity
- Drive the development of bulk shipments and terminal storage to meet both household energy and transportation demands

Increased availability of fuel provides a more economical option for consumers and demonstrates demand for local production

Facilitate trade for bioethanol




Early-stage operators struggle to scale in a nascent sector

- Provide grants to allow for early market penetration and growth
- Technical assistance and network connections to share market learnings
- Internal management of MRV activities to capture data around business growth

Demonstrating business viability through dedicated funding attracts additional follow-on investment and stimulates enabling policy

Catalyze businesses in the bioethanol value chain



2023 Highlights

1

Standards Alliance event in Mozambique brought in key stakeholders and built capacity around bioethanol economies. Results thus far:

- Mozambique has adopted ASTM standard E3050 for bioethanol cooking fuel
- INNOQ (National Standards Body) is pursuing adoption of additional relevant blending standards
- Initiation of a MOU with the Ministry of Mineral Resources and Energy, US Grains Council, and Pivot



3

Completion of a centralized fuel kiosk in Nigeria through a grant from Pivot; initiation of a second fuel kiosk underway



2

Release of Market Assessments for Mozambique and Tanzania



4

Supported the African Organisation for Standardisation (ARSO) with multiple webinars; submitted a New Work Item Proposal for adoption of ASTM E3050 across their constituency

5

AstraZeneca grant award funded capacity building activities in Nigeria for clean cooking awareness: Phase 1 Capacity Building Workshop complete



6

Started a Podcast! How the World Cooks presents candid, digestible information on the energy transition to bring it the attention it deserves. Follow us and explore everything and anything related to the clean cooking world.

80+

NEW CONNECTIONS

- 49 | Industry/Sector
- 14 | Finance
- 7 | Adjacent Sector
- 12 | Operators



11

NEW CONTRIBUTORS

- 1 | New Board Member
- 2 | New Major Donors
- 8 | Affiliate members



FUNDING GENERATED

\$254K



- \$186,000 | Contributions
- \$45,000 | Grant Fund
- \$23,400 | Programmatic

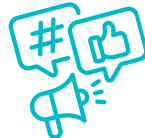
GRANT FACILITY

- Awarded AstraZeneca Grant
- 2x funding deployed to operators
- 1 infrastructure project completed
- 1 capacity building event completed



COMMUNICATIONS

- 12 | Board updates
- 12 | Partnership updates
- 4 | Newsletters
- 1 | Blog article
- 2 | Market assessments
- 5 | Podcast episodes
- 1 | Podcast appearance



LAUNCHED HOW THE WORLD COOKS

Podcast & YouTube channel

SOCIAL MEDIA GROWTH

56%
TWITTER

35%
LINKEDIN
>7000 impressions

ASTM E3050

ADOPTED IN MOZAMBIQUE

Runway for adoption of 3 additional bioethanol standards in 2024



3

NEW PARTNERSHIPS

- Council for Ethanol Based Cooking (CECC)
- Ethanol Impact Consortium (EIC)
- ECOWAS Centre for Renewable Energy & Energy Efficiency (ECREEE)



15

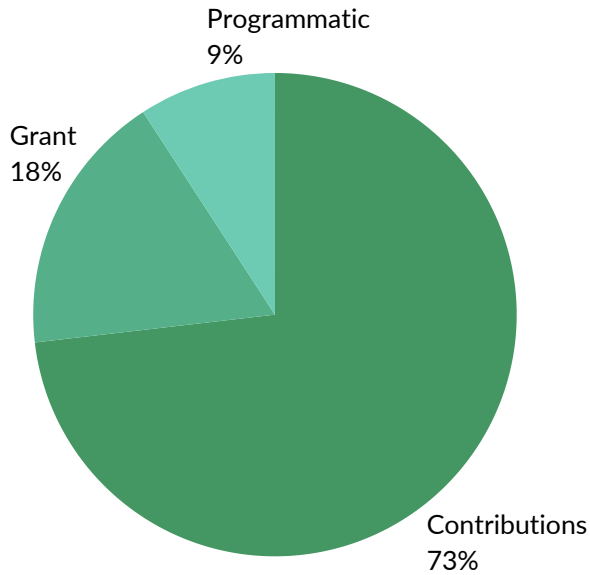
EVENTS

- 1 | ANSI/USAID Physical Workshop
- 1 | ARSO Webinar
- 4 | Speaking engagements
- 9 | Industry conferences

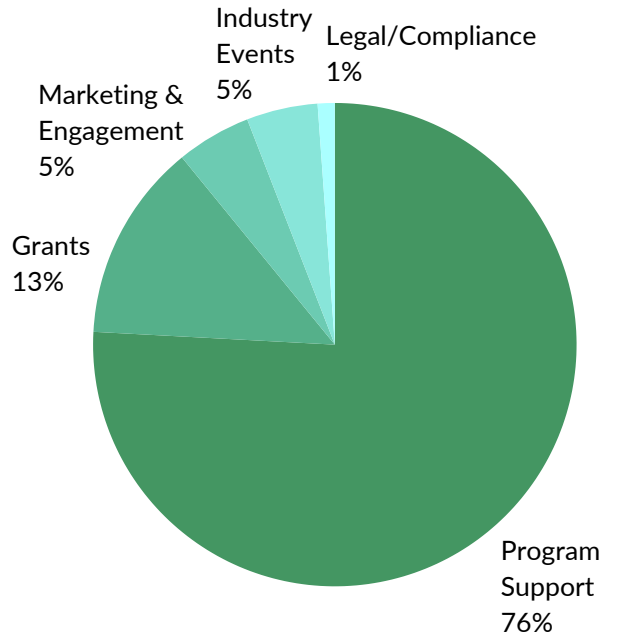


Financial Update

INCOME 2023 | \$254,866

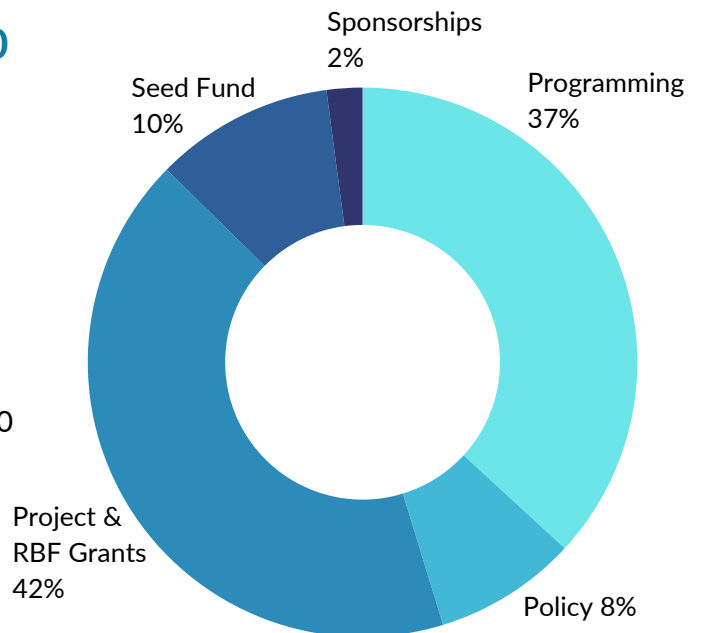


EXPENSE 2023 | \$150,869



TOTAL BUDGET 2024 | \$475,000

- OPERATIONS - PROGRAMMING | \$175,000**
- POLICY INITIATIVES | \$40,000**
- PIVOT FUND | \$260,000**
 - SPONSORSHIPS | \$10,000
 - SEED FUNDING | \$50,000
 - PROJECT BASED - RBF GRANTS | \$200,000



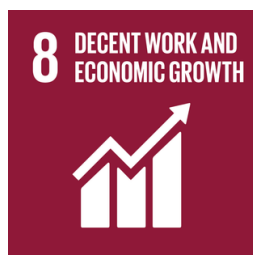


Partner with Us

To partner with Pivot is not simply supporting a good cause or a clean energy initiative. **It is investing in the future.** Investing in expanded agricultural potential and improved food security. Investing in reduced carbon emissions for a healthier planet and preserved ecosystems. Investing in building up impoverished economies through employment opportunities and greater purchasing power. Investing in social equity that allows women and children to gain education and meaningful work.

Transitioning a household to a **clean cooking technology** achieves **not one, not two, but ten of the Sustainable Development Goals** established by the United Nations. So when you join with Pivot as a partner, you are truly becoming part of the solution.

Your commitment can be put toward a specific goal you or your company are passionate about, or be given as a general contribution for Pivot to use where it is most needed. Your generosity will have far-reaching impacts for generations to come.





Thank You

Pivot's success thus far has been due to the countless individuals, organizations, and companies that have shared our vision, laid the foundation with us, and are now coming alongside to lift the walls. There are countless thank you's to be said - know that your support does not go unnoticed.

Acknowledgement to our founding partners and key funders below, as well as to the Board of Directors and Advisory Council, who help steer our course and give generously of time and expertise.





MAGGI
NAIJA POT

www.pivotcleanenergy.org
hello@pivotcleanenergy.org

The word "pivot" is written in a dark blue, lowercase, sans-serif font. A small, light blue teardrop-shaped icon is positioned above the letter 'i'.

GLOBAL
BIOETHANOL
COALITION