

Position available: Financial Modeller/Research Assistant, Enterprise for Development (EfD)

Enterprise for Development (EfD) is providing advisory services to support the expansion of TIST which is an established, successful and highly innovative smallholder-led, tree growing carbon sequestration business in sub-Saharan Africa and India. A brief summary of TIST (and Clean Air Action which is in effect its operating company) is set out below and more detail can be accessed at www.tist.org.

EfD now requires the services of a financial modeller/research assistant with aptitude and experience of working in Excel to develop and run a financial model of the TIST business. The principal task will be to further develop an existing model and to run scenarios to support the development of an Expanded Business and Financing Plan and then to provide modelling support to EfD and TIST in ongoing negotiations with prospective impact investment funders. TIST is unusual in that many of the costs and benefits are external to the business itself (some costs are incurred directly by smallholders, not by TIST and some of the benefits accrue directly to them as well). The model will need to capture separately the financial flows of TIST itself and the costs and benefits generated by TIST's activities but which are borne by/accrue to the smallholders but are external to TIST. In addition he/she will undertake research assistance as required that relate either to TIST itself or to the wider agenda of tree growing as a key means of addressing the climate change challenge.

Qualifications

The essential requirements are:

- Aptitude and proven experience of using Excel to model the financial accounts and projections of businesses and projects; and
- Proven ability to use Office or similar tools to develop and present attractive and persuasive graphic outcomes of the results.

Desirable attributes include some or all of the following:

- Interest in, and some understanding of, tree growing/carbon sequestration and its role in addressing the climate change challenge;
- Interest in, and some understanding of, carbon credits and formal and informal carbon markets; and
- Experience undertaking research assistance of a general nature including in areas of relevance to this position.

The position

EfD now seeks a suitably qualified individual to undertake either:

- A 3 month full time assignment (with the possibility of further extensions); or
- A 12 month contract of employment half time on average but with the hours heavily weighted to the first three months of the period.
- He/she must be a self-starter able and willing to work remotely with much phone and email interaction. This is because the candidate will be required to work closely with TIST team members who are located on the East coast of the USA and with Dr Keith Palmer, leading for EfD in support of TIST, who although located in London also often works remotely. In addition, initial intensive and subsequent periodic meetings with Keith in London will be required.

- He/she will be required (and will need) to collaborate closely with the USA-based TIST team as they will need to provide many of the model inputs; and because an important aim of the assignment is to transfer understanding and ability to use the model to the TIST team during and at the end of the assignment.
- Candidates must be available to commence work as soon as possible and able to commit all/most of their time over the first few months of the assignment.

Although remuneration will be based on the experience, suitability and availability of the candidate applicants should be aware that EfD is a charity and the budget for this position is highly constrained.

There is no exact deadline for expressions of interest but applications will be considered from February 7th. Expressions of interest should be emailed to Katy Munday <Katy.Munday@enterprisefordevelopment.org>. For further information ahead of possible expressions of interest contact Katy Munday at the same email address and she will arrange for you to speak to Keith Palmer.

Background on TIST/Clean Air Action

Clean Air Action Corporation (“CAAC”) was founded in 1993 by Ben Henneke to identify and promote practical and creative ways for companies to reduce air pollution. In 1999, CAAC founded The International Small Group and Tree Planting (“TIST”) Program, which encourages subsistence farmers to responsibly and sustainably care for their local environment, local biodiversity, the global climate, and the well-being of their families and communities by planting trees on degraded or unused lands and providing relevant adult education. Today, the TIST Program is a public-private partnership between CAAC and its non-profit partner, The Institute for Environmental Innovation (“I4EI”).

The TIST Programme

TIST encourages Small Groups of 6-12 farmers to develop and share best practices for improved farming and land use techniques on their own farms in order to combat the devastating effects of deforestation, poverty, and drought. TIST's rotating approach to leadership means that women are active leaders at all levels of the program. TIST also provides training on a broad range of sustainable development and health issues relevant to local communities. The TIST Program has meaningful and quantifiable impacts on all Sustainable Development Goals, with particularly strong impacts on poverty reduction (SDG 1), gender (SDG 5), and climate action (SDG 13). The TIST Program can work anywhere there is degraded land and subsistence farmers and has proven its ability to operate independent of grant assistance, relying exclusively on carbon credit sales in the voluntary market.

To create and protect the asset in their trees, each Small Group contracts with CAAC to sell the carbon sequestered. Small Groups receive 70% of the profit from sales of the carbon credits. To date, in addition to the profit sharing from carbon sales, each farmer has created an average of more than \$1,450 of audited economic benefits through participation in the TIST Program. These benefits are created in large part by encouraging the farmers to develop locally appropriate solutions. CAAC incentivizes subsistence farmers to begin planting and maintaining trees on their own farms and in

their communities by prepaying a small stipend per live tree each year from future carbon income. These payments for ecosystem services increase the likelihood that the trees continue to grow and provide numerous social and environmental benefits.

CAAC has developed innovative and award-winning procedures for monitoring, quantifying, and tabulating the carbon stocks in the TIST trees. In simplified terms, CAAC-trained TIST Quantifiers visit each grove (a tract of land where tree planting occurs, usually a privately-owned smallholder farm) approximately once every 18 months to count trees and collect tree circumference, GPS location, and other data. Once the data is collected, the TIST Quantifiers transmit the data via a specially designed smartphone app to the TIST database, where it is managed by CAAC and publicly available for review online. Both the carbon stock and the project co-benefits are submitted for third-party auditing. CAAC works with VERRA (formerly Verified Carbon Standard or VCS) to validate and verify its carbon offsets as real, verifiable, permanent, and additional. TIST has undertaken more than 26 successful validations and verifications. TIST has also secured Gold Level certification under VERRA's Climate, Community, & Biodiversity Standards.