Scaling up energy access through Women’s Economic Empowerment

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GVEP Overview
GVEP International

▷ **Background**: Launched in 2002 as a World Bank initiative; spun-out as an NGO in 2006. Current headcount of 80.

▷ **Locations**: HQ in London (UK); field offices in East Africa (Kenya, Tanzania, Uganda, Rwanda), Senegal, and Barbados.

▷ **Mission**: Providing support to businesses working to accelerate access to energy in developing countries.

▷ **Value Proposition**: Sustainable businesses are longer lasting than the effects of direct donations.

▷ **Impact**: Supported 268 SMEs and 2,800 micro-enterprises that have raise $86m of capital, created 7,800 local jobs, avoided 8m tonnes of CO$_2$ and provided over 10m people with improved access to energy.
Value proposition for engaging women in scaling up energy access

- Women as users determine use and adoption
- Women are engaged in large numbers in micro, small and medium-sized enterprises, an untapped resource in scaling up energy access
- Enhance development impacts: Women reinvest 90% of their earnings back into their families and communities
Expected Impact: Improve access to energy to 400,000 people in rural areas; entrepreneurship development of 6000 women, Increased income for about 4,500 households in rural Senegal.

Specific objective: To support the development and growth of 250 women groups/enterprises (25 women/group) and to increase productive use of energy by women across the value chain.
  o About 150 involved in the sale of stand-alone solar products and improved cookstoves,
  o 100 will be supported in productive use of energy, mainly in the agriculture and processing sector (such as processing unit, chicken breeding, grinding, cooling, tailors).

Core Partners: GVEP, in partnership with SEM Fund and co-funded by ENERGIA.

Time frame: 3 yrs (2014 – 2017)

Budget: € 795,000
Project Area

Zones d'implémentation du projet

ACCELERATING ACCESS TO ENERGY
Characteristics of Project Area

- Very low access to electricity: 9% Tambacounda & 4% Kedougou. Penetration of improved cookstoves is less than 4% in rural areas in Senegal.

- A high level of poverty: 56.2% in Tambacounda, and 60% in Kedougou, against national average of 40% in urban areas.

- Low awareness of solar products and their economic benefits, no alternative energy source, resulting in most people using kerosene/candles for lighting, which are expensive, polluting and hazardous.

- Most consumers/business cannot afford to buy the products upfront.

- The high cost of distributing the products has led suppliers of solar/ICS to focus their distribution activity in urban/suburban areas, not in Tambacounda & Kedougou.

- SEM has a network of 1300 women groups in the target region, but lack of business and technical expertise and limited access to capital obstruct growth of business.

*The programme targets 65% of the population in the target region and hence will fill a major gap.*
An integrated enterprise support package addressing specific bottlenecks to growth

- Scale of operations/growth
- Access to finance
- Limited links to markets
- Women’s time poverty and mobility
- Awareness/information

Recruit/train-mentor

Customized solutions

Capacity building
Business/Technical/leadership and agency

Access to finance
Loan guarantee funds/Microcredit/VSL

Marketing & distribution
marketing campaigns, scale-up distribution chains

Overcome cultural barriers
Involve men in project

Building on local partners and networks

Results based management, close monitoring of results/address bottle necks

ACCELERATING ACCESS TO ENERGY
Facilitate innovative commercial partnerships with suppliers for financing last mile delivery by WE

**TOTAL Awango:** MOU with GVEP
- Deliver 36,000 Lighting Africa certified solar lamps (+ mobile phone charging) in 2 years with a 2 year warranty
- 75 women enterprises distribute solar products to 155,000 consumers by end of project
- Sale on Credit: 25% up-front paid by WE and 75% to be paid by WE within 60 days
- Average profits for WE: $ 1.53/lamp for S20 models & 4.59 for S300 model GVEP Guarantee= 100% of the 75% on credit
- TOTAL Awango promotes solar products though marketing events

**GIZ-PERACOD:** MOU with GVEP
- Linkages between two certified ICS manufacturers to deliver 15,408 improved stoves in 2-year with a 1 year warranty
- 75 women enterprises distribute ICS to 141,000 consumers by end of year 2
- Sales on credit: 50% up-front cost (financed 25% by WE and 25% advance payment by GVEP), 75% to be repaid by WE within 60 days → credit revolving 25%
- Average profits for WE: $ 3.82/ICS sold
- Peracod promotes ICS through marketing events & conduct quality control checks to ensure the ICS manufacturers meet their engagements with women
Partnership with Total/PERACOD

- GVEP
- TOTAL/PERACOD-ICS
  - 7 leading Entities representative of women groups-enterprises
    - MEPs managed by women

- MOU, LGF and MENTORING
- Flow lights solar/ICS
- Financial flows
Partnership for enabling access to finance for women in productive uses

MoU with OLKOCREDIT and PAMIGA to establish to lower interest rates from 18%-15% today to 8%-5% to support WE to take affordable loans to purchase energy equipment for productive uses. GVEP provides LGF for about EUR22k.
Other partnerships to enhance support to WE

PAPIL (Support Project for Small Local Irrigation) and ANCAR (the National Agency of Rural Council Agriculture)

**Objective:** provide complementary expertise to the team in productive use of energy related to agriculture:
- Technical training that is appropriate and tailored to women in the agri sector.
- GVEP provides technical expertise on appropriate energy solutions in agriculture
- PAPIL and ANCAR provide technical expertise in agriculture, irrigation and product transformation that is complementary to the energy expertise provided by GVEP.

**Impact:** complete range of inputs available to the WEs, enhance project sustainability, strengthen synergies with local programmes, knowledge sharing and transfer at local level
Advocacy component: Genderizing Energy Policy in Senegal

- Support GoS priorities on SE4ALL
- Facilitate gender inputs into SE4ALL county action planning process and investment prospectus
- Reach 3 million people in national campaign on Energy, Women, Children and Health
  - Build alliances with & influence media, leading political figures/celebrities, stakeholders in energy & related sectors
  - Provide women entrepreneurs with voice & visibility in the campaign
- Link to international/regional level by showcasing results of the WE programs in SE4ALL international/regional fora, SE4ALL communication outreach/website, input for ENERGIA participation in SE4ALL AG meetings, ECREE/ECOWAS-GEN programme platform

- Core Partners: GVEP, in partnership with SEM Fund and co-funded by ENERGIA
- Time frame: 3 yrs (2014 – 2017)
- Budget: € 189,000
Key messages

- Women and their enterprises can be an effective means to expand energy access, especially to the last mile.
- Technology inputs, business development and leadership skills and access to finance are necessary inputs for women’s economic empowerment.
- It is necessary to create synergies with local partners for complementary inputs.
- Engage with private sector in a manner that is a win-win proposition for both.
- Use successful strategies and results at the ground local level for advocating at national and international levels the business case for an enabling environment for last mile energy access.
Thank You

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