End User Subsidies Lab – Session 3

How the Energy Cash Plus Initiative in Kenya Addresses the Affordability Gap

Agenda

- Welcome & Introduction to the End-User Subsidy Lab – Patrick Tonui, GOGLA (7 min)
- Energy & Cash Plus Initiative (Mwangaza Mashinani Project) - Lawrence Ssentongo, E4I & Wilfred Baya, Kilifi County (30min)
- Company Perspective – Christine Waiguru, d.light (8 min)
- Broader Perspectives on Cash in Social Protection – Alison Hemberger, Mercy Corps (15 min)
- Q&A (25 min)
- Wrap up – Patrick Tonui, GOGLA (5 min)

GOGLA

Africa Clean Energy
Catalysing Africa's Solar Markets

LIGHTING GLOBAL

AN INNOVATION OF THE WORLD BANK
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ESMAP

How to Take Part

- Submit your questions via the “Q & A” box, shown on the bottom of your screen
- Feel free to target your question to a particular panelist
- You can also upvote other participants’ questions
- Please note that the session will be recorded and shared afterwards
- Experiencing problems? Please notify us via the chat function, shown on the bottom of your screen

The End User Subsidies Lab

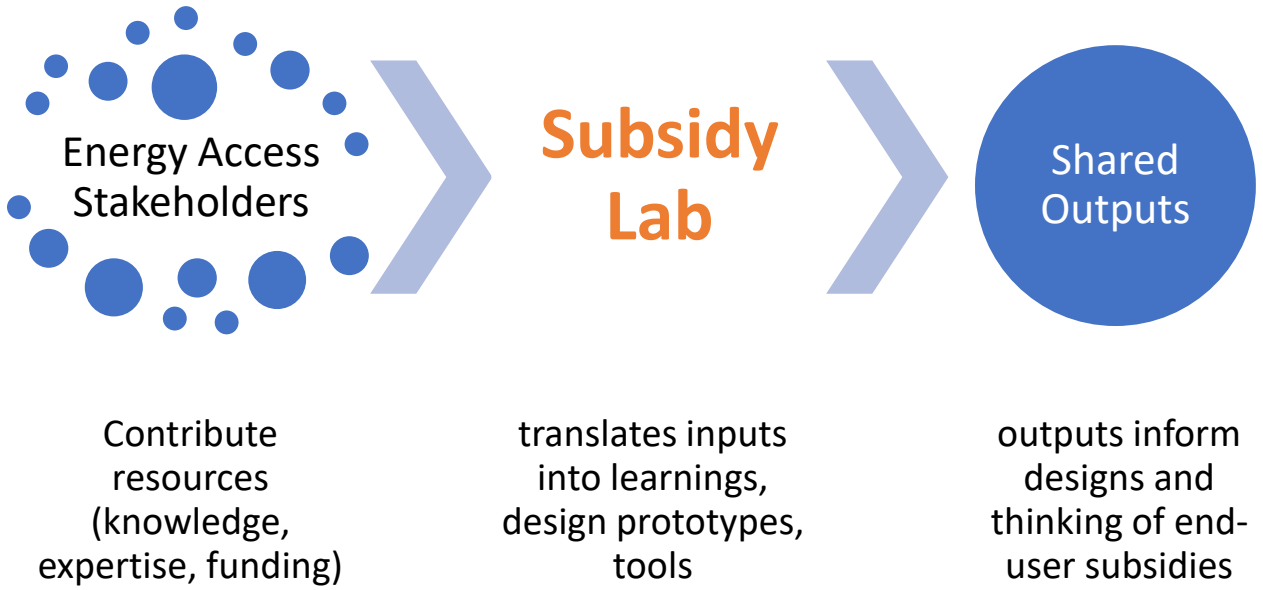
The End User Subsidy Lab

Purpose and Structure

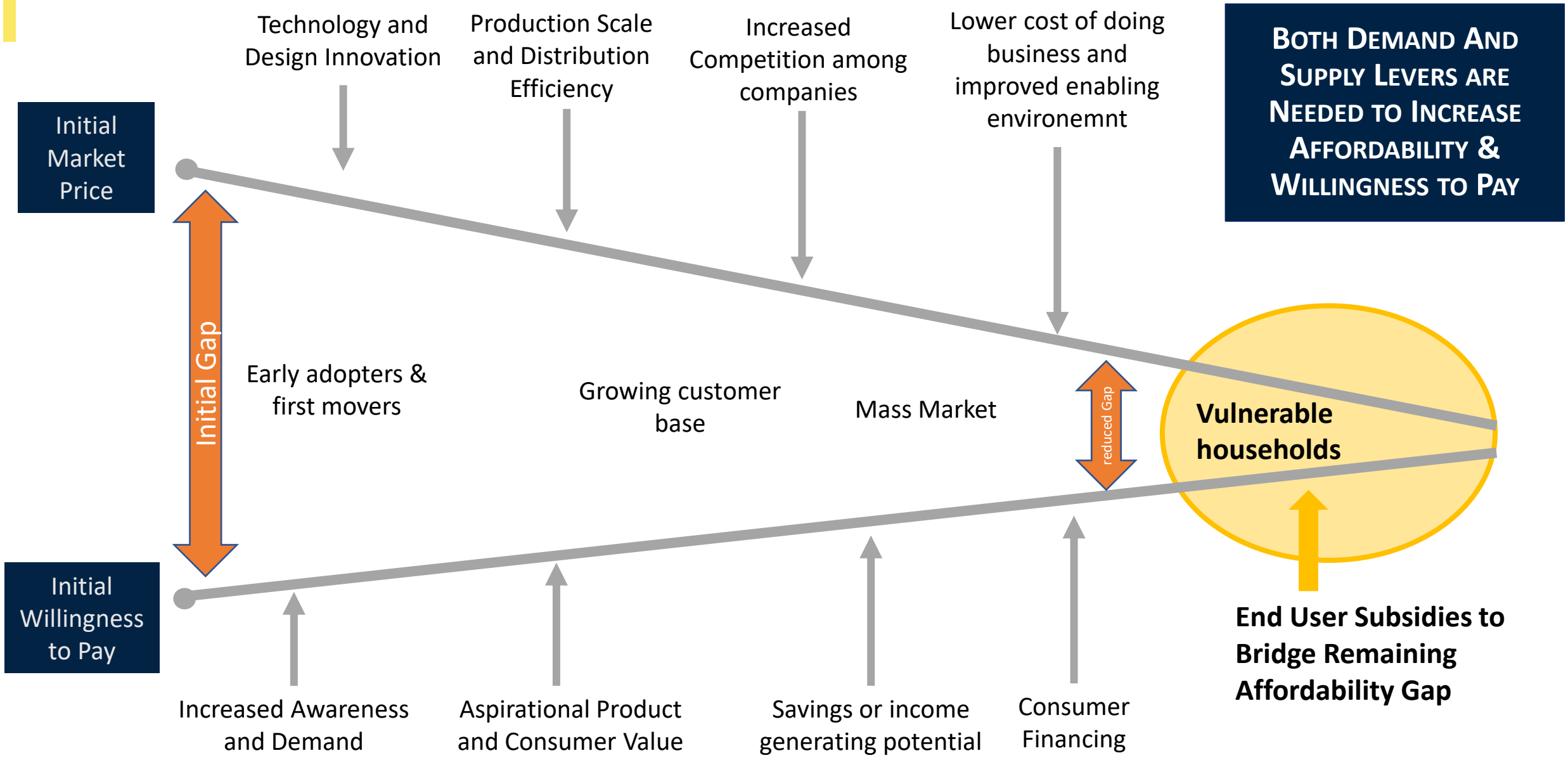
Significant progress has been made towards SDG7, but large portions of the population will remain unserved in 2030.

The End User Subsidy Lab seeks to promote the **uptake of carefully and well-informed end user subsidies**:

- Crowding in knowledge, resources and expertise from all stakeholders interested in participating
- Offering a platform for exchange, dialogue and extensive consultation among different stakeholders
- Sharing lessons learned, tools, and information broadly
- Testing prototype end user subsidy designs



The lab is coordinated by ESMAP, GOGLA, and ACE TAF but welcomes the participation of all stakeholders.



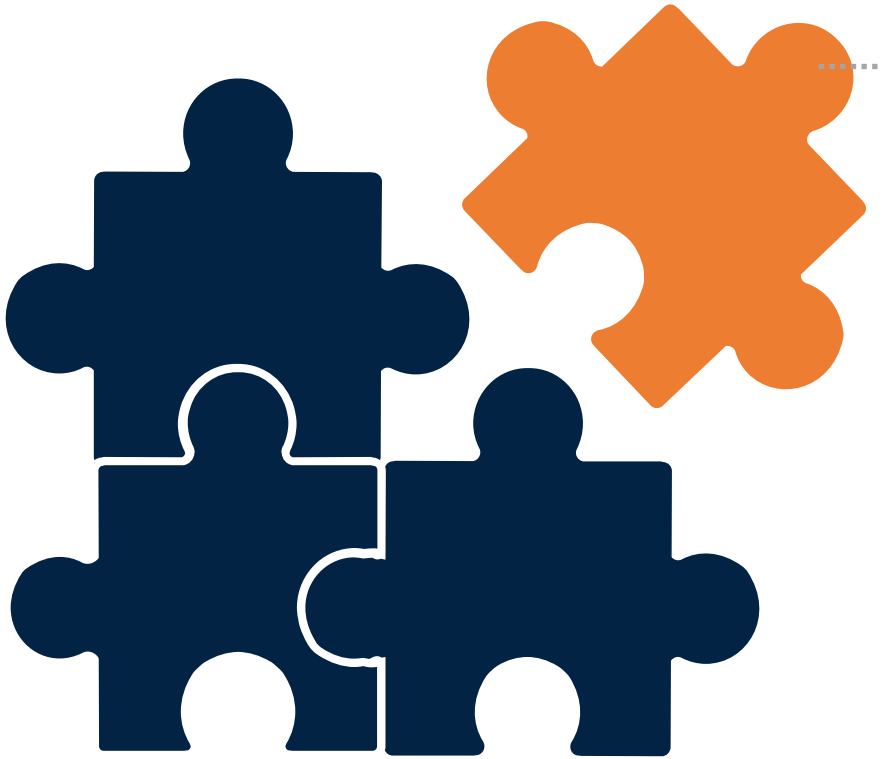
Both Demand And Supply Levers are Needed to Increase Affordability & Willingness to Pay

Adding End User Subsidies to The Toolbox

End User Subsidies Cannot Replace Ongoing Support But Complements it

Enabling Policy Environment

Quality standards, clear tax regulations, OGS embedded into access planning etc..



End User Subsidies

Providing support to low- income households in accessing products.

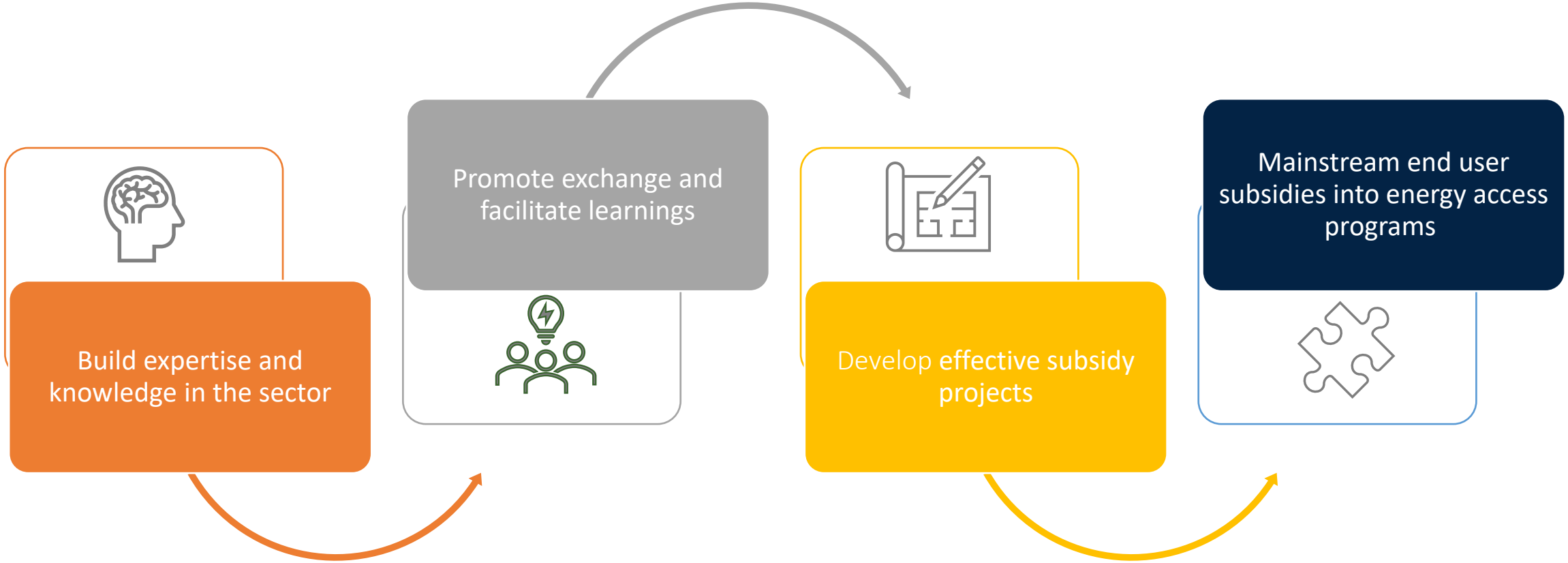
Access to Finance

Credit lines, dedicated debt funds, availability of equity.

Grant Funding

Promote R&D, market entry, market research, results-based financing.

The Idea


Build expertise and knowledge in the sector
Promote exchange and facilitate learnings
Develop effective subsidy projects
Mainstream end user subsidies into energy access programs

ACTIVITIES

Go to knowledge hub (2021)

Insights from sector specific or adjacent sectors will be collected, curated, and made available via an easily searchable online platform.

- Resource Hub online: https://www.gogla.org/off-grid-solar-smart-subsidies/reports-and-resources
- Webinar series profiling learnings from end user subsidy pilots or projects: Rwanda, Bangladesh, Kenya (today) and Togo

Create a Pipeline of 'ready to fund and roll out' country specific designs (2022)

Support country teams with guidance and expertise in developing and testing end user subsidy designs: the lab will partner with up to three countries.

- Support development of prototype design, incl. additional research or analytics work required
- Help to fundraise to implement the pilot
- Accompany pilot with monitoring & evaluation
- Inform potential scale-up of a successful pilot

Enabling Transformative Thought Leadership (Ongoing)

To further stimulate the development of innovative and impactful designs, the lab will act as a thought leader and ideate new frameworks and approaches that can help to reduce the affordability gap and promote inclusive and holistic market development.

To implement all foreseen activities, more funding is needed -> ESMAP and GOGLA continue to fundraise

Please Engage!

The Lab seeks to leverage network effects. If you have interest in the work or would like to contribute to its success, please be in touch with:

- ACE TAF,
- GOGLA,
- or ESMAP/Lighting Global

To stay up to date with our activities and learn more, please visit our website:
https://www.gogla.org/end-user-subsidies-lab

Thank you.
Please share comments and feedback!
p.tonui@gogla.org

Energy & Cash Plus Initiative (Mwangaza Mashinani Project)

Lawrence Ssentongo _ Senior Programme Manager

Email: Lawrence.Ssentongo@energy4impact.org

December 02, 2021

ENERGY4IMPACT
POWERED BY MERCY CORPS

Agenda

1. MMP Overview
2. Project Sustainability Pillars
3. Cash Transfer Payment System
4. Project Implementation Activities
5. Project Key results & lessons learnt from pilot phase into expansion phase
6. Challenges

Project Overview

Project Overview

Project Name	Energy & Cash Plus Initiative (*Mwangaza Mashinani*)
Project Description	○ Leverages upon the existing Social Cash Transfer Programme to provide a conditional cash top up to selected households for the purpose of providing the opportunity for them to access and own a solar lantern or solar home system. ○ The goal is to generate evidence on how improving customer affordability for solar home systems impacts the recipients' sense of ownership and quality of life of children and their families.
Purpose	Provide the opportunity for target group to access and own a solar home system in ways that do not distort the market, i.e., the solar products are offered to the vulnerable households as customers on a regular commercial and competitive basis.
Duration	**Pilot Phase** : Sept 2018 – May 2020 **Expansion Phase** : Feb 2021- July 2022
Focal county areas	Kilifi and Garissa
Key objectives	○ Develop sustainable energy markets and increase penetration of solutions to the most vulnerable households including those in the lowest income quintile. ○ To Increase children's study hours with aim of improving school performance ○ Technical assistance and skills transfer to county government to enable them implement similar projects in future using public resources and scale up. ○ Improve lighting and opportunities for income generation for the targeted beneficiary households by using solar home system

The MMP designed to integrate into the Kenya National Safety Net Programme (NSNP) under the CT-OVC , PwSD and OP-CT to support the government's efforts to achieve universal energy access for the most vulnerable segments of the population.

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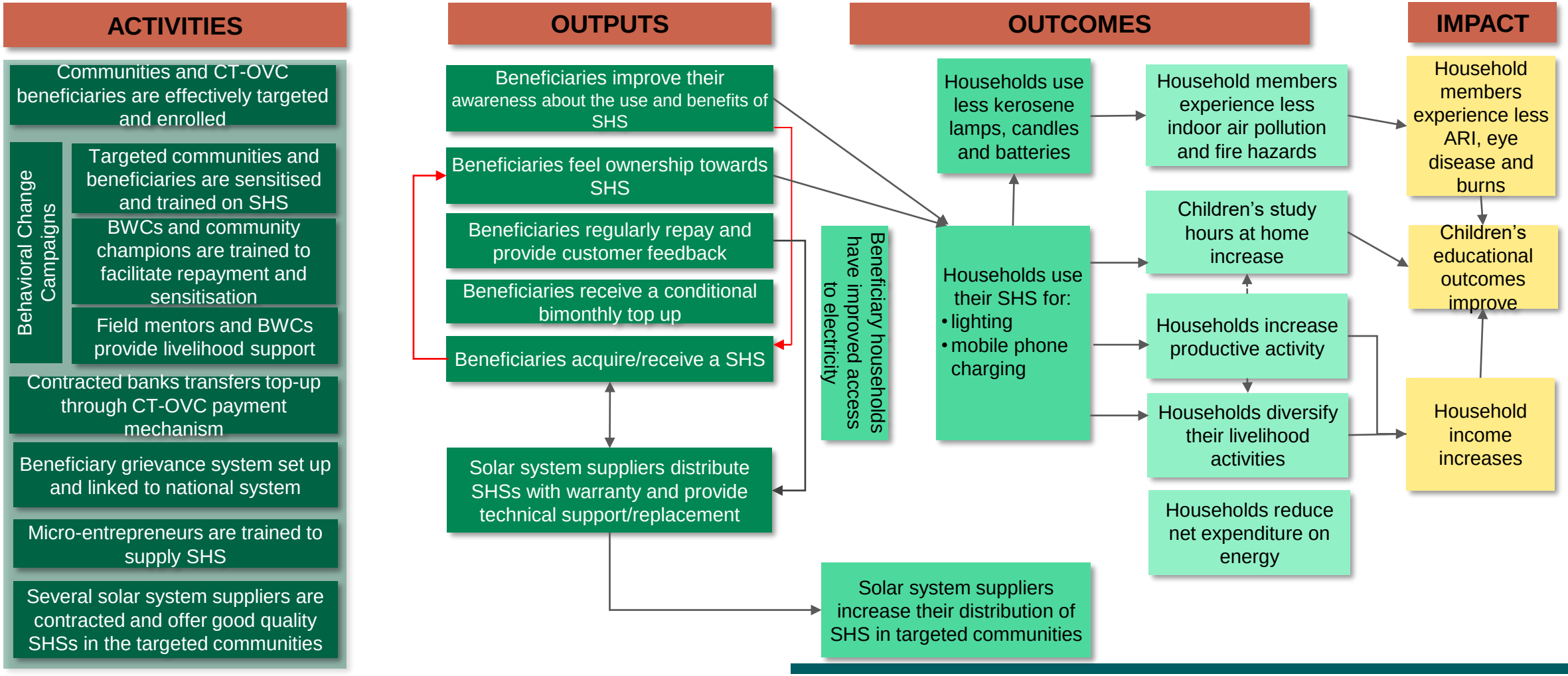
Project Design

Project Name	Energy & Cash Plus Initiative (*Mwangaza Mashinani*)
Design	○ Mwanganza Mashinani : "Light for the marginalized areas" launched with the aim of enabling access to off-grid energy to the most vulnerable households. This model presents a conditional cash transfer for the specified population segment *: Orphans, disabled individuals, and elderly people who are part of the GOK's National Safety Net Program* to receive support under which they can purchase a solar home system. ○ Over 1,600 (Pilot) and 3,500 (Expansion Phase) beneficiaries ○ Solar Suppliers: d.light, Biolite
Admin	○ Managed by E4I ; SHS companies monitor repayment remotely & give feedback to E4I for follow ups on subsequent payrolls preparations. ○ Pilot Phase : Cash disbursed to beneficiaries by payment service providers (PSPs) contracted by GoK's Social Assistance Unit (SAU). ○ Expansion Phase: Cash transferred to beneficiaries by MNO (Safaricom) on UNICEF's instructions to individual MPESA accounts. ○ Donor/ E4I reconcile balance of payments 1 month after each payment cycle, and at the end of the project.

Stakeholders

Level	Institution
Counties	Garissa, Kilifi
National Government	National Safety Net Program (NSNP), Ministry of Education, Ministry of Energy (MoE) , Ministry of Labour and Social Protection's (ML&SP)
Community	Local leaders, Community champions, Beneficiary Welfare Committee, Beneficiary households, Last mile entrepreneurs (solar distributors).
Key Support Players	Solar Suppliers (d.light & Biolite) , Payment service Provider _ PSPs (Equity Bank, KCB)
Project Management	E4I
Consortium Members	Busara Centre (Pilot phase only) & Somali AID - currently Vision Corps Initiative)(Pilot & Expansion phase)
SHS suppliers	d.Light (Pilot & Expansion phase) & Biolite (Pilot phase only)
Implementing Agency	UNICEF
Funding Agencies	Sida

Theory of Change



BWCs: Beneficiary Welfare Committees: ARI: Acute Respiratory Infection

Beneficiary Selection Criteria

a. Enrolled on CT-OVC, OPCT, CT-PWSD Program
b. An unserved household in an underserved area
c. Household has children under 16 years (preferably 9-16 years)
d. Household has at least 1 girl below 14 years
e. Household size of (4) and above
f. Any household member with severe disabilities
g. Any household member with any chronic illness
h. Is it a woman headed or child-headed household
i. Is it headed by elderly person (70+ years)
j. Is the household head willing to pay for SL/SHS – *(Commitment fee of KES 250/ USD 2.40 in pilot phase), expansion phase has no commitment fee*

Project Governance Structure

National Steering Committee: Support the national and county governments engage & explore partnerships with other renewable stakeholders such as Power Africa to be actively involved on the Programme. Support advocacy & engagement activities with relevant stakeholders, particularly in the energy sector

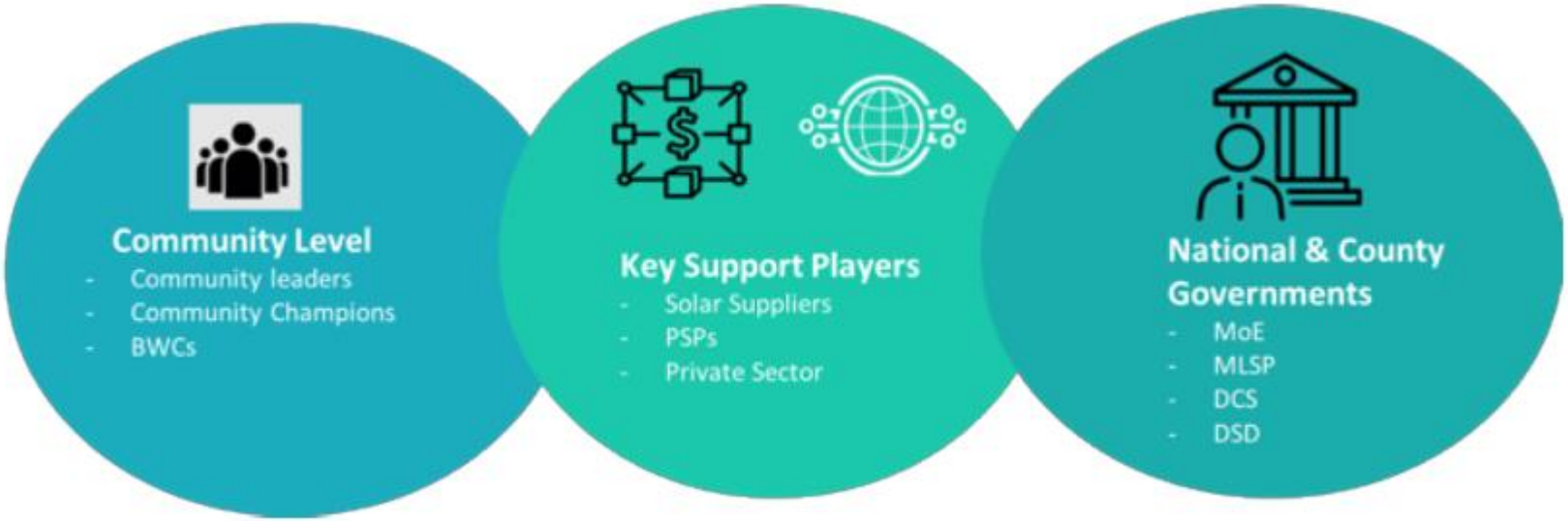
TWG : Direct oversight over the workings of the project.

County TWG : Oversight over the workings of the project at respective counties . Guiding the implementing consortium

BWC : Guide in selection of beneficiaries, follow-up on repayments, aid in BCC activities . 7 in Kilifi & 9 in Garissa

Project Sustainability Pillars

Sustainability Support Pillars



Instrumental in engaging communities,
creating awareness,
promoting positive behaviour change, ensuring regular repayment and ownership of SHSs.

- Solar suppliers selected will provide warranties & technical support or replacement during the warranty period.
- MMP leverages on the Inua Jamii payment service providers (PSPs).
- Strengthening private sector collaboration is one of the key cornerstones of the MMP and its sustainability.

The high degree of involvement of county governments should guarantee a high degree of ownership from governments

Solar Systems

For optimal outcomes, solar devices with at least three lights selected

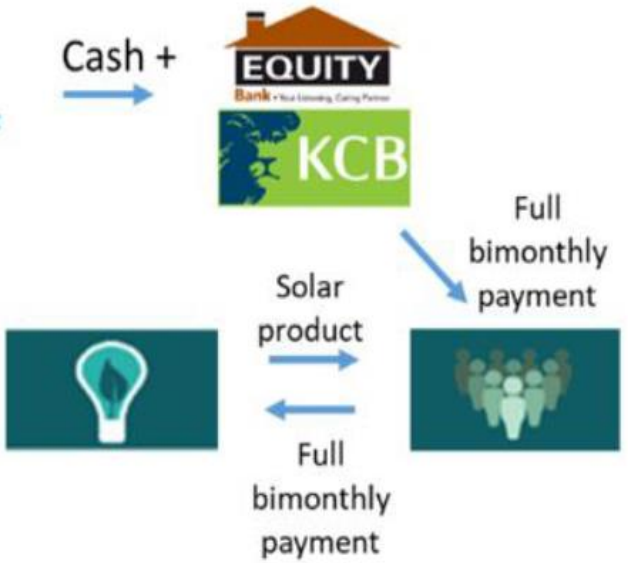
dLight

Biolite

- Pay-as-you-go enabled (PAYG) to allow payment in instalments & the system can be disabled if payment is not made.
- Lighting Global approved.
- Product warranties and after-sales service within the project locations.

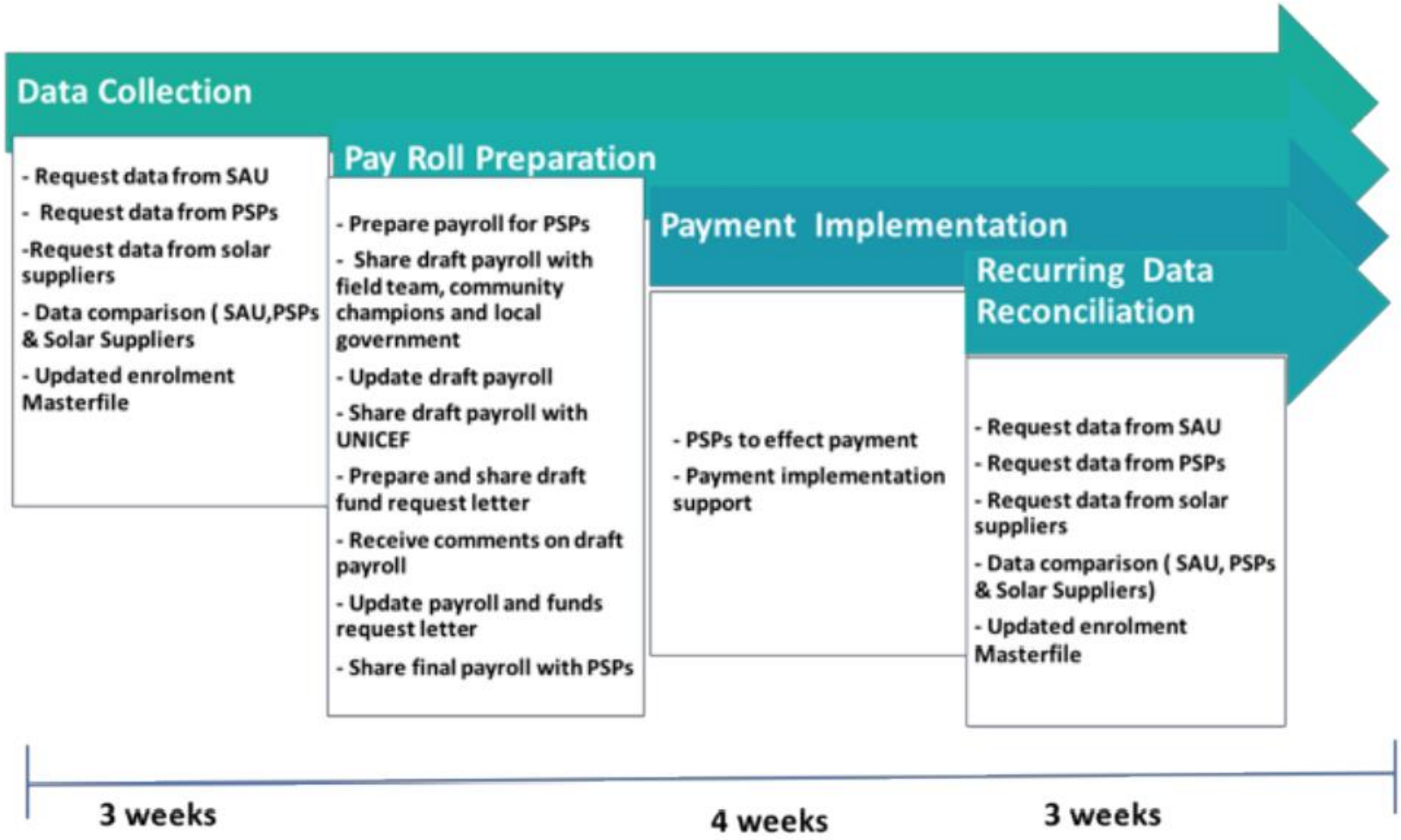
Cash Payment System

Cash Transfer Payment System (Pilot Phase)

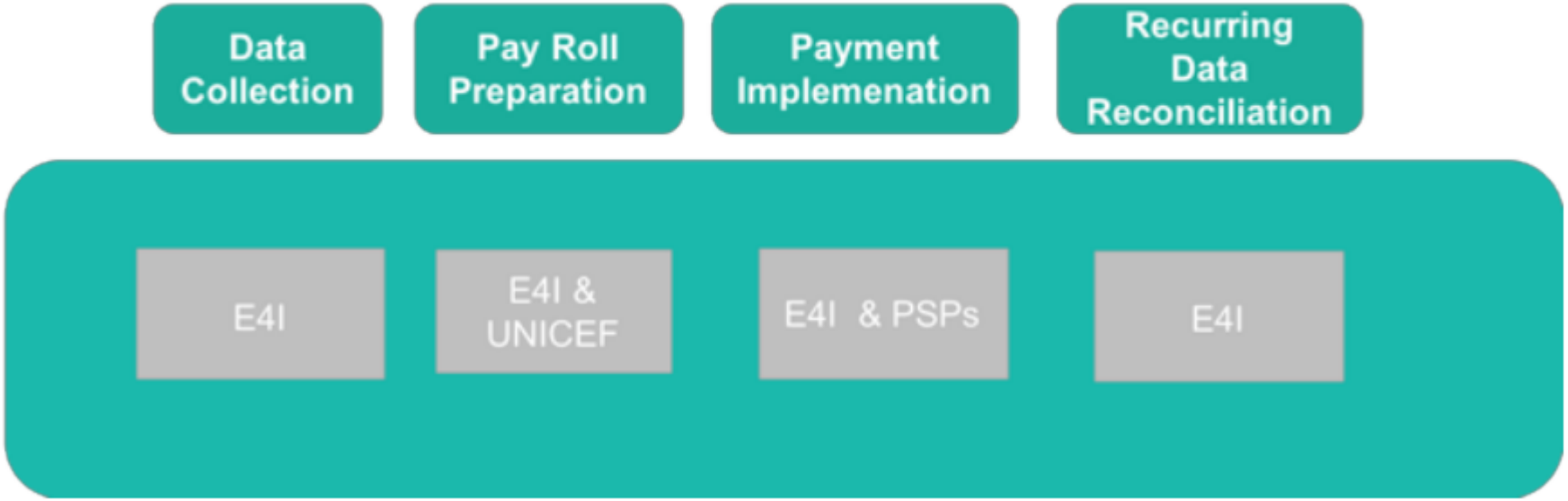


- The payment made to the beneficiary household on a bi-monthly (every 2 months) basis, referred to as the payment cycle.
- Cash transfer top up was paid to the beneficiary on bi-monthly basis, and it was up to the beneficiary to make the payment to the equipment supplier.
- During the pilot phase, there was no payment to the supplier directly. However, there was a cash guarantee by UNICEF in place that covers 85% of the outstanding value in case of default.

Overview of the Payment Workflow (Pilot phase)



Payment Payroll activities: Role Ownership



Payment Distribution (Pilot Phase)

Pilot Phase	Beneficiary Contribution $	Donor Upfront payment (Once) $	PAYG Instalment 6X, every 2 months (Donor) $	SHS total Cost $
	2.4	8.0	20*6= 120	130.4

- All the cash paid to the suppliers passed through the hands of the beneficiary.
- Beneficiary Contribution of $ 2.4 was required
- Upfront payment of $ 10.4 was required : $8.0 by Donor and $ 2.4 by beneficiary.
- 6 instalments of $ 20 each made by beneficiaries after receiving funds from the Donor.

Payment Distribution (Expansion Phase)

Expansion Phase	Donor Upfront payment to Supplier $	Upfront pay to beneficiary. 1st Instalment $	Monthly Instalment 2X, (Donor) $	SHS total Cost $
	45.21	12.07	46.7*2=93.4	150.7

- Payment design modified to address the Inua Jamii delays. PSPs not included in new design. Funds disbursed through M-pesa beneficiary account directly from UNICEF.
- Upfront payment $ 45.21 paid directly by Donor to the SHS suppliers.
- Payments done monthly for 3 consecutive months: 1st instalment of $ 12.07 ; 2nd and 3rd Instalments of $ 46.7 each made by beneficiary after receiving funds from Donor.
- 100% subsidy

Project Implementation

Project Implementation Stages

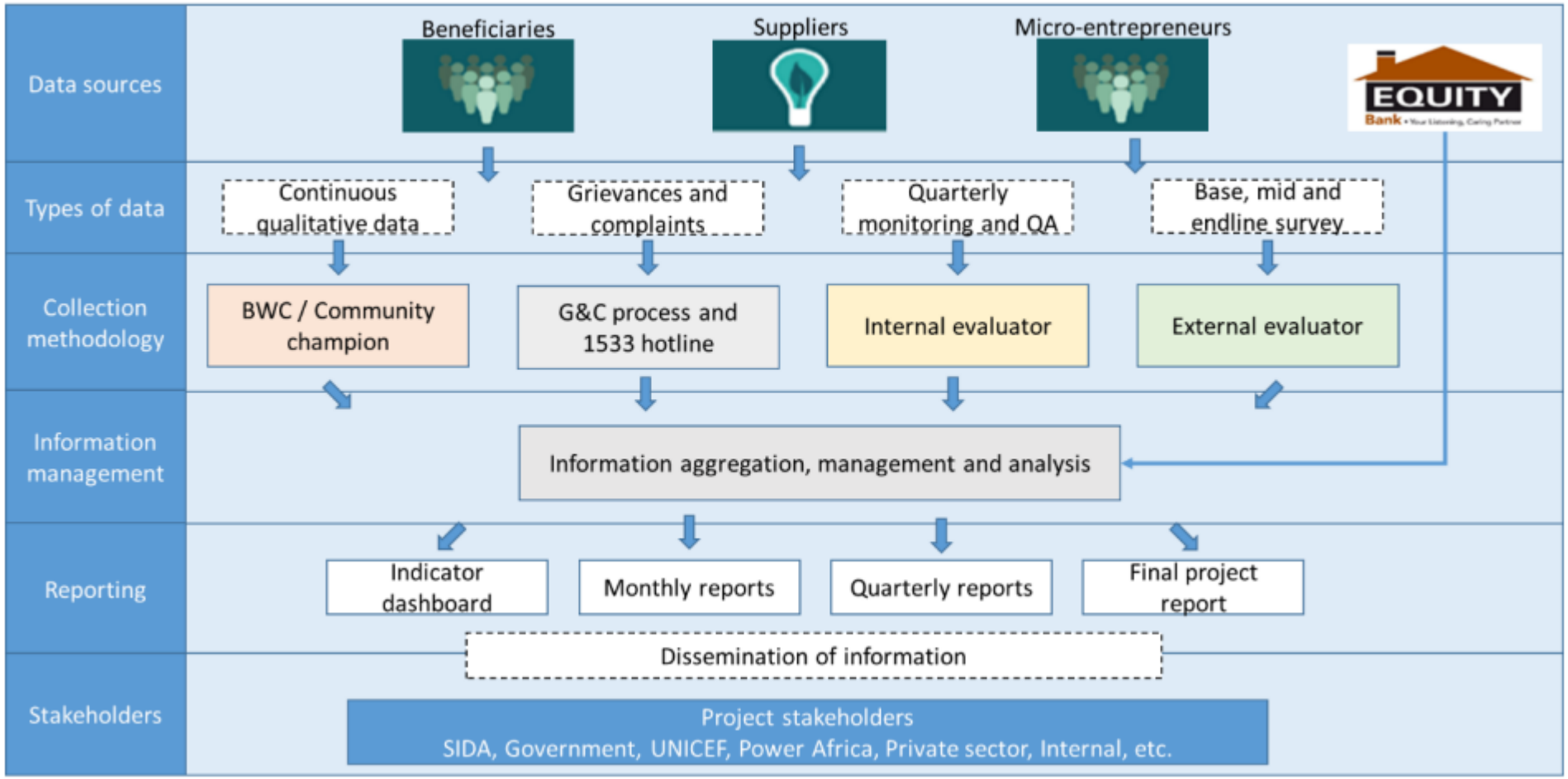
Coordination of the Conditional Cash Transfer Process

Targeting → Outreach → Enrolment → Distribution → BCC & Community Engagement → Repayment → Maintenance → Grievances → M&E & MIS

Market building session

A selection of beneficiaries with the acquired Solar devices

Data Collection, Analysis and Reporting



- Data collected from 4 primary sources: *the beneficiaries (and a control group from within the community), the suppliers, the micro-entrepreneurs and the bank.*
- Continuous qualitative data collection.
- Beneficiary complaints and grievances' feedback mechanisms to the national complaints and grievances (C&G) system.

Project Key Results

Project Key Results (Pilot Phase)

Objectives	Indicators	Target	Achievement
To ensure that that the beneficiary households selected have accessed an off-grid solar home system.	Number of beneficiaries using a SHS	1,500	1669
To provide the beneficiaries with skills to engage in livelihood activities & knowledge how to manage their SHS.	Number of beneficiaries trained in livelihood activities & SHS maintenance skills.	1,500	1669 – all solar device owners were engaged

Key lessons from pilot phase for expansion phase

Phase 1 Key lessons	
Improvement in the way of life.	○ Through the surveys conducted during the programme implementation, confirmed improvements in school performance of children because of the installed devices. Because of the devices, the school going children were able to have additional study hours in the evening and early morning hence improvement in school performance. ○ Creation of small income for households through charging neighbours' phones, increased safety of the house surroundings , & families were able to access the news through the radio. ○ A positive spill over effect to the entire community was seen as demand for solar energy and potential business opportunities noticed
Stakeholders' programme coordination	○ 70% of beneficiaries completed payments. ○ 30% shortfall was due; *-death of some beneficiaries , delayed payments made some beneficiaries lose morale in the programme, case of Garissa County some nomadic nature of beneficiaries led to drop out since went in far places not covered by network.*
Deceased beneficiaries / Defaults	○ To mitigate payment risk to the solar suppliers, the MMP set up a cash guarantee that covered 85% of the outstanding value in case of default. Solar suppliers indicated that this was decisive factor for them to be able to accommodate flexible payments and other changes to their typically standard PAYGO model. Adopted in the expansion phase.

Project Challenges

Challenges (a)

Governance

Category	Challenge	Measure
Lack of national ownership of programme	○ The MM project set up envisaged that the National Project Steering Committee was to be chaired by the Ministry of Energy to provide oversight and advice and County TWGs for the project implementing organization. However, there were delays in resolving the Chairmanship agenda and the ministry failed to hold the meetings as anticipated. In terms of coordination, county level coordination was more efficient than at the national level. ○ Most national stakeholders indicated that they were kept informed, but were not closely involved, during the design and implementation of the project. At the county level, TWGs were always well attended and active creating good political buy-in and commitment from county-level stakeholders	UNICEF planned to engage the national level stakeholders in the expansion phase

Challenges (b)

Take up of repayment mechanism

Category	Challenge	Measure
Payment delays due to payment mechanism	○ The project design called for the top up payments to households to be paid on a bi-monthly basis, at the same time as the regular Inua Jamii cash transfer payments, and for the households to use these to make the PAYG payments to the suppliers. As a result, unpredictable delays in the Inua Jamii payment process led to delays in the PAYG payments. ○ The implementing consortium did not have a protocol in place for managing these delays	○ Payment design for expansion phase is not linked to Inua Jamii. Payments are monthly and funds sent to M-Pesa accounts
Beneficiaries faced challenges in terms of taking up the mode of repayment	○ Issues with the mobile phone (e.g., not having a mobile phone in the household/kept by the beneficiary, changing mobile phone number) ○ Not understanding the how to top up or the amount to top up ○ Not understanding how to use M-Pesa or enter the USSD code into the device due to low literacy levels.	○ Expansion Phase : Beneficiary must own a phone instead of relying on the caregiver ○ SHS top-up skills sensitizations campaigns undertaken during enrolment stage

Challenges(c)

Financial Sustainability

Category	Challenge	Measure
Financial Sustainability	○ During the pilot phase evaluation solar suppliers reported that very few households made the repayments during the time of the Inua Jamii payment delays. ○ The SHSs offered through the project are expensive products for the target market and the top-up provided by UNICEF is more than 70% of the value of the regular Inua Jamii transfers. ○ The solar products require maintenance and it's likely that the lithium batteries will need replacement after a few years' use. This maintenance would need to be paid for by households themselves and can be costly (approx.$20).	○ Expansion phase , the payment design not linked to the inu Jamii payments. No delays expected. ○ User education interventions undertaken in expansion phase to ensure beneficiaries are aware that the battery will require replacement after some time. Monitoring over long term required to assess if beneficiaries repaired their dead systems when they develop problems

Without the project, affordability appears to remain a constraint.

Challenges (d)

Communication

Category	Challenge	Measure
Multiple communication layer approach	○ Pilot phase worked through multiple channels to communicate with beneficiaries. Initial awareness raising done by E4I and later with the solar suppliers in public gatherings facilitated by chiefs and local leaders (including BWCs). ○ Used interactive voice response (IVR) calls and text messages to communicate with households about repayment; also distributed brochures and FAQ ○ In pilot phase, Beneficiary Welfare Committees (BWCs) and Community Champions (CCs) were also engaged to explain the repayment mechanism to households.	○ BCC Strategy revised. IVR calls& text messages dropped since didn't not prove effective in pilot phase. ○ With the use of the BCC Expert , Chiefs, BWC members & Community champions underwent several trainings tasked with communications.

Challenges (e)

Operations

Category	Challenge	Measure
Enrolment	○ Although the MM pilot phase enrolment process proved effective, there was a dropout rate of about 25% of the total enrolled beneficiaries and those that took up the solar devices. ○ This was attributed to several reasons, among others, nomadic lifestyles of Somali people in Garissa that travelled across the border to Somalia and were prevented by bad weather conditions to return.	○ Expansion phase: County Govt fully guided the Implementing team on the enrolment & Control groups left out in pilot phase were all selected.
Distribution	○ Despite the systems being plug and play, the MM pilot phase established a need for more hands-on support in the system installation process. It was found that a few beneficiaries took the systems home but did not open them or install them.	○ SHS supplier & Community champions to follow-up and help with installations

Challenges (f)

MIS

Category	Challenge	Measure
Data management & reconciliation	○ Data used in the implementing consortium's MIS is collated from different sources including paper-based enrolment records and excel spreadsheets from other sources (e.g., solar suppliers). This makes reporting time consuming.	○ For Expansion phase : PSPs not involved in the process. Funds sent by UNICEF to the M-pesa beneficiary accounts. ○ Data only collected from solar suppliers which makes process fast
Reporting	○ Households enrolled in the MMP are not reflected in the Single Registry because the complementary module is not in place.	○ Enrolment data, payment information and grievances should be fed into the Single Registry using the complementary module.


Thank you!

A Global Leader in Solar Power for Off-Grid Families

Who is d.light/why the initiative.

d.light is a global leader in solar-powered solutions for people without access to reliable electricity.

We are also the largest distributed solar lighting brand for households and small businesses in off-grid communities.

We envision a future where all people are empowered to enjoy the freedom and improved quality of life that comes with access to reliable, affordable off-grid light and power.

We aim to increase solar energy savings and protect against rising utility costs.

Our social impact strategy is measured across four areas of wellbeing. Financial Freedom, Productivity freedom, Productivity gains and environmental health.

Our current social impact plan to reach 1B lives by 2030and currently we are at 125M lives.


d.light
d.light global product portfolio enabling possibilities...
Appliances
Mobile Series
Power Banks
Solar Fans
Inverter Batteries
Inverter Series
Solar Panels
Solar Home System
Solar Home Lighting System
Solar Light and Radio with Mobile Charging
Solar Light with Mobile Charging
Solar
100 MILLION
No.1
d.light
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D150 Target Customers

D-series
SEC E, D

- Lead simple lives and have an unsteady source of income
- Current lighting solutions - solar lanterns, small SHS, small Koroboi, phone torch, ordinary torch, candles.
- **Key Insight: Life can generally be a struggle for them, though they work hard to survive.**

How do we pitch to them?

- **Show & Tell** – Have the physical product with you and show them what they can have
- **Hype up the added value** – You get not only lights, but a radio & torch, to support your hustle
- **Talk up affordability** – Daily rate of 45/- is like what you would spend on airtime, but D-series will benefit your entire family

Triggers to purchase

- Need – they don't have houses with many rooms, so 3 lights is enough
- Affordability – they don't have much to spare
- Availability – they need a ready accessible solution

Barriers to purchase

Aspirations – want a system which can upgrade to a TV

Why the initiative.

Quality of Education

Poor performance in schools due to lack of lighting to allow extended study hours both at homes and schools.

Productivity Gain

Less working hours for men & women doing small business due to nightfall in areas which are off grid leading to reduction in yield productivity

Good Health and wellbeing

Poor quality and unhealthy alternatives – kerosine,firewood,diesel and candles have paused health risks and environmental problems. Improve on wellbeing of most families through adoption of clean energy

Opportunities/Barriers

OPPORTUNITIES

1.MMP has given dlight an opportunity to scale up its impact goal of 1B lives by 2030

2.The program has facilitated the penetration of very remote areas that we d.light could not due to infrastructure challenges

3.Learnings from the project have informed improved after sales service through training of local technicians hence becoming the solar preferred brand..

4. The program has as well increased product awareness and affinity in virgin/unpopular markets.

5. The program has increased employment opportunities in the 2 markets for locals hired to take care of aftersales and expanding said markets.

CHALLENGES.

1. SECURITY challenges especially Garissa area with terrorist activities posed as a risk during enrollment & deployment

2.Penetration barriers-poor road network hindering accessibility

3.illiteracy and language barriers- hinders proper usage of the product

4. Delayed payment cycles- affected payment rate plans in the paygo system

5.Improper Installation- some devices were wrongly installed leading to reduced efficiency.

6. Communication barriers-& lack of cellular phones- made token system difficult to execute.

RESULTS

1.Increased sales and revenue

2. improved brand and product awareness/affinity

3.Exposed dlight to other initiatives eg, Kosap project,pamiga funding e.t.c


Thank you

DEPARTMENT OF ENERGY PRESENTATION

KILIFI COUNTY GOVERNMENT AND ENERGY FOR IMPACT COLLABORATION PROGRAMME

Presented By

Wilfred K.Baya

Principal Energy Officer

ENERGY4IMPACT
ACCELERATING ACCESS TO ENERGY

DEPARTMENT OF LANDS,ENERGY,HOUSING &URBAN DEVELOPMENT

- **Vision**
- "Efficient Land management, affordable quality housing and sustainable urban development and efficient utilization of energy resources"
- **Mission**
- "To provide an enabling environment for a sustainable land use and urban management, development of housing and clean energy for all."

ENERGY4IMPACT
ACCELERATING ACCESS TO ENERGY

INTRODUCTION

- The Constitution 2010 provided for a two tier structure of government, namely: the National and County Governments.
- In relation to the County Governments, Part 2 of the Fourth Schedule of the Constitution provides that County Governments shall be responsible for;

- County Energy Planning
- County Energy Regulations & Licensing and
- County Energy Development including Electricity and Gas reticulation.

INTRODUCTION

Cont……

- The County Government Act, 2012, an ACT of Parliament gave effect to Chapter Eleven of the Constitution; to provide for county government powers, functions and responsibilities to deliver services and for connected purposes.

- Part II of the Energy Bill 2018 further consolidates the functions of national and county governments.
- Pursuant to Article 186(2) of the Constitution, energy planning , energy regulation & licensing incorporating petroleum, coal, renewable energy and electricity is a concurrent role of both the National and County Governments but at their respective jurisdictional levels.

COUNTY ENERGY PLANNING

- County energy policy.
- Development of Kilifi County Energy Audit Report
- County energy action plan/Master plan.
- County GIS database.
- Feasibility study on waste to energy.
- Feasibility study on biogas adoption technology in Kaloleni, Ganze and K.North
- Context energy analysis on clean cooking technologies.

COUNTY ENERGY DEVELOPMENT

- The county has installed ;

- Over 3000 Solar lanterns to orphans and vulnerable children
- Over 70 solar high mast and
- Over 50 electrical Flood lights
- Over 200 electrical street lights and has installed over
- Over 130 streetlights

COUNTY ENERGY REGULATION & GAS RETICULATION

The County has Developed the following documents;

- County Regulation Manual
- County Energy Bill which awaits tabling to the cabinet, approval by the approval County Assembly and finally taken to Governor for assent .

COUNTY OPPORTUNITIES

- Existence of a well established Energy Directorate
- Availability of undeveloped energy resources
- Development of County Energy Policy
- Availability of private land for investments
- Energy act 2019 has given powers to counties to undertake energy planning ,regulation and development
- Existence of the energy committee from the county assembly
- A Good working relation between the county,other government agencies and the private sector
- The draft Kilifi County Energy plan-Highlighted all the energy resources mapped across all sub counties ie Wind,Solar & ,biomass
- GIS Energy Data Base

DONOR FUNDED PROJECTS

- The county has also worked closely with donor funded projects to ensure there is maximum access of electricity and modern forms of energy in the county.

- KOSAP-3 Minigrids,24 SHS,32 Solar Pumps for Boreholes(World Bank)
- Project Jua-70 Stand Alone SHS(European Union)
- Mwangaza Mashinani-1152 SHS(UNICEF)
- We Share-12 Stand Alone SHS for Primary School(Italian Company)
- Groots Kenya-Clean Cooking Context Analysis(Groots Kenya)
- KEMP-1 Minigrid(World Bank)

MWANGAZA MASHINANI PROJECT

- **Period:** June 2018 to May 2020
- **Target**: 75O HH reached 1162 HH
- **Sub counties covered:** Ganze (4 locations) and Magarini (3 locations) = 7 locations covered.
- **Control group:** Kaloleni sub county (2 locations)
- **Solar suppliers:** 3 but reduced 2 (D.Light and Biolite).
- **Total units deployed:** 1162
- **Repayment rate**: above 70%

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EXPANSION PHASE

- Period: February 2021 to July 2022
- Overall target: 3,500 (Kilifi – 1,750HH)
- Sub counties / locations: Ganze (4 +1); Magarini (3 + 2); Kaloleni (2).

SUCCESS STORIES IN KILIFI COUNTY PROJECT IMPLEMENTATION

- TWG Composition & Participation
- Good Community Engagement
- Active solar suppliers
- Chiefs;BWCs& Community Champions
- Supportive PSPs; KCB & Equity
- Community response

BENEFITS OF THE PROJECT

- Increased access to electricity
- Improves education.
- Entertainment.
- Health.
- Comfort/Reduced Hustle
- Security.
- Productivity.

CHALLENGES ENCOUNTERED DURING IMPLEMENTATION

- Dropouts
- Language Barrier
- Lack of Technical Knowhow
- Delayed payment cycles
- Faulty devices / accessories
- Installation of devices
- Covid – 19
- Defaults on solar Instalments – 30 %

CHALLENGES CONT……

- Illiteracy is a key barrier to solar use.
- Low phone access and poor network connectivity.
- Delayed disbursements that affected the payment of the SHS/SL.
- After sale hitches – set up, token reactivation and maintenance.

AREAS OF CONCERN AND IMPROVEMENT IN THE SECOND PHASE

- Beneficiary targeting – full understanding of the beneficiaries and their ecosystem, including potential limitations to conversion and sustained use of the SHS/SL.
- Consumer awareness and education – deployment of **effective channels** and **messages** at the right **touch points** (with the inclusion of champions and sustained mobilization from the pilot phase as critical diffusion drivers).
- Support capacity - expanding the base for support on product use and maintenance.
- Easing of post purchase processes to avoid delays or drop offs – payment, technical support and grievance channels.
- Alignment and connectedness at all stakeholder levels (implementers and support system) including regular reporting at the different levels.

WAY FORWARD

Need to ;

- To Change the payment structure to the beneficiaries and Solar Service Providers
- To provide strategic direction and oversight to the initiative to ensure that it meets its aims and objectives in Kilifi County.
- To ensure that the Energy and Cash Plus Initiative identifies the right beneficiaries and meets the needs of the target beneficiaries.
- To ensure that the Energy and Cash Plus Initiative builds and adds value to existing national and local social protection policies for children and other initiatives to improve social protection policies and systems.
- To ensure that Energy and Cash Plus Initiative is consistent with and informs the implementation and the implementation teams for effective delivery on the goal of the project.
- To ensure the dissemination of information and update to the wider stakeholder groups.

END

THANK YOU

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Reflections

Zooming out on Sustainability
Broader Perspectives on Cash in Social Protection

Alison Hemberger
Director – Markets and Cash

MERCY CORPS

Zoom Out: Getting to "Sustainability"

Current

Functions	Players	
	Who does?	Who pays?
CORE		
RULES		
SUPPORTING FUNCTIONS		

How develop this vision?

Valid **Ambitious**

?

Realistic **Positive**

What factors do we need to take into account in developing a view of the future?

Future

Functions	Players	
	Who does?	Who pays?
CORE		
RULES		
SUPPORTING FUNCTIONS		

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Zoom Out: Getting to "Sustainability"

	Current (INVEST)		Future (post-INVEST)	
INVEST Activity/ Functions	Who does this activity?	Who pays for this activity?	Who does in 5 years?	Who pays in 5 years?
School building/ retrofitting	MoLSAMD, ~~MC~~	~~Donor~~	Gov't (MoLSAMD), shura	Govt (MOLSAMD), shura
VTC mangement	Shura, gov't, ~~MC~~	~~Donor~~	Gov't (MoLSAMD and MoE), shura	Gov't (MOLSAMD and MoE), shura
Developed and revise curricula	PS, ~~MC~~	~~Donor~~	PS, MoLSAMD, MoE	Gov't (MoLSAMD, MoE)
Technical training	PS	Student,	PS	Student,
Social skills training	PS	Student, ~~Donor~~	PS	Shura, MoLSAMD, MoE
Mentoring of students	PS, shura, gov't	Student, ~~Donor~~	??	??
Development/distribution training kits	~~MC~~	~~Donor~~	??	??
Market research	PS, shura, ~~MC~~	~~Donor~~, shura, PS	PS, shura	??
Monitoring of students	~~MC~~ , shura, gov't, community	~~Donor~~	Shura, gov't, community	Gov't
Teacher training	~~MC~~	~~Donor~~	Gov't (MoE, MoLSAMD)	Gov't (MoE, MOLSMD)
Business linkages	PS, ~~MC~~, govt	-	??	??
Student selection	PS, ~~MC~~, shura, gov't, student	-	PS, shura, gov't, students	??
Student transportation (home-VTC)	Students	Students	Student	??
Teacher transportation (home - VTC)	Teachers	Teachers	Teacher	??
Gender training/awareness trainings	~~MC~~	~~Donor~~	??	??
Capacity building (gov't)	~~MC~~	~~Donor~~	??	??

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Categories of Social Protection Systems

CATEGORY OF MATURITY		DESCRIPTION
1	NON-EXISTENT	No state interest in developing long-term social protection, and only ad-hoc foreign aid / humanitarian interventions.
2	INTERNATIONALLY-LED	No clear progress in state policy, but emerging foreign aid interventions shaping up towards a system with some elements of harmonisation or coordination.
3	STATE-LED INTEREST	Some state interest to expand social protection (to the most vulnerable), with some elements shaping up, e.g., scaled-up aid-supported interventions or an outline of what could become a national flagship programme.
4	STATE-LED COMMITMENT	Commitment to expand social protection (as articulated in e.g., national strategy), with some flagship initiatives for the poor (co-)funded by the state.
5	STATE-LED EXPANDING	Clear state policies / laws and a growing set of social protection schemes.
6	STATE-LED MATURE	Well established system with high coverage of populations and needs.

Source: Oxford Policy Management (2015)

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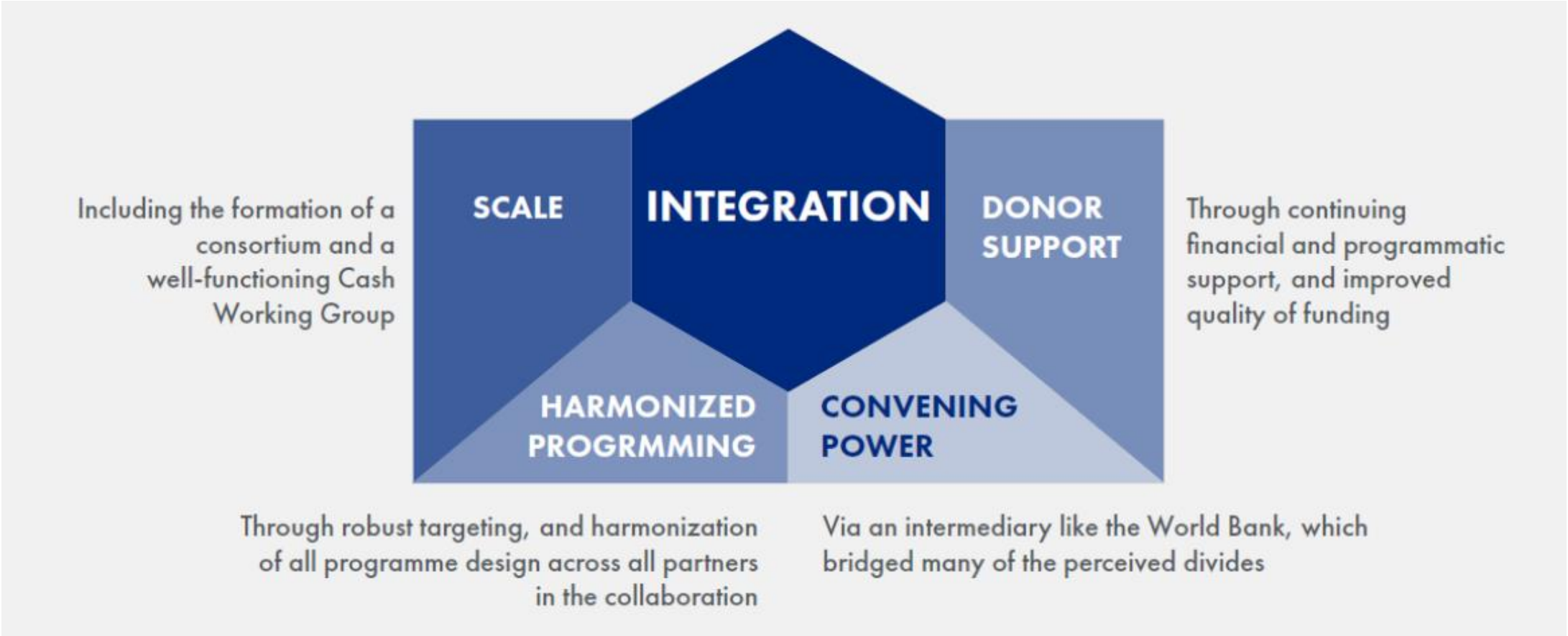
Social Safety Net Integration: Success Factors



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Reflections from Cash Programming

Key Lessons from Iraq Experience

- Long timelines!
- Trust building and information sharing are critical
- Quality of funding matters
- Government support is essential and can change
- Data protection standards and regulations differ
- Scale is a must

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ALISON HEMBERGER

Director – Markets and Cash

Q&A time!

- Write your questions in the Q&A box
- Mention if it is for one of our speakers in particular

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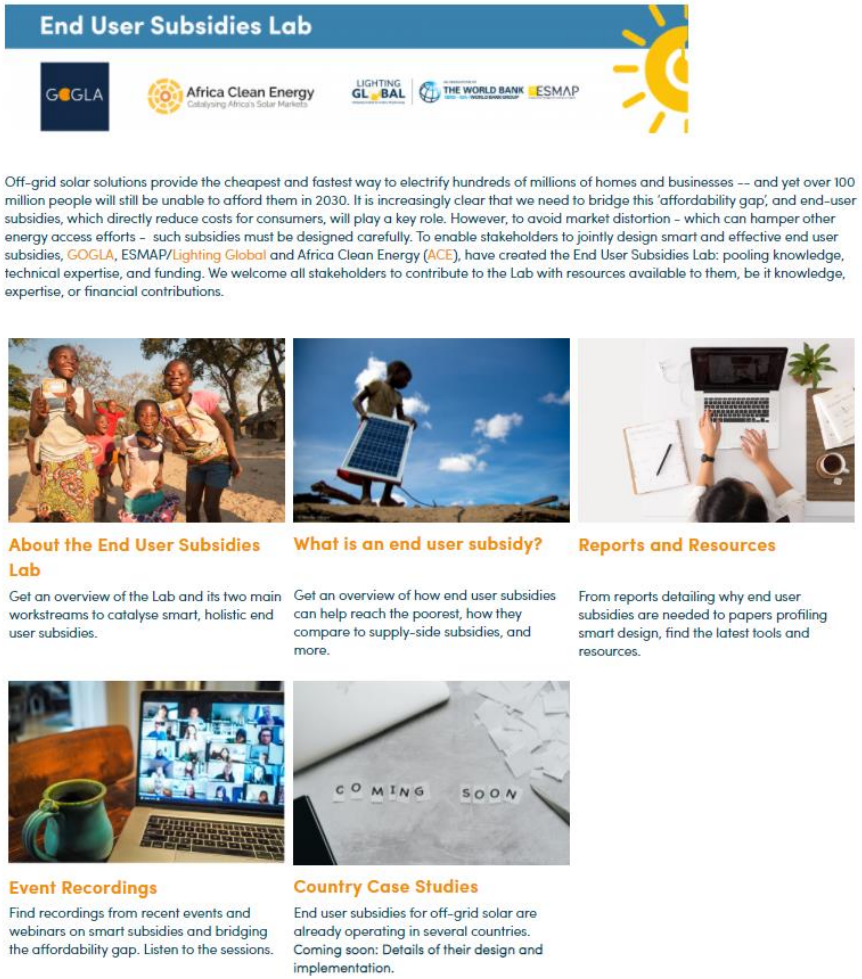
Thank you for attending! Want to learn more?



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