Kenya Smallholder Solar Irrigation Project
KSSI

FAO INVESTA Workshop
23rd - 24th November 2017

Bernard Ngetich
Project manager
bernard.Ngetich@winrock.org
FAQ Question 1:

Who are you?
The Kenya Smallholder Solar Irrigation Project

• Funded by USAID with the aim to commercialize the sale of solar water pumps (SWPs).

• Established a dozen demo sites on working farms across Kenya

• Performed capacity building to a) farmers, b) ag extension officers, c) solar water pump companies, and d) financial institutions.

• Demonstrated SWPs to 16,000 farmers.

• Launched 3 specific SWP credit products w Fis.
FAO Question 2:

Which barriers exist today to investments in energy technologies?
Barrier #1: High Upfront Costs and Lack of Financing

While the prices of SWPs have halved in the last 10 yrs, they still cost double that of diesel.

*Access to Finance* is required to commercialize adoption.
Barriers to technology switching contd.

• The financial institutions fear lending into the sector because of unfamiliarity with the product, lack of track record and lack of secondary resale value.

• General lack of awareness of the existence of the technology in the market.

• Cheaper options of diesel pumps which have a short life span (quick fix solutions) which end up being expensive in the long run.

• Fear of the unknown by the farmers - i.e. breakdowns, product quality, performance
FAO Question 3:

What is your experience with reference to Ch. 6 of the INVESTA report?
Comments on 4 points:

**Point 12:** *Facilitate the admin process* to obtain permits for commercial RE producing systems and grid connection. This process can be a major burden, both in terms of cost and time, especially for developers of small energy interventions. - eg: Mozambique experience.

**Point 14:** Financing products include concessional loans which match the specific businesses. For example, in agriculture, *the loan should be spread over a sufficient amount of harvests/cropping cycles to allow flexibility in case of bad seasons.* - eg. Responses in working with MFIs.

**Point 17:** Provide technical and financial assistance, possibly backed by international support, to micro-finance and local savings organizations, such as service and credit associations, to help them develop and market savings products for farmers and processors. Ex: KSSI – linkages to MFIs.

**Point 18:** Foster knowledge and education schemes, especially in rural areas were highlighted for all the technology groups. This includes technology demonstration to farmer groups, cooperatives and practitioner groups. Ex; KSSI Demand Building.
KSSI ACTIVITIES – Points 17 and 18 of INVESTA Report
FAO Question 4:
Which examples of successful policies could you mention?
Successful Government Policies - Kenya

• Government doing away with taxes on solar equipment. Tax waivers on Solar Water Pumps have led to increased importation.

• County governments setting aside funds to purchase the big solar water pumps for the community use.
  • Eg: Nayandaru County Govt, KSSI Partner
Asante Sana

When opportunity knocks you can’t say ‘come back later.’

Leonard Turkel