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Press Release

Power Africa Off-Grid Energy Challenge Round III: GE Africa, USADF and USAID Announce 11 New Awards to African Energy Entrepreneurs

- 11 winning companies and enterprises from Tanzania, Kenya, Nigeria, Ghana and Ethiopia will receive grants of up to \$100,000 each.
- Renewable energy projects, utilizing technologies such as wind, solar, hydro-electricity, and biogas, will provide over 400 kilowatts of new electricity capacity to sub-Saharan Africa's most rural communities.
- **\$5.0 Million Total:** This initiative, now in its third year, will extend \$5.0 million and 50 awards to energy entrepreneurs in nine African countries across the Continent.
- The Off-Grid Energy Challenge is part of Power Africa's Beyond the Grid sub-initiative, which aims to drive private investment in off-grid and small-scale renewable energy solutions.

NAIROBI- July 25, 2015- Through the Power Africa Off-Grid Energy Challenge, GE Africa, the U.S. African Development Foundation (USADF) and the U.S. Agency for International Development (USAID) awarded \$1.1M to 11 companies across Tanzania, Kenya, Nigeria, Ghana and Ethiopia. These 11 winners will each receive a grant of up to \$100,000 to expand their renewable energy solutions and reach those currently not served by the grid. The awards were announced during President Obama's trip to the Global Entrepreneurship Summit in Nairobi, as part of the U.S. Government's continued commitment to Power Africa and providing access to energy to underserved communities throughout sub-Saharan Africa.

The Power Africa Off-Grid Energy Challenge, funded by GE Africa, USADF and USAID, promotes innovative solutions that increase access to reliable, affordable and sustainable power. By the end of the third round, the \$5 million, three-year challenge will have awarded 50 or more grants of up to \$100,000 each to African companies and entrepreneurs providing off-grid solutions that utilize renewable resources in order to power economic activities. These energy entrepreneurs are finding solutions for rural communities to access power, including solar-powered mini-grids, home solar systems and revolving credit funds.

"We received an overwhelming response to this challenge from African entrepreneurs with creative solutions to Africa's energy crisis," says Power Africa Coordinator Andrew Herscowitz. "These grants provide these companies with the funding they need to scale their businesses and deliver results for their communities."

July 25, 2015



The most recent winning projects include five solar systems, three biogas generation projects, and a small hydro-electricity power plant, providing over 10,000 people with access to electricity. That's just \$100 per person invested for off-grid solutions to a brighter world.

Through an Off Grid Challenge grant, Ambalian Company will install a wind turbine in one of northern Kenya's rural communities to replace diesel-powered generators used currently to pump water. Rafode, a local Kenyan microfinance organization, will provide credit to fisherman in the Lake Victoria region to purchase solar lamps, thereby boosting the catch from their traditional nighttime fishing. And in Nigeria, Ajima Farms will develop a major biogas plant to provide electricity to homes and businesses currently living off the grid.

The Off-Grid Energy Challenge is catalyzing African entrepreneurs across the continent to spur innovative ideas into action to develop off-grid energy solutions. On July 29, Power Africa is opening up the Off-Grid Challenge to African energy entrepreneurs finding solutions to the power deficit in Rwanda, Uganda and Zambia. In November, USADF will announce winners from these three countries as well as two additional grantees in Liberia, culminating in a sum total of \$2.2 million for Round III of the challenge and \$5.0 million total over the three year initiative.

The competition is part of Power Africa, a partnership-based effort to double access to electricity in sub-Saharan Africa, where more than 600 million people still lack access to electricity.

ABOUT GE

GE (NYSE: GE) works on things that matter. The best people and the best technologies taking on the toughest challenges. Finding solutions in energy, health and home, transportation and finance. Building, powering, moving, and curing the world. Not just imagining. Doing. GE works. For more information, visit the company's website at www.ge.com.

GE Africa, a subsidiary of General Electric, Inc., delivers innovative technology solutions for regional challenges to help its customers support growth throughout the continent. In particular, GE Energy is providing a host of advanced solutions in water, oil & gas, and energy delivery technologies, with a focus on innovative localized energy solutions.

ABOUT USADF

The U.S. African Development Foundation (USADF), a public corporation in the U.S. federal government, funds African-owned enterprises, cooperatives and community-based organizations to build capacity and expand economic activities. In 19 countries with over 350 project grants, USADF is benefiting more than a million and a half Africans. USADF operates as the only U.S. agency exclusively centered on an African-led, grassroots development model to create pathways to prosperity for underserved communities. For more information on applying to the Challenge, go to www.USADF.gov.

July 25, 2015



ABOUT POWER AFRICA

In 2013, President Obama launched Power Africa, an innovative partnership of private sector partners, African governments, public funders, and technical institutions to double access to electricity in sub-Saharan Africa where more than 600 million people currently lack access. Two years after its launch, Power Africa has helped transactions expected to generate over 4,100 megawatts of new, cleaner power generation throughout sub-Saharan Africa reach financial close.

Off-Grid Energy Challenge Round 3 Winners:

1. **Ethiopia – GM Clean Energy:** GM Clean Energy will produce biogas stoves for use by off-grid, marginalized communities to cook injera, a major food staple consumed in Ethiopia. Many marginalized individuals use firewood as a source of energy to cook injera, which takes a large toll on the local environment and is time consuming for individuals who have to collect large amounts of firewood daily for cooking. The use of biogas stoves will reduce the consumption of firewood, deforestation, as well as carbon dioxide emissions in rural areas. The grant from USADF will provide seed funding for the enterprise to scale up its operations, producing an initial batch of efficient stoves and establishing a rural distribution branch.
2. **Ghana – Wilkins Engineering:** Wilkins Engineering will design, install, and manage the operations of 100-watt and 200-watt home solar systems, solar street lamps, and a cold storage facility in Atigagome. High use and improper disposal of kerosene, dry cell batteries, and candle waste has led to significant pollution of the water surrounding the remote island community, where 80% of inhabitants rely on fishing for their livelihood. Community members will make an initial deposit and scheduled deposits towards ownership of the system. The grant from USADF will provide startup capital to develop the business model in small island communities in Ghana, with the potential to replicate it in other island communities in the future.
3. **Ghana – KW Ventures:** K. W. Ventures will install two 1.7 kilowatt solar trailers with 100 portable battery packs in Dunkwah Obenkrom, in southern Ghana. The project will bring electricity to 100 households in the area. The portable battery packs, which are recharged by the solar trailers, are equipped with two LED lights, a USB port for cell phone charging, and a flashlight. The second solar trailer will be connected to a local school and health center to meet their electricity needs. The grant from USADF will fund the purchase of equipment and the operational expansion of the firm, enabling them to



effectively manage the solar enterprise and test the solar trailers for increased use in Africa.

4. **Kenya – Ambalian:** Ambalian Company Limited will install a wind turbine in one of Kenya's rural pastoralist communities to replace diesel generators, which are currently being used to dig wells for water. Much of the required equipment must be imported at high cost, so Ambalian will locally fabricate several of the parts required for the installations, making the technology accessible to local communities, providing power to remote, arid areas. The grant from Power Africa/USADF will be used to procure equipment and materials for local content, which will be used for construction and installation of the wind turbine.
5. **Kenya – Rafode:** Rafode is a locally-based microfinance organization that will provide credit through a revolving loan fund to 1,000 fisherman and vendors to purchase solar lamps and fuel efficient cookstoves in Homabay County, on Lake Victoria. Currently Homabay County does not have access to the grid and many fisherman use expensive kerosene lamps to fish at night, cutting their earnings in half each day. The grant from USADF will be used to establish a capital base for the revolving loan fund and develop a credit scheme for fisherman and local vendors to purchase solar lamps and cook stoves.
6. **Nigeria – Ajima Farms:** Ajima Farms will construct a 124m³ biogas plant to provide electricity to homes and businesses in two neighboring off-grid communities. The plant will convert poultry, livestock, and other waste into biogas to be used in two villages, which are made up of roughly 150 households. The grant from USADF will be used to develop Ajima's internal capacity in managing a waste-to-energy biogas digester, with the potential for replication in other off-grid communities.
7. **Nigeria – Kunak Foundation:** The project will provide solar-powered refrigeration and storage resources for vendors to use in Yakowa market, in Kaduna state, reducing the prevalence of contaminants in fish and meat as a result of heavy reliance on generators and poor storage. The Kunak Foundation will construct a 230m² meat and fish market building, which will be powered by a 3.75kWp system solar PV system. The grant from USADF will be used to purchase the 3.75kWp photovoltaic system as well as construction and operational materials to be used by local laborers.
8. **Tanzania – Lupali:** The Benedictine Sisters of St. Gertrud Convent will connect villagers to low-cost, sustainable electricity produced by the sisters' 317 KW small hydroelectric power plant (SHEPP) in Njombe region. They will create a revolving loan financing mechanism to promote electricity access to local households who cannot afford



connection costs. The grant from USADF will develop a revolving loan fund to provide an upfront consumer financing mechanism to create access to low-cost electricity through the sisters' small hydroelectric power plant.

9. **Tanzania – Maasai Pastoralists Development Organization (MPDO):** Maasai Pastoralists Development Organization will install solar PV systems at seven Maasai schools in rural northern Tanzania, providing reliable electricity to students, teachers, and the surrounding community. They will establish an off-grid energy credit fund in the community for further expansion in areas where population density is low and reaching pastoralist communities is difficult. The grant from USADF will be used to install solar PV systems at seven schools in rural northern Tanzania and to establish an off-grid energy credit fund for future expansion.
10. **Tanzania – Sustainable Energy Services Company Limited (SESCOM):** Sustainable Energy Services Company Limited will install a 20 kilowatt micro-grid powered by biomass in rural Kibindu village. By replacing diesel and kerosene energy with access to a corn cob biomass gasifier-based grid, households that currently spend 30% of their monthly income on lighting will experience significant cost savings that can be used to improve livelihoods and reduce poverty. The grant from USADF will be used to procure materials and equipment for installation, smart meters, and trainings for operations of the 20 kilowatt micro-grid.
11. **Tanzania – Watumia Umeme Cooperative Society (WUCS):** Watumia Umeme Cooperative Society will install a ten kilowatt solar micro-grid in Masimbwe village, a remote village with no access to the national grid. This will provide households with solar power and replace kerosene and firewood as primary fuel sources. The grant from USADF will provide seed capital for the cooperative to create a solar micro-grid on thirty houses and one micro-enterprise to be run as an electrical cooperative.