



Mini-grid powered chicken hatchery in Kisii County. Photo Credit: Power Africa

EAST AFRICA

POWER AFRICA OFF GRID PROJECT

Access to clean and reliable electricity remains a challenge for a significant percentage of the population in Kenya and the rest of sub-Saharan Africa, especially those living far away from the interconnected grid. By 2022, the Power Africa Off Grid Project (PAOP) will enable more than two million Kenyans to access electricity through solar home systems and mini grids to meet their needs for their homes and businesses.

Through a team of resident technical advisors throughout Sub-Saharan Africa, PAOP works with solar home systems and mini grid companies, investors, and governments to advance the role of the private sector in extending energy access to underserved communities and businesses.

PAOP is building the off-grid market to accelerate sustainable private sector-led energy access by offering broad-based market intelligence to investors to inform financial product design, advise governments on establishing supportive policy frameworks, and provide hands-on support.

OUR WORK

PAOP is helping to build the off-grid market by accelerating private sector-led energy access with a specific focus on:

- Policy and Regulation
- Market Intelligence
- Business Performance
- Access to Finance
- Cross-Sectoral Integration

OUR APPROACH

Although Kenya is often cited as the most mature and attractive solar home system market in sub-Saharan Africa and is the home to the continent's leading mini-grid developers and service providers, it still faces numerous challenges. These challenges are common across Sub-Saharan Africa, including the expansion of services to underserved geographies and populations, access to new finance, regulations that may have an adverse risk on the industry, and an unpredictable fiscal climate.

PAOP provides policy and regulatory support to improve the enabling environment for investors, increase the ease of doing business, and attract private sector partners to participate in the off-grid sector. The program helps governments design and implement policy frameworks that are supportive of private sector off-grid solutions.

PAOP gathers and disseminates market intelligence to companies, investors, and governments to inform them about the latest sector developments. It offers targeted interventions meant to improve sales and business performance of individual companies, providing deep operational support in areas such as C-Suite recruiting, business model development, sales strategy, product sourcing, and strategic partnerships. PAOP works with companies to raise equity or debt through executive coaching and pitch deck development, supporting successful grant applications. The program works directly with local financial institutions and investors to develop bankable pipelines and perform due diligence.

ACHIEVEMENTS (2018-2020)

- 1,154,061 new off-grid connections for households and businesses in Kenya.
- US \$124 million mobilized for investment in Kenyan off-grid energy projects.

BUDGET: USD \$50 million

DURATION

2018-2022

ACTIVITY LOCATIONS

Sub-Saharan Africa (Active in over 25 countries)

Focus countries: Kenya, Uganda, Tanzania, Ethiopia, Rwanda, Democratic Republic of Congo, Cameroon, Niger, Liberia, Cote D'Ivoire, Ghana and Senegal.

IMPLEMENTING PARTNER

Research Triangle International (RTI)

KEY PARTNERS

- Tetra Tech
- Fraym
- Norton Rose Fulbright
- Practical Action Consulting

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