

IRENA Practitioners Meeting

Enabling local renewable energy entrepreneurship

How can different stakeholders work together to promote business driven solutions for energy access?

30 November – 1 December 2011, Indian Institute of Management, Bangalore

BACKGROUND

The enterprise-driven model to improve access to sustainable energy services, particularly in rural low-income areas in developing countries, has increasingly attracted the attention of multilateral development organisations in recent years. A number of small- and medium sized companies have shown a significant potential to successfully provide renewable energy (RE) access to such areas. Toyola, Ltd., a small company based in Ghana, for example, has sold over 100,000 cook-stoves to 35,000 households, thereby offsetting over 140,000 tons of carbon dioxide emissions and employing 300 people. SELCO-India, is another example, of a successful enterprise providing sustainable energy solutions and services to under-served households and businesses, has designed and sold over 115,000 solar home systems, powering electric lighting and small appliances for more than 220,000 people in India. Using a bottom-up approach, such innovative businesses have been able to provide reliable, affordable and environmentally sustainable energy to homes and business in their country's poorest regions. Nevertheless, RE entrepreneurs, particularly in rural areas, still face many barriers.

Against this background, IRENA's Policy Advisory and Capacity Building (PACB) is hosting a two-day practitioners' meeting to explore how governments, financiers and entrepreneurs can work together to enable RE entrepreneurship to grow and support the creation of rural RE markets. IRENA is convening over 50 participants, representing different stakeholder groups, to discuss the main challenges faced by local RE entrepreneurs, including aspects related to financing, capacity and skills, policies and regulations, as well as public awareness and demand for new technologies. The objectives of this meeting is to provide a platform for sharing lessons and best practices on how to promote small and growing enterprises that provide RE services for households, villages, and communities. It will also

allow identifying coherent and practical recommendations for governments on how to overcome barriers through suitable legal, regulatory and institutional framework conditions.

AGENDA

Wednesday, 30th November 2011	
09:00-09:15	Registration
09:15-09:40	<p>Opening Plenary</p> <p><i>Welcome remarks and introduction to the workshop</i></p> <ul style="list-style-type: none"> • Ms. Gauri Singh- Director, Knowledge Management and Technology Cooperation Department (KMTC), IRENA • Dr. Ashvini Kumar- Scientist “F”, Ministry of New and Renewable Energy, India • Professor Pankaj Chandra- Director, Indian Institute of Management, Bangalore
09:40-11:00	<p>Set the Scene: Barriers to RE Enterprises in Rural Areas</p> <p><i>Introductory statements to each of the following topics</i></p> <p>Moderator: Dr. Rabia Ferroukhi, Senior Policy Advisor, IRENA</p> <ul style="list-style-type: none"> • Financing/Business models (Ms. Gina Rodolico- Chief Operating Officer, E+Co) • Value Chain/Market Development (Mr. Simon Rolland- Secretary General, Alliance of Rural Electrification, ARE) • Policy Drivers and Institutional Frameworks (Mr. Estomih Sawe- Executive Director, Tanzania Traditional Energy Development & Environment Organization, TaTEDO) • Capacity Building: Knowledge and Skills (Dr. Kavita Rai- Programme Manager, Global Village Energy Partnership, GVEP)
11:00-11:30	Coffee Break

11:30-13:00	<p>Break-out Sessions: Enabler to Overcome Barriers to RE Entrepreneurship</p> <p><i>Break into 4 smaller groups according to sub-divisions above</i></p> <p>Facilitators for breakout sessions: IRENA staff and NextGen team</p>
13:00-14:30	<p>Luncheon</p>
14:30-16:00	<p>Interactive Discussion: Enabling Conditions to Overcome Barriers to RE Entrepreneurship</p> <p><i>Presentation of outcome of each of the four group discussions to the Chair; Synthesis by Chair and Moderator</i></p> <p>Moderator: Mr. Phil Marker- Counsellor, Climate Change and Energy Unit, UK Department for International Development (DFID)</p> <ul style="list-style-type: none"> • Financing/Business models (Mr. Patricio Boyd- CEO, Emprenda) • Value Chain/Market Development (Dr. Anil Misra- Senior Programme Advisor, GIZ, India) • Policy Drivers and Institutional Frameworks (Mr. Michael Renner- Senior Researcher, Worldwatch Institute) • Capacity Building: Knowledge and Skills (Ms. Jenny Greene- Programme Associate, E+Co)
16:00-16:30	<p>Coffee Break</p>
16:30-17:30	<p>Panel Discussion: Technology Transfer and Cooperation</p> <p>Moderator: Ms. Gauri Singh- KMTC, IRENA</p> <ul style="list-style-type: none"> • Sharing of learning across different countries (Mr. Owen Jenkins- Counsellor, Climate Change and Energy, DFID) • Intellectual Property Right issues (Professor Damodaran- Indian Institute of Management, Bangalore) • Financing of Energy Access Solutions, focus on technology transfer (Mr. Sachin Khandelwal- CEO, ICICI Home Finance) • Sharing of learning across different countries (Dr. Hermann Herz, Deputy Director, GIZ-India)

17:30-18:00	<p>Case-study Presentation</p> <ul style="list-style-type: none"> • Mr. Abhishek Humbad- Director, NextGen
18:00-18:30	<p>Closing Remarks</p> <ul style="list-style-type: none"> • Ms. Rabia Ferroukhi- Senior Policy Advisor, IRENA • Ms. Lauri Navarro- Chief of Party, AMORE, Winrock-International • Mr. Ewah Eleri- Executive Director, International Center for Energy, Environment and Development (ICEED) • Mr. Simon Rolland- Secretary General, ARE
20:00-22:00	Dinner at the Emlion Hotel's Sakya Restaurant
Thursday, 1st December 2011	
10:00-10:45	Visit to TERI Biomass Gasifier – Thermal Application for SMEs, Vijay Engineering Enterprises
11:30-12:15	Visit to ORB Energy Factory and Headquarters
16:30-17:15	Visit to Solar Electrified School, SELCO-India