

SCALING UP SOLAR-POWERED COMMUNITY MICROGRIDS IN HAITI

Proven team ready to scale 100% solar grids in Haiti.

Significant hurdles cleared + backing secured, now:

THE PROJECT NEEDS

\$4-6M

Additional grant funding

- Blended finance, including grant and concessional funding enables private sector participation.
- High costs and high risks make private sector participation difficult to recruit.

Grant enables :

- 1) cost recovery tariffs in line with regulator requirements while also meeting lender and equity minimum requirements,
- 2) first loss self-insurance to meet GoH and lender insurance requirements without driving up costs, and
- 3) capacity building and staff ramp-up.

TOWARDS

\$49M

In total blended project finance



OVERVIEW

EarthSpark International (ESI), operator of 2 community solar powered microgrids in Haiti, is developing 26 solar-powered community electricity grids (5.69MW) in southern Haiti.

MARKET AND STRATEGY

The project builds on ESI's 12 years of energy access project development in Haiti. The Project takes over management of existing microgrids and launches a 10X scale up. Market size and selected communities identified in USTDA market feasibility study conducted by ESI and partners in 2015.

VALUE PROPOSITION

EarthSpark's 'de-risking by doing' integrated approach to energy access strengthens resilience and local economic development. Blended finance makes it viable.

BUSINESS MODEL

A Delaware LLC project SPV and Haitian subsidiary enable blended finance. US 501(c)3 non-profit EarthSpark runs overall project and asset management. Haitian affiliate Enèji Pwòp runs local operations. Smart metering enables differentiated levels of service including individualized tariffs, pre & post-paid service plans, and loss detection / reduction.

EXPERTISE

12 years microgrid ops in Haiti. Spinoff company, SparkMeter, now a market leader, in 25 countries. ESI management has a successful track record in fundraising, project development, community engagement, grid ops and integration of smart meters and renewable energy in remote energy access projects.

CURRENT STATUS

2 functioning operational grids plus 20 concession applications provisionally approved; **The Green Climate Fund** committed **US\$9.9M** in early 2020; The **Nordic Environment Finance Corporation (NEFCO)** is serving as the GCF "Accredited Entity" intermediary and is the direct funder for the GCF Grant and Debt Funds; GCF board has approved the funding, NEFCO loan and grant documents are awaiting finalization of the viability of the project before signature.

Customer connection incentives provided by the **Government of Haiti PHARES program**, supported by **World Bank + Inter-American Development Bank** buy down CAPEX; **US Development Finance Corp** has provided an LOI for senior debt; Impact Investors have committed \$1M with nominal return requirements. The equity is an essential pre-condition for the GCF funding, and the equity is dependent on the commercial viability of the project.

CONTACT

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24 YEAR PROJECT, 5 YEAR BUILD TO ACHIEVE:



28 MICROGRIDS
100% Solar Microgrids



5.69 MWP
New Solar Microgrid Capacity



16,700+
Households and Small Businesses



83,900+
Direct Beneficiaries



12,300+ TONS
GHGs reduced annually