

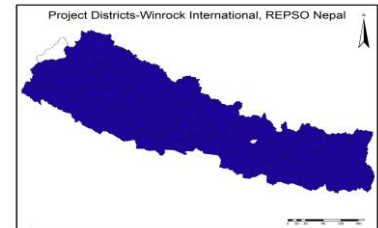


## Winrock International, REPSO - Capacity Building Expert

### *Winrock International-Nepal at a glance*

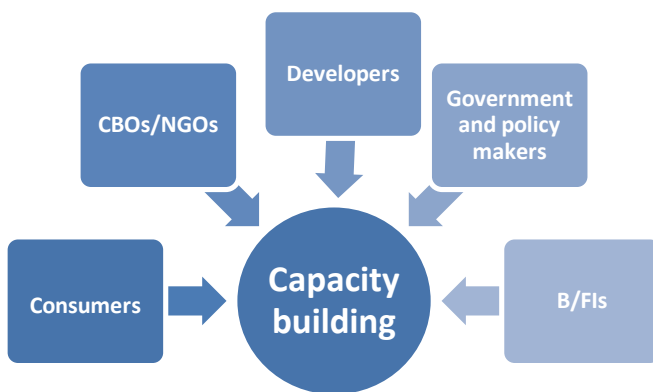
Winrock International has been working in Nepal to increase access to clean energy through public awareness raising and capacity building since the establishment of Renewable Energy Program Support Office (REPSO) in 1997. Winrock International-Nepal provides Results-Focused, Human-Centered, Science-Based and Market-Driven technical and financial assistance for promotion and scaling up of Renewable Energy Technologies (RETs) in Nepal. The work done, focuses on project design and implementation, technology and market assessments, developing project pipelines and mobilizing investments, reforming energy planning and policy, and building capacity of governments, communities, financial institutions, and the private sector.

Worked in **75** of **77** districts



**7** Provinces of Federal Nepal

### *Winrock Approach*



Winrock integrates capacity development as a central feature in all its work because it determines long term sustainability and has impacts across many sectors. The capacity development efforts of Winrock focuses on increasing confidence and empowerment of Women, youth and marginalized groups along with broaden professional and peer networks. Its techniques and methods vary depending on the challenges communities face and the options available to them. Depending upon the challenge and partner, Winrock Leadership and Capacity Development includes:

- Technical and vocational education and training;
- Coaching and mentoring;
- Scholarships for women and youth, especially from

disadvantaged groups;

- Strategic management and organizational development;
- Institutional linkages;
- SME development
- Knowledge product development
- Community leadership and social capital development;
- Research, data and evidence for policymaking
- Advice to Governments



## CAPACITY DEVELOPMENT IN DIFFERENT SECTORS

### HYDROPOWER

Winrock International-Nepal played a key role in transforming Nepal’s hydropower sector to a substantial investment opportunity for private investors and commercial banks.

- It was instrumental in establishing **Clean Energy Development Bank (now NMB)** as a dedicated energy financing institution.
- It provided direct and intensive legal, managerial, and business development support to various **Independent Power Producers (IPP)**, including assistance in negotiations with NEA for Power Purchase Agreement and banks and insurance companies for financing.
- Preparation of **By-Laws of Community Rural Electrification Entities (CREE)** and supported rural electrification cooperatives, private companies, and/or users’ groups to electrify rural areas from hydropower was also carried out under its initiative.
- It helped to innovate **eco-tourism** by providing technical assistance such as due-diligence, mentoring and matchmaking with bank to implement ADB supported **Dhostekhor Khola Micro-hydro project (MHP)** in Myagdi.

Winrock International-Nepal built a pipeline of **58 hydro projects<sup>1</sup> totaling 300 MW**, of which **122 MW** have been **commissioned** and **\$200 M investment mobilized**.

Unlike other MHPs with a focus in household electrification, Dhostekhor Khola (50 kW MHP) powers three **zero carbon emission community** lodges, provides improved amenities, financially supports **six community schools and local clinics** from the revenue collected and generates employment with improved livelihood of locals.

### RENEWABLE ENERGY PROMOTION AND FINANCING

Winrock International-Nepal provides technical assistance in design, installation, operation, and maintenance of clean energy projects, including development of appropriate institutional and financial model to promote and establish RETs as bankable investment opportunities.

- It has provided **technical assistance** to investors, developers and Bank and Financial Institutions(BFIs) in developing renewable energy project pipelines and financing strategies, including transaction advisory services, and leveraging partnerships with financing institutions; review of feasibility studies and

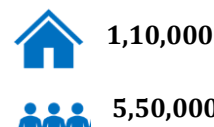
<sup>1</sup> Final Program Performance Report on USAID funded Increased Private Sector Participation in Environmentally and Socially Sustainable Hydropower Development (1-10 MW)

business plans to assist developers in preparing bankable documents, mentoring developers and facilitating links with investors; leveraging partial loan guarantees to reduce risks for commercial banks and building due diligence capacity of BFIs to develop clean energy loans.

- Winrock International-Nepal has also extensively worked to create awareness both at central and local governments, BFIs and end users through live demonstrations of RETs, [awareness and behavior change campaigns](#), [radio programs](#) and [video documentaries](#) and promote wide range of RETs.
- Energy financing initiatives of Winrock International-Nepal include fostering [access to credit for RETs and enterprises](#) through partnerships to channel wholesale lending from commercial and development banks to micro-finance institutions and cooperatives ensuring affordability of renewable energy technologies by rural households.
- It has also provided [business development training](#) to existing and potential enterprises and has even facilitated the registration process contributing to develop [entrepreneurial ecosystem](#).

Orientation on RETs to private sector, BFIs, local governments, NGOs/CBOs and consumers significantly [upscaled the installation of RETs](#). More than [10 banks](#)<sup>2</sup> and [500 Local Financial Institutions](#)<sup>3</sup>, including rural cooperatives, have been trained on energy financing, RET marketing and are regularly [providing energy loans to lower-income purchasers](#) for installation of biogas, improved cook stoves, solar home systems, solar water pumps and other appropriate RETs. Winrock, through its projects, have already supported cooperatives/MFIs in [retail lending of about 6.8 M USD](#) in Renewable Energy. The total amount leveraged including equity and subsidy is around 14.5 M USD.

#### RETs Credit financing reached



## PRODUCTIVE USE OF ENERGY AND INCOME GENERATING ACTIVITIES

Winrock International-Nepal has been instrumental in improving the livelihood of rural poor people by promoting [productive use of energy](#) and enterprise development such through life skill trainings as RET repair and maintenance, basic electricals, solar and mobile repair, tailoring, poultry firms, dairies, etc. Also, it is continuously providing capacity building activities in diverse [income generating activities](#) such as waste upcycling, homestays, fisheries, commercial vegetable farming, piggery, commercial pickle and so on.

- Integrated renewal energy to Intel technology to [improve ICT access](#) in rural community and rural governmental schools through Intel Challenge Fund.
- [Raised awareness and capacity of co-operatives, MFIs and SMEs](#) on the use of climate resilient technologies to enhance income generation through projects like UNCDF, Sakchhyam etc.

## SOLID WASTE MANAGEMENT

Winrock International-Nepal capacitated local governments, private investors, enterprises, farmers and waste actors on Public Private Partnership (PPP) led [safe and sustainable solid waste management](#), source segregation, enterprise development, financial management and business development, upcycling of refuse, organic waste composting, high value cash crop and organic farming.

<sup>2</sup> Bank of Kathmandu, NMB Bank, Nepal Investment Bank Limited, Himalayan Bank Limited, Commerce and Trust Bank, Nabil Bank, Nepal Bangladesh Bank, Siddhartha Bank, Kumari Bank and Nepal Bank Limited

<sup>3</sup> Winrock screened 500 Local Financial Institutions (LFIs) and trained on loan product development and energy financing

- Pioneered an innovative **public-private partnership (PPP)** between Ilam Municipality and the private sector that fueled a commercially-driven cycle of solid waste management.
- Supported Ilam Municipality's visionary "Green City" initiative while creating **new green jobs** and setting a **benchmark for replication** in Nepal's remaining 58 municipalities.
- **11 SMEs** were registered and strengthened including **6 waste-based SMEs** and **5 Agro-groups**. The project generated around **1000 full time and seasonal employment**.

## FINANCING ELECTRIC VEHICLE (EV)

Winrock International-Nepal and Kathmandu Electric Vehicle Alliance (KEVA) Secretariat worked on **policy and regulatory dialogue, public awareness, advocacy, technology, women empowerment and business promotion** of EV in Nepal. KEVA supported several recent pro-electric vehicle **policies changes** such as:

- removal of registration restrictions
- continuation of reduced import duties on components of Safa tempos
- exemption of customs duties for the coming five years on the import of electric equipment and vehicles related to trolley buses reactivation of Kathmandu-Bhaktapur trolley line.

Winrock International Nepal provided **technical assistance**, on the ground management and **policy advocacy** to stabilize EV industry facilitating credit financing to **20 women safa tempo** (a 3wheeler EV) drivers bearing 40% risk guarantee. This owner-drive model **resulted in 100% timely repayment** of loan and attracted Clean Energy Development Bank (now NMB Bank) to **provide loan to additional 300 fleets through credit financing**. At present, number of banks have **started energy lending in electric vehicles** to empower **disadvantaged, poor and separated women** with increased economic opportunities.

## CARBON TRADING

Winrock International-Nepal supported project developers to design, measure, and monitor carbon sequestration projects in Nepal by initiating a voluntary carbon market within Nepal by facilitating the voluntary purchase of carbon credits between local NGO and commercial bank.

- Winrock International-Nepal **developed Project Design Document (PDD)** and **Project Idea Note (PIN)** for carbon credit of biogas
- **prepared ToT manuals for forest carbon inventory** and climate change and forest carbon
- established baseline carbon stock, estimated carbon sequestration potential, analyzed economics of REDD and **trained local persons for carbon inventory, forest management practices** for optimum sequestration, and drafted carbon **benefit sharing mechanism**.

## EDUCATION AND INCOME GENERATION

USAID's Education for Income Generation (EIG) Project, Winrock trained **74,000 disadvantaged youth** (78% of whom are women) to increase their income through employment and agricultural production. EIG used a market-driven approach consisting of four basic activities: a nine-month entrepreneurial literacy course; demand-driven vocational training tied to job placement; high-value agricultural

training linked to markets; and scholarships for people from low castes (dalits) for professional certificates that lead to employment. The program focused on areas historically prone to conflict and interethnic tensions.

- literacy and numeracy skills to **8,792 youth (8,374 females and 418 males)**
- vocational skills to **11,521 (5,667 females and 5,854 males)**
- agricultural productivity and entrepreneurship skills to **54,183 youth (44,158 females and 10,025 males)**
- scholarships to **421 (194 females and 227 males) Dalit youth**
- Following EIG training more than **76 percent disadvantaged youth** (85% males and 74% females) were employed.
- **average annual household income of EIG beneficiaries increased** (Rs. 171,000) by 60 percent in 2012 compared to the year 2010 (Rs. 107,000).

### ***CAPACITY BUILDING AT NATIONAL AND SUB-NATIONAL GOVERNMENT***

Winrock has experience of working in almost all the districts of Nepal. It has worked with several sub-national government entities like municipalities and VDCs. Similarly, it has worked with several government agencies at central level ranging from ministries to different departments. It has bridged the gap between ministries/departments on one hand and between central government and local government on the other. With the introduction of Provincial Government, an intermediary level in federal Nepal, Winrock is ready to enhance their capacity. Under the federal structure, **Winrock has been working actively with provincial government and local governments of provinces 2, 5, and Karnali under NREP project.**