



# Affordability and willingness to pay for energy services

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1. Selection of low maintenance technologies
2. Which cost to provide better energy services?
3. Sustainability of the Community Energy Resources Centres





# Cooking: biogas



Starting cost 600-700€

25 units built by BRY, using  
incentive scheme from 100€-  
250€-400€

Substitutes kerosene and wood





# Cooking: Jiko Janja

500 orders

Incentives for 200 stoves

15 women cooperatives operational

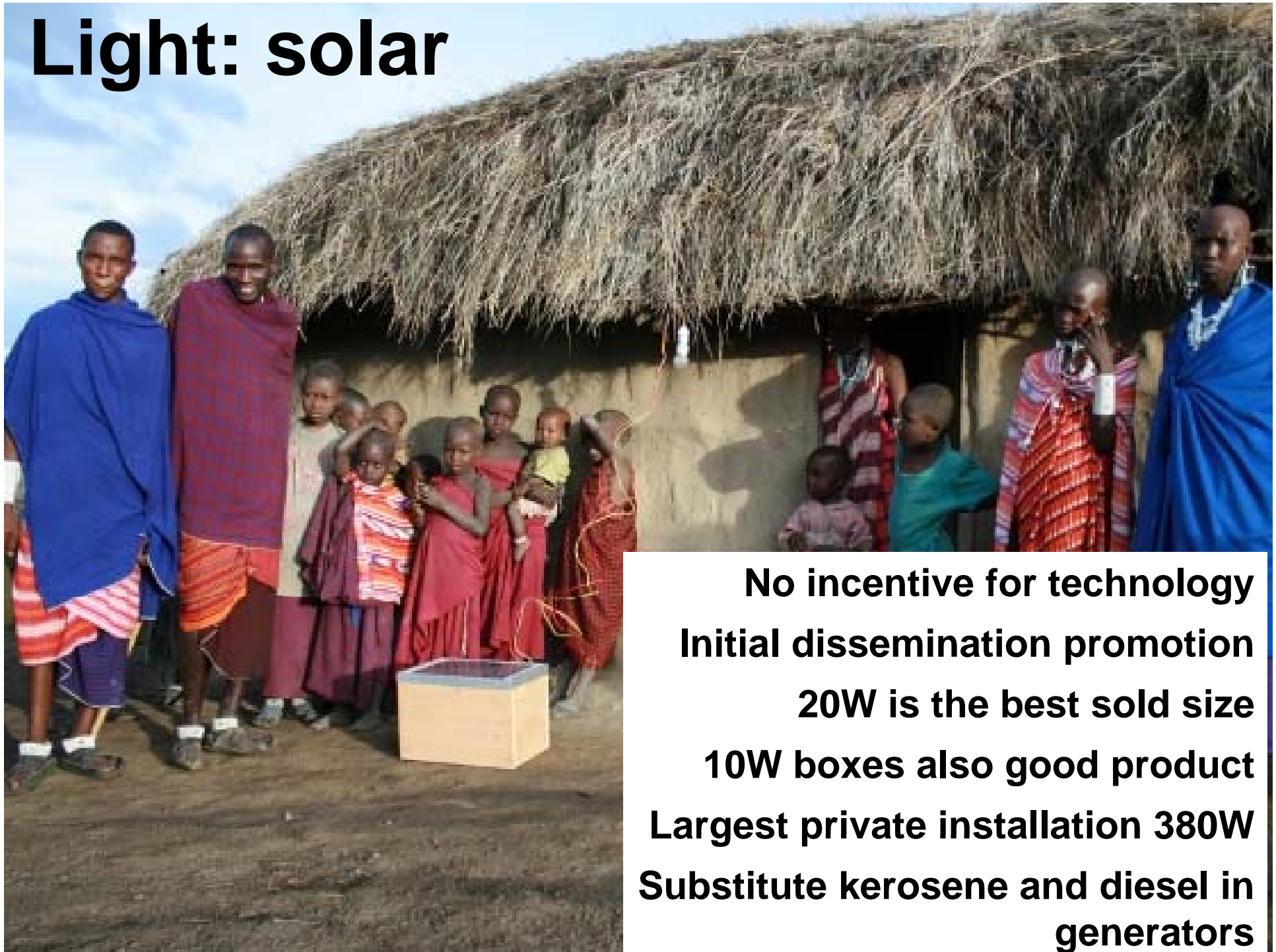
Smokless

Reduction of wood consumption 50%

Reduction of women workload 30%



# Light: solar



**No incentive for technology**  
**Initial dissemination promotion**  
**20W is the best sold size**  
**10W boxes also good product**  
**Largest private installation 380W**  
**Substitute kerosene and diesel in**  
**generators**



# The Community Energy Resource Centres







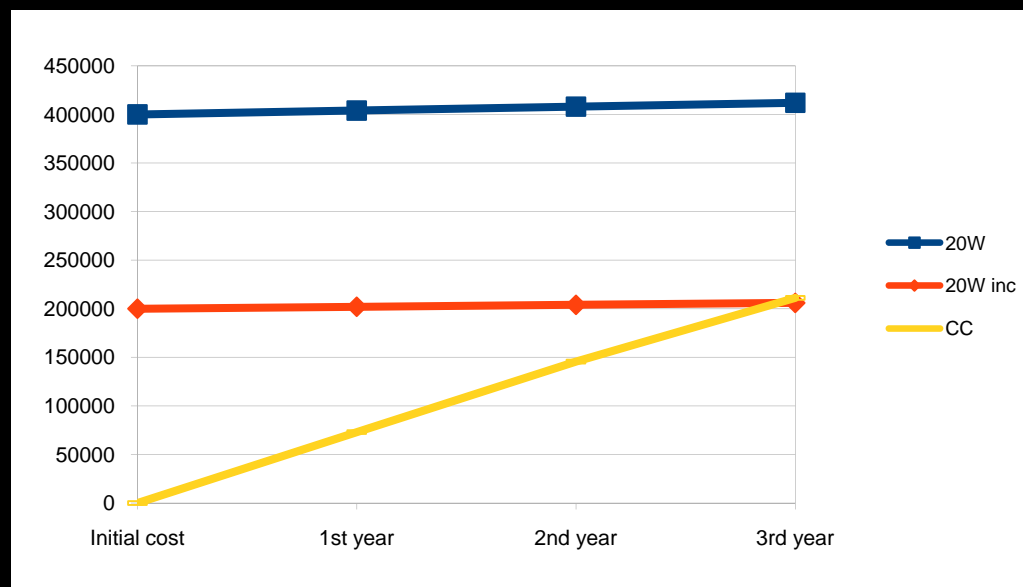
# Cost of technologies

	Tsh	€	1 year	3 years	5 years	10 years
3 lights 20W	400000	€ 200	€ 18	€ 7	€ 5	
Biogas current	1400000	€ 700	€ 62	€ 24	€ 16	€ 11
JJ	100000	€ 50	€ 4	€ 2	€ 1	





# Paying back a 20W solar system







# Some final considerations

It is not possible to keep energy costs unchanged as energy costs are too low.

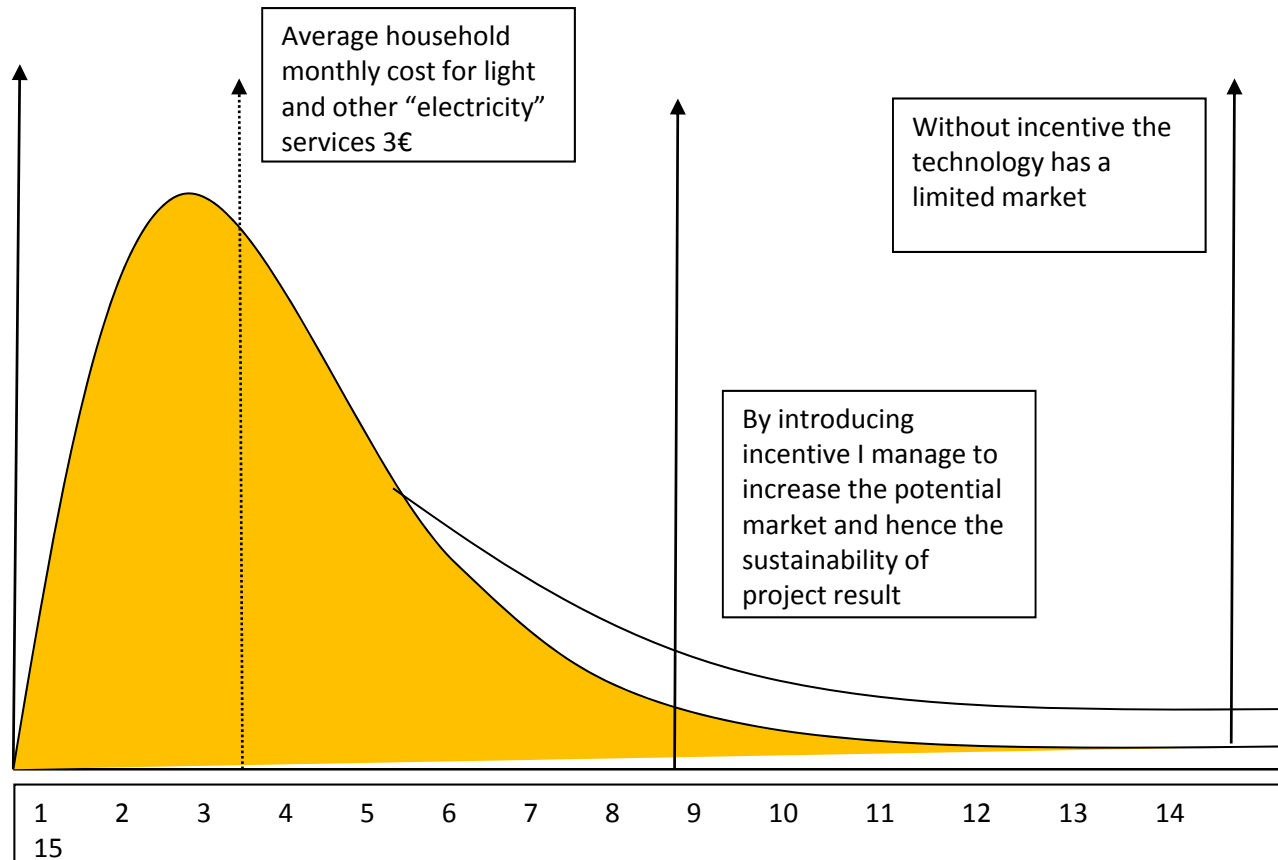
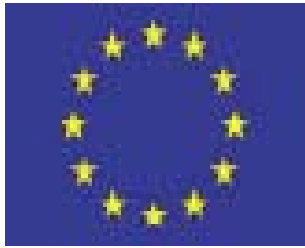
For dissemination of technology you need to capture those that are ready to invest

Still to make an energy service sustainable you need to create a market.

Capital incentive are the easiest way to promote a technology especially in a limited period of time

Other consideration (trust, decision making time, maintenance) are relevant but not as much as basic economical evaluation.









Thank you  
Asante

