

# POWER AFRICA TOOLBOX

Tools & Resources to Unlock the Power of Sub-Saharan Africa



The Power Africa Toolbox provides a quick yet comprehensive view of the tools & resources Power Africa uses to drive deals & facilitate investment. These tools fall into five major categories:



## Transaction Assistance

- Early-stage support for innovative energy solutions, resource evaluations, feasibility and grid impact studies, social and environmental impact studies, project appraisal and costing, engineering designs, public private partnerships, and other project preparation activities
- Late-stage expert technical, regulatory, and financial assistance to host country governments to advance power transactions to financial close and beyond

Who is it for?

Project developers, investors, host-country governments, entrepreneurs, African-owned and operated enterprises



## Finance

- Equity, mezzanine financing, senior and sub-senior loans, guarantees, export credits, grants, and insurance programs

Who is it for?

Project developers, financing institutions, entrepreneurs, host-country governments, U.S. lenders and exporters



## Policy/Regulatory Design & Reform

- Technical assistance to improve the enabling environment for private sector investment in the power sector through policy, legal, regulatory and utility reforms, improved procurement practices and power sector planning, and the adoption of financial incentives and risk mitigation schemes

Who is it for?

Host-country governments, utilities, regulators, and other stakeholders



## Capacity Building

- Technical assistance to support institutional strengthening, technical and regulatory skill development, and project development and management activities
- Trade missions to the U.S. and to sub-Saharan Africa

Who is it for?

Host country governments, utilities, energy regulators, public procurement agencies



## Legal Assistance

- Legal assistance to strengthen host country government expertise and negotiating capacity in structuring, financing and closing power transactions

Who is it for?

Host-country governments and African utilities

## TRANSACTION ASSISTANCE

Mechanism	Agency/ Org.	Tool Description	Who is it For?	Eligibility Requirements	Where Can the Project be Located?	BTG?
<a href="#">U.S.-Africa Clean Energy Finance (ACEF)</a>	OPIC USAID DOS USTDA	Project preparation support for early-stage renewable energy projects	Project developers	Must qualify as a "Clean Energy Investment" and meet specific OPIC & USTDA criteria	Select SSA countries	<input checked="" type="checkbox"/>
<a href="#">Development Innovation Ventures (DIV)</a>	USAID	Grant competition for innovative, transformative development solutions	Non-profit and private companies	Applicant solutions must show cost effectiveness, rigorous evidence of success, and proposed pathways to scale	USAID partner countries	<input checked="" type="checkbox"/>
<a href="#">Geothermal Risk Mitigation Facility</a>	African Union Commission	Grant support for surface studies and drilling & testing reservoir confirmation wells	Project developers	Applicants must pass pre-qualification phase	Select SSA countries	<input checked="" type="checkbox"/>
<a href="#">MCC Grants</a>	MCC	Grant funding for feasibility studies & engineering designs	Host-country governments	Partnership Requirement	MCC Partner Countries	<input checked="" type="checkbox"/>
<a href="#">Off-Grid Energy Challenge</a>	USADF USAID	Grant funding for off-grid renewable energy solutions that power local economic activities	African-owned and operated enterprises, associations, or organizations	Applicants must provide off-grid solutions that deploy renewable resources and power local economic activities	Select SSA countries	<input checked="" type="checkbox"/>
<a href="#">Sustainable Energy Fund for Africa - Window I</a>	AfDB USAID	Project preparation grants for small-to-medium scale renewable energy & energy efficiency projects	Project developers Investors	Project sponsor must be registered as a legal entity in a Regional Member Country by the time of grant approval	AfDB Regional Member Countries	<input checked="" type="checkbox"/>
<a href="#">Market Research &amp; Intelligence</a>	U.S. Department of Commerce	Country and Industry Reports Customized Market Research Background Reports	U.S. companies	Must be a U.S. company	Countries where U.S. Foreign Commercial Service or a Partner Post operates	
<a href="#">Single Company Promotion</a>	U.S. Department of Commerce	Assistance in promoting a new technology or service in a new country	U.S. companies or their local subsidiaries	Must be a U.S. company or local subsidiary	Countries where U.S. Foreign Commercial Service or a Partner Post operates	
<a href="#">Advocacy Assistance</a>	U.S. Department of Commerce	Assistance to exporters of U.S. goods and services as they compete against foreign firms for international public sector contracts/projects	Exporters of U.S. goods and services seeking to compete in foreign government procurements	Exporters of U.S. goods and services	Any SSA country	
<a href="#">Business Matchmaking</a>	U.S. Department of Commerce	Identify potential local partners, determine the marketability of products or services; meet one-on-one with pre-screened local buyers, sales reps, and business partners	U.S. companies	Must be a U.S. company	Countries where U.S. Foreign Commercial Service or a Partner Post operates	
<a href="#">USTDA Grants</a>	USTDA	Grant support for feasibility studies, pilot projects & other project planning activities	Project developers Host governments	Grant recipients are required to select U.S. firms to perform USTDA-funded activities	SSA countries	<input checked="" type="checkbox"/>

## FINANCE

Mechanism	Agency/ Org.	Tool Description	Who is it For?	Eligibility Requirements	Where Can the Project be Located?	BTG?
<a href="#">Africa Renewable Energy Fund (AREF)</a>	AfDB SEFA	Equity investments for small-to-medium renewable energy projects	Project developers	Must be small/medium (5-50 MW) independent power projects from solar, wind, biomass, hydro, as well as some geothermal & gas technologies	AfDB Regional Member Countries	<input checked="" type="checkbox"/>
<a href="#">Development Credit Authority</a>	USAID	Partial-credit guarantees to mobilize commercial debt capital	Project developers or sponsors	Financial	USAID presence countries	<input checked="" type="checkbox"/>
<a href="#">Direct Loans</a>	Ex-Im	Long-term fixed rate financing to purchase U.S. capital equipment & services	Creditworthy international buyers	Must have: been in business for one year, at least one person working in the firm full time, positive net worth; must export U.S.-made products and/or services provided by U.S. workers	EXIM Country Limitation Schedule	<input checked="" type="checkbox"/>
<a href="#">Direct Loans &amp; Investment Guaranties</a>	OPIC IFC	Financing products for projects in countries where conventional lenders are reluctant	Project developers & investors	Project must include the meaningful involvement of the U.S. private sector	OPIC eligible countries	
<a href="#">Enterprise Expansion Grants</a>	USADF	Funding and capacity building for small-to-medium African enterprises to expand service to underserved communities	African energy entrepreneurs	See <a href="http://www.adf.gov/funding.html">www.adf.gov/funding.html</a>	SSA countries	<input checked="" type="checkbox"/>
<a href="#">Equity &amp; Private Equity Investments</a>	AfDB	Direct equity investments	Private companies, project developers, investors, & private equity funds	Applications approved at the discretion of the AfDB	AfDB Regional Member Countries	<input checked="" type="checkbox"/>
<a href="#">Fixed or Floating Rate Loans</a>	Ex-Im	Loan guarantees to purchase U.S. capital equipment & services	Financiers of foreign buyers	Must have: been in business for one year, at least one person working in the firm full time, positive net worth; must export U.S.-made products and/or services provided by U.S. workers	EXIM Country Limitation Schedule	
<a href="#">Partial Risk &amp; Partial Credit Guarantees</a> <a href="#">Political Risk Insurance</a>	AfDB OPIC World Bank	Partial risk & credit guarantees	Project developers, investors, private equity funds, & host governments	Applications approved at the discretion of the AfDB	Any AfDB Regional Member Country	
		Coverage to mitigate political risk	Developers, lenders, contractors, & exporters	Available to U.S. investors, lenders, contractors, exporters, and NGOs	<a href="#">OPIC eligible countries</a>	
<a href="#">Senior and Subordinated Loans</a>	AfDB	Loans to cover up to 1/3 of total project costs	Project developers, investors, or public sector tenders	Applications approved at the discretion of the AfDB	AfDB Regional Member Countries	
<a href="#">Short Term Insurance of Foreign Receivables</a>	Ex-Im	Export credit insurance to cover commercial & certain political risks	U.S. Exporters	Must have: been in business for one year, at least one person working in the firm full time, positive net worth; must export U.S.-made products and/or services provided by U.S. workers	EXIM Country Limitation Schedule	<input checked="" type="checkbox"/>

## CAPACITY BUILDING

Mechanism	Agency/ Org.	Tool Description	Who is it For?	Eligibility Requirements	Where Can the Project be Located?	BTG?
<a href="#">US-East Africa Geothermal Partnership (EAGP)</a>	USAID	Technical assistance to support U.S.-East African cooperation in geothermal development	U.S. geothermal companies & suppliers Policymakers, developers, investors		Ethiopia, Kenya, Djibouti, Rwanda, Tanzania, Uganda	
Energy Efficiency for Clean Development Program (EECDP)	USAID	Activities (e.g. assessments, program design, baseline analyses, pilot programs, & capacity building) to increase energy efficiency	Project developers, host-country governments, & other stakeholders	Available for buy-in by USAID operating units	Anywhere USAID has a presence	<input checked="" type="checkbox"/>
Energy Sector Technical Leadership	USAID	Workshops, training programs, on-line courses, & study tours to prepare a new generation energy professionals	Host-country governments & emerging energy professionals	Available for buy-in by USAID operating units	Anywhere USAID has a presence	<input checked="" type="checkbox"/>
<a href="#">Energy Utility Partnership Program</a>	USAID	Executive exchanges between U.S. & developing country utilities to share best practices	Host-government utilities	Available for buy-in by USAID operating units	Anywhere USAID has a presence	<input checked="" type="checkbox"/>
<a href="#">Fund for African Private Sector Assistance (FAPA)</a>	AfDB	Grants/Co-financing for capacity building, advisory services, & project development activities	Private sector investors, concession tendering entities, project developers		Any AfDB Regional Member Country	<input checked="" type="checkbox"/>
<a href="#">Global Procurement Initiative (GPI)</a>	USTDA	Training & technical assistance to integrate best value & life-cycle cost analysis in public procurement processes	Public procurement agencies, procurement staff from Ministries, & State-Owned Enterprises	Partner governments must show: <ul style="list-style-type: none"> <li>• Commitment to integrating best-value determinations in tenders</li> <li>• Openness to fair &amp; transparent international competition</li> <li>• Dedication to long-term professionalization</li> </ul>	Any SSA country	
Increasing Adoption of Renewable Energy	USAID	Technical assistance & activities to promote & establish an expanded supply of renewable energy systems	Project developers, host-country governments, & other stakeholders	Available for buy-in by USAID operating units	Anywhere USAID has a presence	<input checked="" type="checkbox"/>
<a href="#">International Business Partnership Program</a>	USTDA	Reverse trade missions to the U.S., conferences, trainings, & workshops	International buyers, U.S. manufacturers & service providers	Expected procurements must have potential to include U.S. goods or services	Any SSA country	<input checked="" type="checkbox"/>
<a href="#">MCC Grant</a>	MCC	Grant funding for institutional capacity building & technical assistance	Host-country governments	Host country must be eligible for MCC Compact	MCC Partner Countries	<input checked="" type="checkbox"/>

## CAPACITY BUILDING (cont.)

Mechanism	Agency/ Org.	Tool Description	Who is it For?	Eligibility Requirements	Where Can the Project be Located?	BTG?
Renewable Energy Microfinance & Microenterprise Program (REMMP)	USAID	Technical assistance & activities to increase access to clean energy services & products	Project developers & investors, host-country governments, & other stakeholders	Program focuses on household & community-scale renewable technologies such as solar home systems, fuel-efficient cook stoves & micro-grids.  Available for buy-in by USAID operating units	Anywhere USAID has a presence	<input checked="" type="checkbox"/>
Utility Training Programs	USAID	Capacity building & training	African utilities & policymakers	N/A	Any SSA country	
<u>Vocational Training &amp; Education for Clean Energy (VOCTEC)</u>	USAID	Curricula & training on the installation, operation and maintenance of off-grid renewable energy systems.	Host-country stakeholders	Available for buy-in by USAID operating units	Anywhere USAID has a presence	<input checked="" type="checkbox"/>

## LEGAL ASSISTANCE

Mechanism	Agency/ Org.	Tool Description	Who is it For?	Eligibility Requirements	Where Can the Project be Located?	BTG?
<u>African Legal Support Facility (ALSF)</u>	AfDB	Support to strengthen legal expertise & capacity	Utilities, government ministries	N/A	Any SSA country	<input checked="" type="checkbox"/>
<u>Commercial Law Development Program (CLDP)</u>	U.S. Department of Commerce	Support to strengthen legal expertise & capacity	Utilities, government ministries	N/A	Any SSA country	<input checked="" type="checkbox"/>

## INFORMATIONAL RESOURCES

Mechanism	Agency/ Org.	Tool Description	Who is it For?	Eligibility Requirements	Where Can the Project be Located?	BTG?
<u>Climatescope</u>	Bloomberg New Energy Finance  USAID	Assessment of enabling environment, clean energy investment trends, & outlook	Project developers, investors, policymakers, government ministries, researchers, etc.	Free of charge & openly available	Many SSA countries	<input checked="" type="checkbox"/>
<u>Readiness for Investment in Sustainable Energy (RISE)</u>	World Bank	Assessment of enabling environment, clean energy investment trends, & outlook	Project developers, investors, policymakers, government ministries, researchers, etc.	Free of charge & openly available	Currently: Ethiopia, Kenya, Liberia, Mali, Tanzania	<input checked="" type="checkbox"/>

## POWER AFRICA COORDINATOR'S OFFICE & MISSION-LEVEL CONTACTS

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### ABOUT POWER AFRICA

**Power Africa** is a U.S. Government-led initiative launched by President Obama in 2013. Power Africa's goals are to increase electricity access in sub-Saharan Africa by adding more than 30,000 megawatts of cleaner, more efficient electricity generation capacity and 60 million new home and business connections.

Power Africa works with African governments and private sector partners to remove barriers that impede sustainable energy development in sub-Saharan Africa and to unlock the substantial wind, solar, hydropower, natural gas, biomass, and geothermal resources on the continent.

Power Africa draws on the combined expertise and abilities of 12 U.S. Government agencies, the World Bank Group, the African Development Bank, the Government of Sweden, the Government of Norway, the UK Department for International Development, the International Renewable Energy Agency, African governments, and private sector partners. Power Africa's "Toolbox" offers a range of resources to advance key projects on the electricity grid and, through the *Beyond the Grid* sub-initiative, in places where the national grid doesn't reach.

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### TOOLBOX ACRONYMS

**AfDB** – African Development Bank  
**BTG** – Beyond the Grid (Power Africa's sub-initiative focused on off-grid and small-scale energy solutions)  
**DFID** – U.K. Department for International Development  
**DOE** – U.S. Department of Energy  
**DOS** – U.S. Department of State  
**Ex-Im** – Export-Import Bank of the United States  
**MCC** – Millennium Challenge Corporation  
**OPIC** – Overseas Private Investment Corporation  
**USADF** – U.S. African Development Foundation  
**USAID** – U.S. Agency for International Development  
**USTDA** – U.S. Trade and Development Agency