

## ECOSMART/WINROCK/KAVES/FUTURE PUMP PARTNERSHIP ON SOLAR WATER PUMP PROMOTION

Ecosmart is a for-profit company that works in partnership with microfinance institutions to promote and finance renewable energy products for consumers. EcoSmart's responsibilities are to a) assess available SWP products, and if found suitable, b) work with SWP suppliers to distribute the product, as well as c) introduce an SWP loan to the credit portfolio of its partner microfinance institutions; d) promote SWPs amongst clientele

Winrock is a non-profit organization that works with people in Kenya and around the world to empower the disadvantaged, increase economic opportunity, and sustain natural resources. Its responsibilities are to assess the quality and performance of solar water pumps available from local retailers; identify farmers and horticulture aggregators in Kenya who can benefit from deploying SWPs; and link the SWP sector to financing mechanisms

The Kenya Agricultural Value Chain Enterprises project (USAID-KAVES, hereafter KAVES) is a five-year activity (January 2013-2018) under the USAID Feed the Future initiative. The goal of the program is to increase the productivity and incomes of smallholders and other actors along the value chain, thereby enhancing food security and improving nutrition. KAVES interventions are selected to have direct impact by increasing the productivity, food security, and incomes of smallholder households and other stakeholders along the maize, sorghum, rice, dairy, and other horticultural crop value chains.

The Winrock-Ecosmart-Kaves collaboration is expected to benefit Kenyan smallholder farmers by increasing their access to credit, enabling them to purchase SWPs. SWPs will improve farmers' profitability by decreasing their irrigation fuel costs and improving yields through increased access to year-round water for irrigation. SWPs also benefit the environment by increasing the use of clean solar energy technologies.

Futurepump's SF1 solar irrigation pump is both robust and portable. It offers smallholder farmers a cheaper, cleaner and more sustainable alternative to costly and polluting petrol or diesel pumps. Irrigating crops leads to more reliable harvests and provides the opportunity to grow and sell produce out of season. Futurepump provides a 24-month warranty. The SF1 retails at around \$650.



- Pumps up to 12,000 litres per day
- Performance: 1,600 litres/hr at 6m, or 2,500 litres/hr at 1m
- Can lift water 10m
- Manual backup & USB phone charging socket
- Detachable 80 Wp solar panel for security
- Works well with storage tanks, drip systems and sprinklers
- Robust caged design
- Two years on-site parts & labour warranty (subject to location)

## **MODE OF OPERATION – PILOT PROJECT AT HOMABAY COUNTY**

- Futurepump technicians trained Ecosmart / Ecloff loan officers on pump operations and frequently asked questions
- Ecosmart loan officers went to the field to demonstrate to various farmer groups how the pump operates and to source clients to purchase the pump through Ecloff loan.
- The potential clients then fill in the loan application forms plus guarantors
- Ecosmart vets the clients as per the Ecloff policy
- Approved forms are forwarded to Ecloff
- Ecloff writes a cheque to Ecosmart who in turn pays the supplier, Futurepump
- Clients get the loan within 10 working days
- Futurepump installs the solar pump and trains the farmer on how the pump works