



Summer 2015 at HSSi

Taylor Morgan

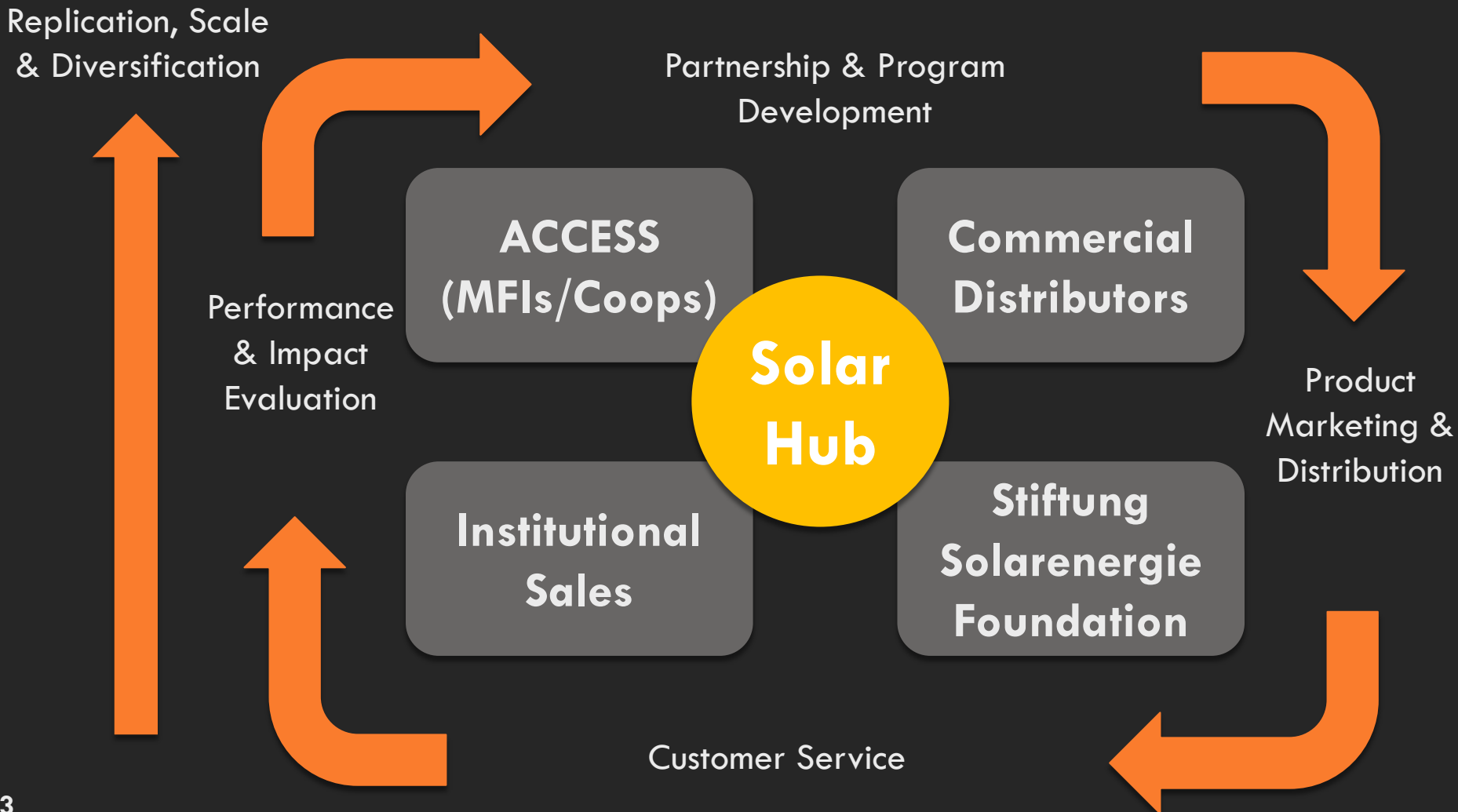
2015

What Did We Do?

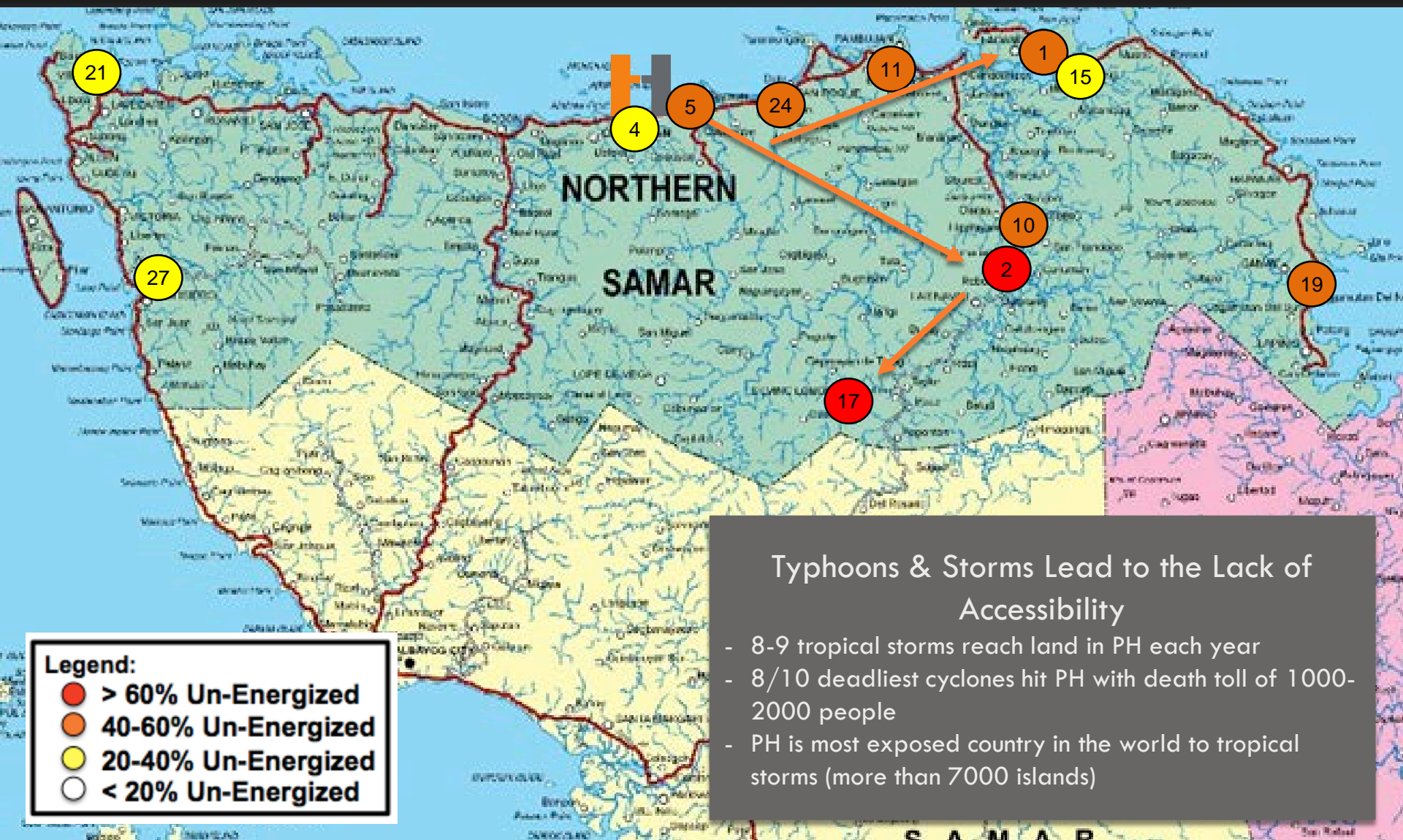
- Solar Hub Development
- Pay-It-Forward Program Development
- ACCESS Development
- Had lots of fun!!

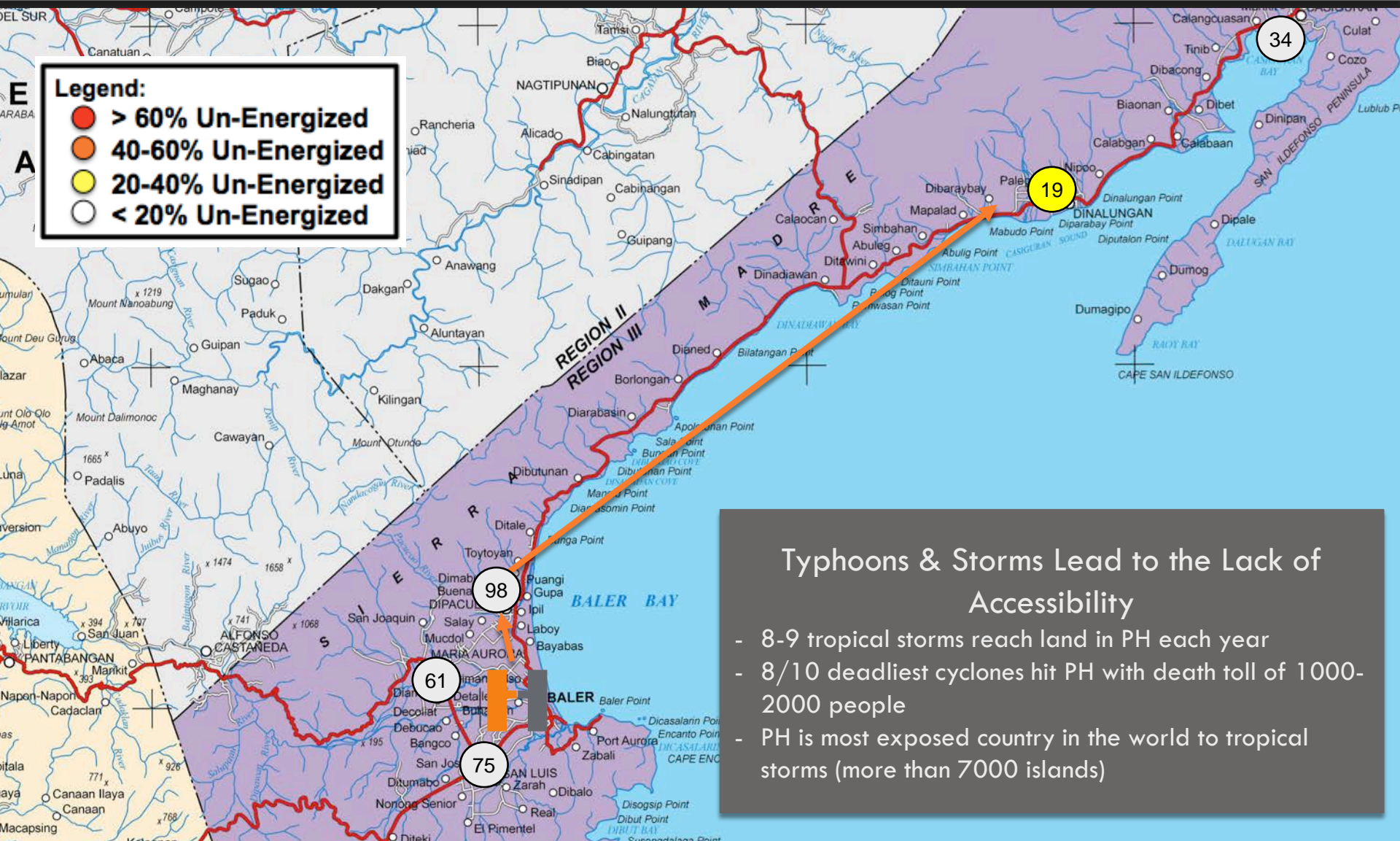


HYBRID DISTRIBUTION CHANNELS



SOLAR HUB IN CATARMAN





ACCESS NETWORK

Social Distributor

Solar Hub

Area Manager

Admin

Technician

Solarista

- Product Distribution
- Maintenance
- Training
- After sales service

Community Partners

Barangays

People's Organization

Cooperatives

Microfinance Institution

Accredited Technicians

Solusyonista

- Marketing
- Training
- Financing
- After sales service

End-Users

Entrepreneurs

Fisherfolk

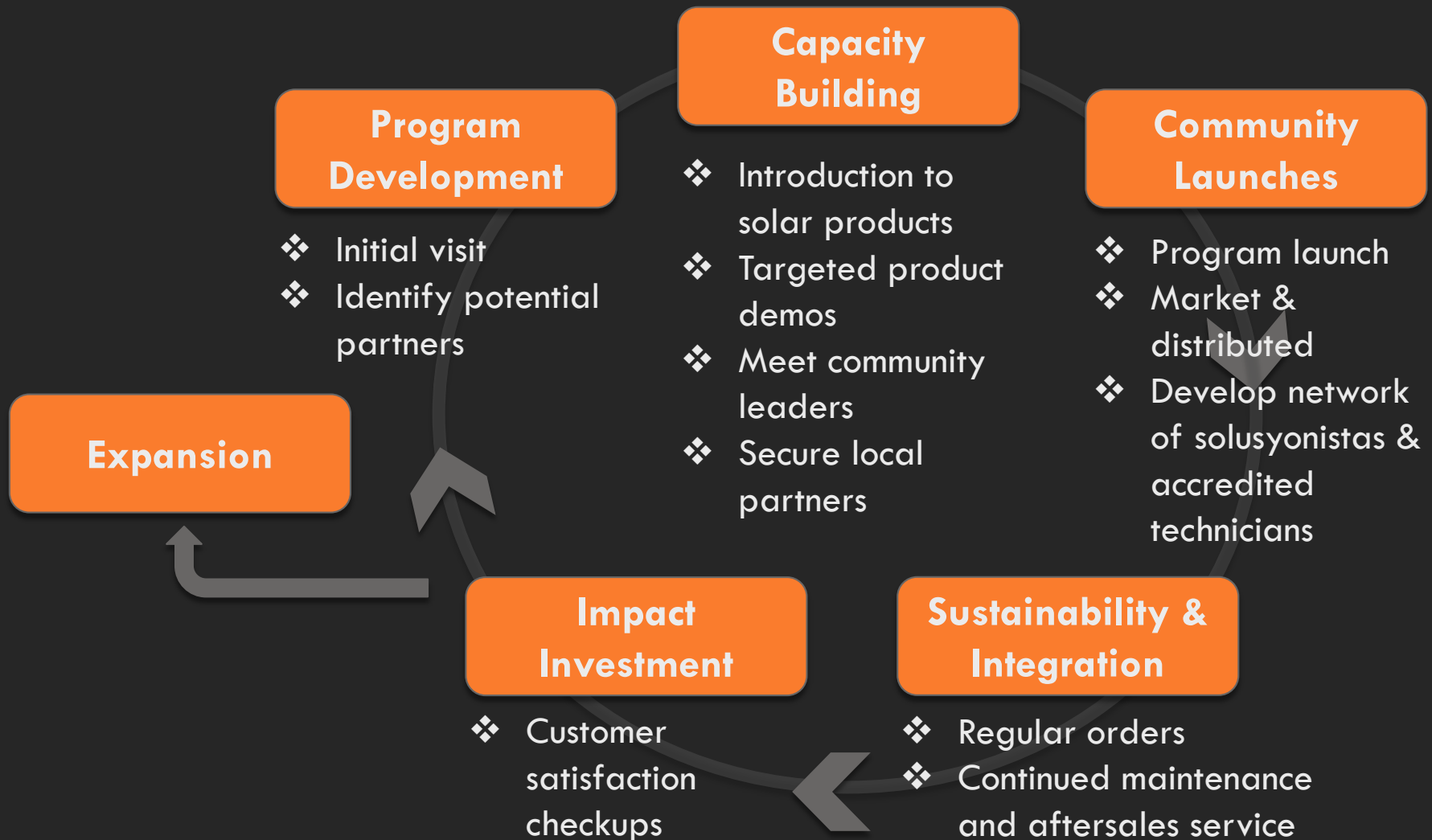
Farmers

Craftspeople

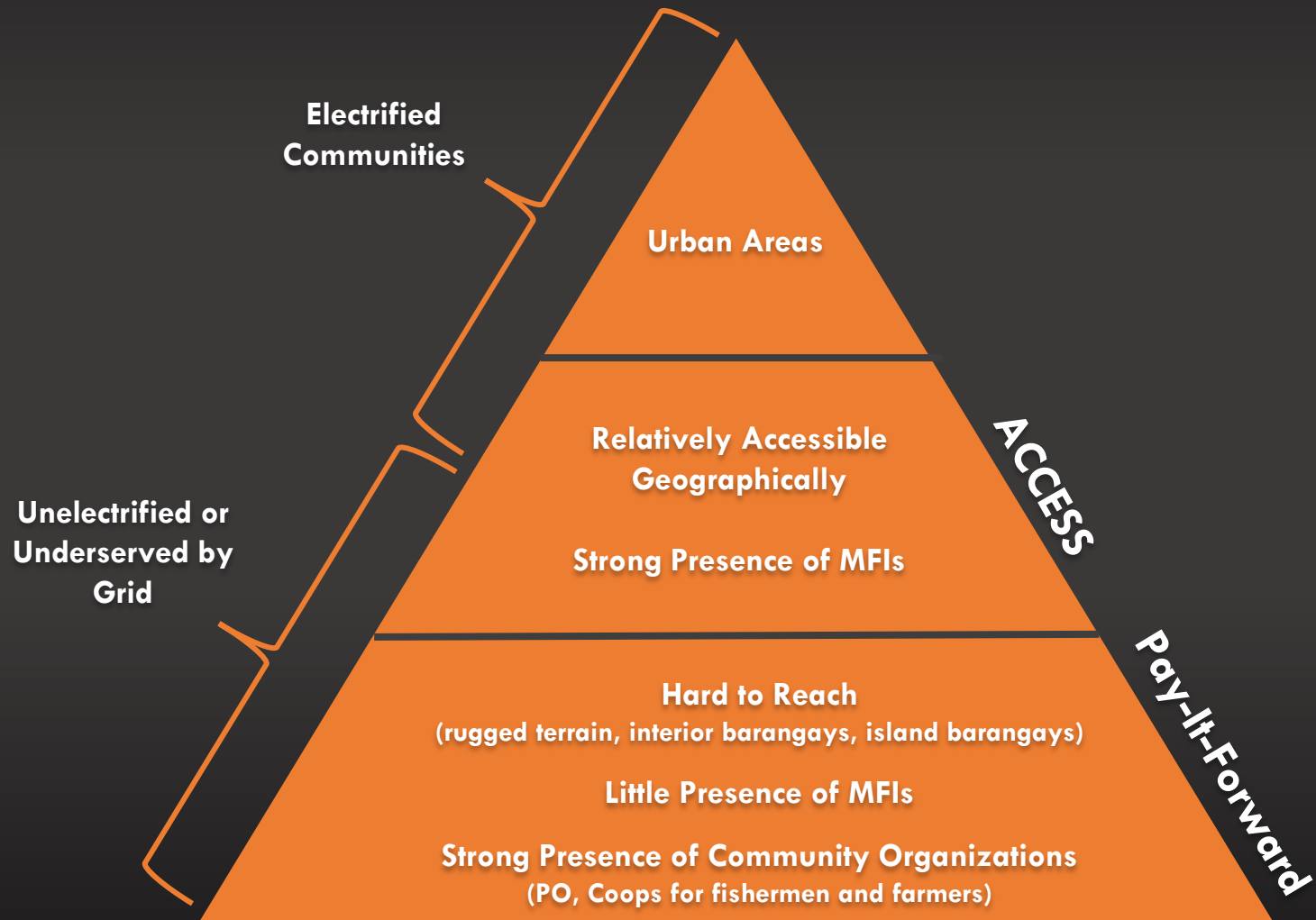
Livestock Owners

- Solar User Forum
- Become Solusyonistas

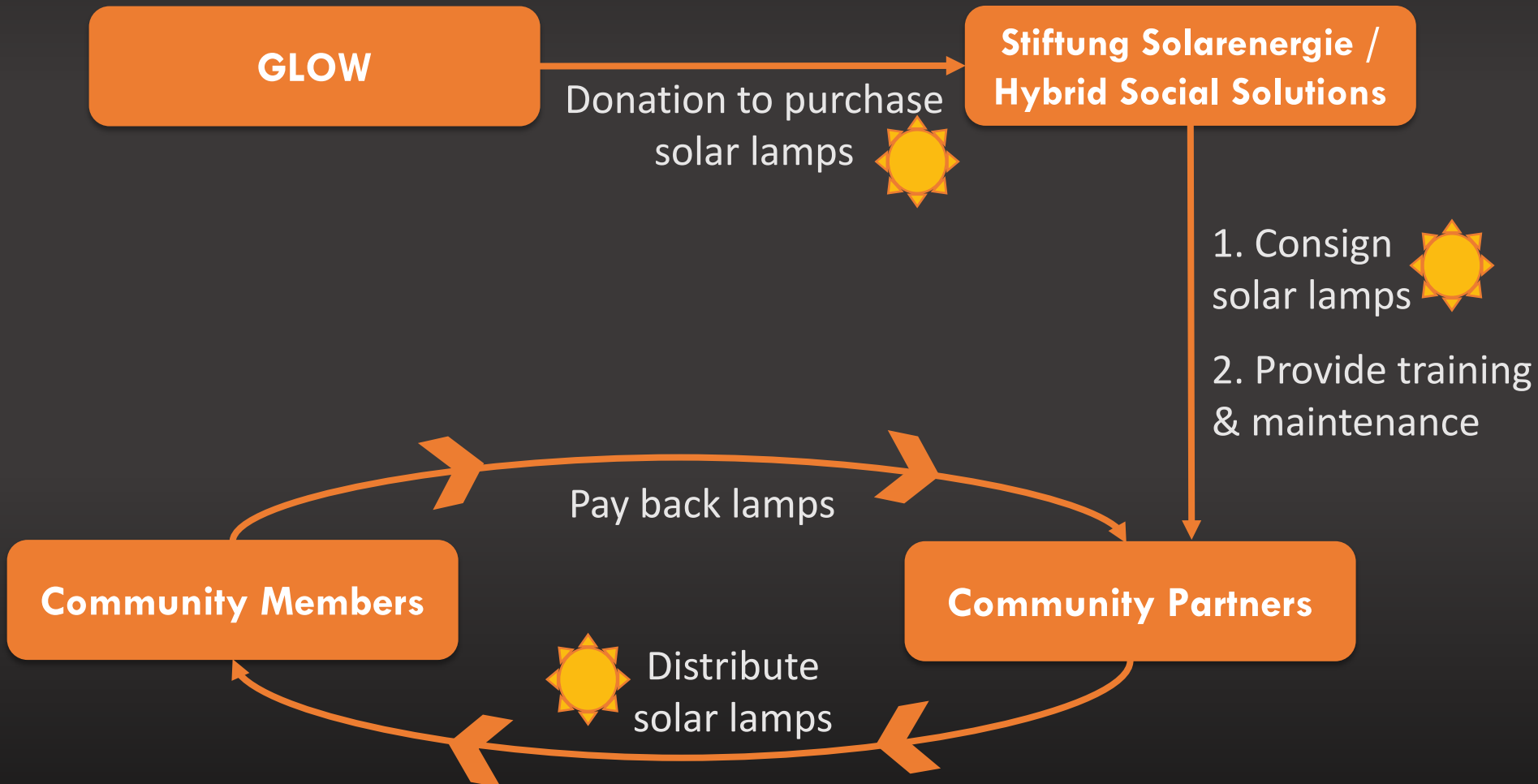
ACCESS PROGRAM PHASES



Reaching the BOP



Innovative Approach: Pay-It-Forward Model



Cahicsan Farmers Association

Prioritization for
Pay-It-Forward
Pilot Program: 1

Barangay, Municipality	Cahicsan, Mondragon		
Number of members	37	Number of HHs in Barangay	220
Primary livelihood	Coconut farming (copra, seedlings, buko); rice farming; livestock raising (swine, chicken); other crops include banana, cacao, and ube		
Electrification quality	The village center is connected to electricity lines provided by the electric cooperative and managed by the Barangay Power Association; however, power supply is very unreliable and expensive. Brown outs can last for weeks.		
Most common source of alternative energy	Common alternative lighting used are gas lamps or petromax (Coleman), wick lamps, candles, and to a limited extent, generators.		
Potential use for solar	<div> <div>1. Household lighting</div> <div>2. Studying</div> <div>3. Farming</div> </div> <div> <div>4. Livestock raising</div> <div>5. Vinegar production</div> </div>		
Interest in solar	High	Member Engagement	High

Working in the Field

- Baler, Aurora & Catarman, Northern Samar
- Field objectives:
 - To scale up the ACCESS program by strengthening partnerships with MFIs, Cooperatives, and POs
 - To gather information needed for Solar Hub development and for the validation of key business model assumptions
 - To start the recruitment and training of Solar Hub team members and provide basic kits and tools
 - To gather information necessary to further Pay-It-Forward program pilot (Catarman only)



Where Can I Find All This Documentation? Google Drive!

- Operations Manuals
 - Solar Hub
 - Pay-It-Forward
 - ACCESS
- PowerPoints & Briefers
- Kit Materials
- Photos from site visits



My Favorite Moments



What an Amazing Summer!

