Winrock International

Long-term field presence and cultural sensitivity allows WI to respond to those we serve.

Hydro-power training in the Amazon, wind turbine in Indonesia, and PV used in Guatemala

Hydro power in the Philippines and wind-powered refrigerators inIndonesia

Brazil: Osvaldo Pereira

Central America: Ivan Azurdia

Philippines: Grace Yeneza

India: Shyamala Abeyratne

Indonesia: Lolo Panggabean

Strategic in-country presence: The REPSO Network and Managers

Winrock International (WI), a private, nonprofit institution, was formed in 1975 by friends of Winthrop Rockefeller. It merged in July 1985 with the International Agriculture Development Service and the Agricultural Development Council to become the current Winrock International.

With projects in over 40 countries, Winrock is a decentralized global team of staff and volunteers dedicated to *working with people to build a better world by increasing agricultural productivity and rural employment while protecting the environment.*

WI's support comes from grants and contracts from national and international agencies, foundations, corporations, and gifts. Winrock is committed to ensuring that more of the world's development resources are used to improve the lives of rural people.

Winrock's Renewable Energy Strategy focuses on four areas of activity that will bring electricity to rural people while establishing long-term mechanisms to promote and support the use of renewable energy.

1. Building Local Capacity: Local problems require local solutions. WI is training local organizations so they can maintain and expand sustainable energy programs. WI also integrates renewable power concepts with other rural development programs—water and forest management, agricultural production, human resource development, rural employment and enterprise development—which will make rural regions healthy and economically productive places to live.

3. Financing and Credit: WI works to mobilize capital to assist private developers prepare and structure privately-funded RE projects. In 1991, WI helped launch Environmental Enterprises Assistance Fund, which has attracted over $20M to developing world environmental businesses. WI works with the World Bank and other financial institutions to increase financial access to local businesses, NGOs, and end users. WI helped establish project funds to finance systems in the Philippines, India, Indonesia, and the Dominican Republic. These finance systems provide limited loan and equity funds. In national programs, WI and its International REPSO Network help establish revolving loan funds with local NGOs and provided working capital to local renewable energy businesses. At the village level, revolving RE loan funds offer individuals credit to purchase equipment.

The International REPSO Network: Renewable Energy Project Support Offices (REPSOs) are part of WI's strategy to help local people find appropriate and environmentally sustainable solutions to their energy and income needs. Staffed with in-country RE professionals, REPSOs are an effective vehicle for matching the global interests of the RE industry with the needs of rural populations without electrical services in the developing world.

REPSOs provide technical and financial support services to small businesses, NGOs, communities, and others to promote development of renewable energy programs, equipment, and services.

The network functions as a conduit between local project developers and commercially proven technologies and services. It serves industry by identifying new markets and development opportunities, sharing information, and promoting local expertise.

Building a better world

Sugar cane (bagasse) as a supplemental fuel; solar-powered pest control; wind-powered irrigation

The mix: developing market expertise plus knowledge of technologies

The REPSO Network home page

In 1995 WI restructured to enhance delivery of services and technical support in five key areas:

- **Agriculture:** Increasing sustainable food production
- **Forestry and Natural Resources:** Building capacity for integrated natural resources management and community development
- **Leadership and Human Development:** Providing innovative training and educational opportunities critical to preparing leaders, especially women
- **Renewable Energy and the Environment (REEP):** Improving income generation, business development, and economic growth
- **Rural Employment and Enterprise Development:** Strengthening rural communities through off-farm business development.

2. Innovation: Winrock brings relevant new technology to rural areas and helps rural markets become more visible to companies developing the next generation of technology. Targeted innovations combined with people who know how to apply them can transform rural communities.

Winrock brings its experience and approach to the attention of potential sources of public and private resources. Working with local partners to implement model projects that illustrate the potential synergy between the development of new products, improved rural services, and private profits—Winrock creates positive momentum and attracts capital to the rural energy sector.

4. Markets & Commercialization: Unelectrified areas of developing countries are the present and future market for renewable energy technologies. As these technologies evolve and prove themselves in international markets, prices will drop, making them competitive with other energy sources that supply power grids in both emerging nations and developed countries. WI identifies markets and matches them with technology providers.

Improved Dissemination of and Access to Information will result in increasing knowledge and awareness of RE technologies. WI creates synergy among different countries' activities and experiences in meeting energy needs through the application of renewables through its web site, other communications, and outreach activities and projects, including facilitating communications between the REPSOs and with industry, government, and utilities; promoting dialog between development professionals; and exploring opportunities for collaboration and information exchange with organizations in USAID-assisted countries. Visit the Winrock Web site at *www.winrock.org* and peruse the REEP and REPSO Network home pages.