

Legal Name of the Organization: Snehakunja Trust

Project Title: Strengthening and greening rural economies in Karnataka and Gujarat

Reporting Period: 1st September 2020 to 15th November 2020

Please tell us about your progress towards the larger goal you established in the beginning of the program. What have been some of the milestones.

Key Objectives	Progress and Milestones
Research, design and adoption of need based renewable energy solutions for 35 micro-enterprises across 10 FPOs and developing collaborative business models	15 renewable energy solutions finalized across 8 FPO ecosystems in Karnataka and Gujarat
Unlocking Govt funding sources and/ or financial support from local financial institutions to provide loans or grants for DRE solutions	Exploring convergence with ODOP (One District One Product) scheme of Agriculture Dept, MOFPI in Tumkur <ul style="list-style-type: none">● Linked Chaff Cutter enterprise under government scheme in Gujarat● Entrepreneur from Gir Somnath district, GJ got the benefit of KCC amount to purchase of Solar Dryer for dehydration of vegetables● Proposal submitted for finance to IDFC Bank for implementation of 2 Roti lolling Machine in Belgavi district, KA● Financing proposal for 1 oil extraction unit from Tumkur, KA submitted to SBI, we have proposed to cover it under Atmanirbhar Bharat scheme
Incorporating key learnings from Phase 1 to replicate successful and high potential RE enterprise models from Phase 1	Draft case studies developed on CFC model, cotton detopping, banana slicer, seed dryers Following interventions have been replicated in Phase 2: <ul style="list-style-type: none">● Fuel-efficient dryers for drying NTFPs and spices● Portable fuel-efficient cookstoves for mava making● Solar dryers for dehydrated vegetable powder and Kachri making● Smokeless stove and biogas for cow-urine based floor cleaner● Solar-powered sewing machines● Solar fencing for crop protection● Solar powered pulverizer for spice processing● Roti rolling machine● Chips making machine
Engaging in policy deliberations with Govt and non Govt stakeholders to adopt successful and sustainable solutions based on policy inputs and learnings	<ul style="list-style-type: none">● Participated in SELCO Foundation webinar on decentralized cold storages● Exploring collaborations with CLEAN● Refining policy inputs with new schemes under Atmanirbhar Bharat package

Please tell us about your progress towards the success metrics you established for target communities and persons (Targets vs Achieved)

Metric	Targeted	Achieved	Remarks
Improved income for 135 micro-enterprises through sale of value added products	135 micro-enterprises (including Phase 1)	15 enterprises in Phase 2 95 livelihood interventions in Phase 1	Continued handholding for Phase 1 micro-enterprises
Improved resilience to supply chain and marketing shocks by adoption of digital tools, hygienic processes, strategic partnerships	Leveraging Indiamart, Whatsapp for marketing	NA	Planned in Dec-Jan after asset procurement and commencement of operations
Improved access to ecosystem service – finance, technology, maintenance	Leveraging ~Rs 60 lakhs for asset co-financing ; Facilitating partnerships with service providers	1) 3 Proposal submitted to bank for financing of Roti rolling and oil extraction interventions 2) Availed benefit of Rs 5000 under KCC for purchase of Solar Dryer 3) Proposed to leverage revolving fund support from IFHD to the entrepreneur with small projects i.e Sewing Machine, Roti rolling, Dryers	To explore funding from loans, entrepreneur contribution and Govt schemes
Reduced carbon footprint and improved energy efficiency	NA	To be measured post installation	Reduction in fuel-wood consumption and electricity usage to be determined
Govt schemes accessible by FPOs and micro-enterprises	2 unique schemes	Farmer entrepreneur from Amreli district, GJ sanctioned subsidy benefit to purchase Chaff Cutter via Agriculture department web portal:- https://ikhedut.gujarat.gov.in/	ODOP (One District One Product), Fisheries - NABARD grant
Best practices, learnings, policy inputs disseminated	30 stakeholders	Participated in SELCO Foundation webinar on decentralized cooling solutions; Shared learnings with CLEAN, AEEE and FICCI-SEDF	Refining policy inputs and case studies for dissemination

What were the key learnings from this program which emerged during the reporting period?

- High cost of solar infrastructure has been the key deterrent to its adoption
- Micro-enterprises (individuals and SHGs) can leverage FPO distribution network and brand name for local marketing and credibility
- Entrepreneur expecting installation of higher capacity machineries, where cost of renewable energy component is much higher
- We have received various leads for the new interventions from potential entrepreneur by organizing workshop at FPO level

Were there any learnings that could fit into the long-term strategy of the organization? How would you incorporate these?

- Vision, Theory of Change, Implementation approach, Collaborations, Target audience

	Short-term (1-2 years)	Medium-long term (3-5 years)
Vision	Promoting clean energy-based livelihood interventions for improving income in rural areas	Strengthening the DRE ecosystem in rural India and creating change agents within the communities
Approach	Scoping high potential opportunities, co-creating viable business models, capacity building, facilitating access to finance, technology and markets, handholding support in business operations	Handholding existing micro-enterprises, replicating interventions in new geographies, facilitating ecosystem partnerships with financial institutions and technology service providers to develop innovative financing models and reduce asset costs, policy advocacy for mainstreaming interventions and subsidizing assets
Collaborations	SELCO Foundation, FICCI-SEDF, CLEAN, AEEE, RRAN, financial institutions	SELCO Foundation, FICCI-SEDF, CLEAN, AEEE, NAFPO, RRAN, Other incubators (Villgro, IIM B, Upaya, Social Alpha), impact investment funds (Acumen, Yunus Social Business) financial institutions, Govt Depts
Target audience	Rural micro-enterprises in areas with poor energy access, forest-dependent communities, marginal farmers, FPOs	Rural micro-enterprises, FPOs, policymakers, ecosystem partners

How have the lessons from this project been used to influence your sector, either by sharing learnings, enhancing skills or changing practices in meaningful ways.

Sharing learnings: We have shared the concept, objectives and potential of DRE interventions to strengthen and green rural value chains, with potential donors and networks like CLEAN, AEEE.

Enhancing skills: ProCIF staff have developed competencies for conducting site surveys and needs assessment of micro-enterprises

Changing practices: It is hoped that once the DRE assets are operational, more local entrepreneurs can be inspired to adopt DRE/ energy-efficient solutions and become change agents within their community and guide others in adopting DRE interventions

Promotion of fuel-efficient dryers and other DRE solutions in the environmentally sensitive central Western Ghats and Gir forest can improve livelihoods of forest-dependent communities and reduce dependency on fossil fuel and firewood. Policy briefs are to be refined to include Atmanirbhar Bharat schemes and disseminated among relevant stakeholders for discussion and replication.

**Were there any risks faced which might have caused changes in the program timelines?
How were they mitigated?**

Sr No	Risks	Effects/ Changes in program timelines	Mitigation strategy
1	Higher dropouts due to high cost of solar infrastructure resulting and top-down targets	Expectations of identified entrepreneurs not aligned with project; they were not aware of strategies for reducing costs or improving sales ; top-down approach and targets led to hurried onboarding by RERPs without proper expectation setting	Capacity building of EDMs and RERPs; conducted physical orientation workshops in areas with high dropout rates, co-developed business model and discussed strategies to reduce costs and leverage other schemes/ funds
2	Unwillingness of farmers/ rural entrepreneurs to apply for loans	Many entrepreneurs and farmer groups have shown reluctance in raising loans and are more keen on grants to fund their enterprises; In some cases, farmers are already in debt and don't want to take further loans	The grant disbursement guidelines have been clearly communicated to promoting organizations and entrepreneurs; The grant is meant to be a seed capital and the remaining amount has to be invested by entrepreneurs either through debt or equity
3	Limited travel and physical workshops due to Covid-19 pandemic	Delays in operations – site identification, site surveys, asset delivery, market linkage, etc.	Digital capacity building modules to be developed on key business aspects; assets to be procured on a rolling basis to avoid delays in delivery and installation

Have there been partnerships developed specifically to take learnings from this project forward? This could be partner organizations, institutions, government agencies or funders who are interested in adopting the developed models or replicating it to expand or scale?

Sr No	Partnership scoped	Type	Details
1	CLEAN	Knowledge, Advocacy	Became a member of CLEAN and disseminated learnings and potential DRE-based livelihood solutions
2	FICCI-SEDF	Funding, Replication	FICCI CSR has approved projects to replicate the promotion of DRE micro-enterprises and micro-food enterprises to strengthen food and income security across 6 districts in Karnataka and Odisha
3	RRAN	Knowledge, Advocacy	Focusing on improving market competitiveness of rainfed commodities and FPOs
4	AEEE	Advocacy, Replication	Focusing on scoping and replication of energy-efficient and decentralized cooling solutions for agri and rural healthcare
5	NAFPO	Replication, Knowledge, Advocacy	Exploring opportunities for DRE adoption at FPO level and promoting CFC models

How can the support from SELCO Foundation be improved upon to help you succeed in integrating energy as part of your work.

- Technical capacity building for project staff
- Exposure visits to SELCO Foundation's intervention areas
- Technical guidance on leveraging existing solar infrastructure effectively
- Collaborating with financial institutions to develop affordable financial products

Have there been any changes in deliverables and budget allocations. Please explain

- NA

Please attach relevant project case studies, pictures of relevant projects, links to videos etc

Phase – 1 Video Stories

1) Cotton De-topping machine, Somnath Farmers Producer Company Ltd

Hindi Version

https://www.facebook.com/story.php?story_fbid=203541534516644&id=100045823960870&scmts=scwspstd

GSTV News Channel Interview – Gujarati version

<https://www.facebook.com/100045823960870/videos/192956548908476/>

2) De-hydrated fruits & vegetables

Gujarati Version

<https://youtu.be/UuHSo9nV0wo>

Phase – 1 Photographs

Solar powered mini soil testing lab



Sewing Machine



Mango Pulp

De-hydration of Fruits & Vegetables



● “હરિયાળી રમને મજબૂત ગ્રામ્ય રમણિયારસથા ઈન્ડિયા કાઉન્ડેશન કોટ લ્યુમનીસ્ટીક ડેવલપમેન્ટ ગ્રાન્ટ્સમાં ૮ એકપીઓ કાર્ગિલ



કરવા માટે પ્રોત્સાહિત કરવામાં આવે છે.

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“Krusha Prabhat” is the daily newspaper for Agriculture related information in Gujarat. They have covered and published article on 4th November, 2020 about Activities of our project in Gujarat. (<http://www.krushiprabhat.com/epaper/KP-041120>)

ગુજરાત	
ક્રમ	દર્શકના નામ
૧	કુલદેવભાઈ વિદિયાન - એટલે ૨૫.૦૦%
૨	રામભાઈ લાખણભાઈ - રિન્કુએબ
૩	અતીલાબાઈ તંતી - રિન્કુએબ
૪	સંદેશભાઈ મેતલિયા રિન્કુએબ
૫	રાકેશભાઈ ગોહિલ - રિન્કુએબ

એલેક્ટ્રિક રૂટ અને PROC	
ક્રમ	પેકૂટ ભાગ
૧	અવિરત એગ્રો પ્રોજેક્ટર કંપની
૨	સોમનાથ કાર્મસ પ્રોજેક્ટર કંપ
૩	સીરાજ સ્પાઈનર્સ પ્રોડૂક્ટ પ્રો.જેક્ટર
૪	સાઉથ ગુજરાત પ્રોજેક્ટર કાર્મસ એ
૫	લીલાવતી પલસ પ્રો.જેક્ટર કંપ
૭	બંધુલ પેક્ટર ઉત્પાદક કંપની
૮	ધનંતરી પેક્ટર ઉત્પાદક કંપની

Draft case study compendium to be shared