Best Practices
Green Business Area in Mali

Enabling Enterprise Development: A Selection of Best Practices in Harnessing Distributed Energy for Productive Uses (Webinar)
► Productive uses of energy
► Focusing on small businesses
► Pilot action-research project
Opportunities for productive uses of energy

**RURAL ENERGY ASSESSMENT**

**Targets**
- Domestic stoves
- Economic operators
- Social/community stakeholders
- Government

**A methodology can be completed by...**
- Analysis of economy dynamics
- Vulnerability assessment

**Types of energy**
- Electricity
- Oil
- Wood - charcoal

**Tools**
- Measuring energy consumption
- Geographical Information System
- Comprehensive survey
- Qualitative survey
- Database of references and case studies

**Deliverables**
- Thematic maps
- Current and future modelling of energy demand
- Analysis of energy sources
- SWOT analysis of energy access

**Who are the “local businesses” and what are their needs?**

**Why focus on small businesses?**
Based on the previous observations, GERES and AMEDD are presently testing a dedicated solution for rural businesses: a **Green Business Area (GBA)**.

The GBA provides high quality electricity from 100% renewable energy (solar PV – jatropha) to MSMEs in Konseguela.

Key features:
- Solar panel (12.5 kWp)
- Jatropha oil generator (16 kVA)
- Facilities (600m²) are built using the Nubian Vault method
Key results after one year

► 60% of the space are now filled
► 8 small local businesses installed
► 65 jobs created or secured
► Investment +450k€, consolidated turn over 65,000 euros
► 7 MWh charged / up to 20 MWh available
► 1 MWh produced generates a turnover of 10 000 Euros
Best practices: access to energy for enterprise and entrepreneurship development

- Adapted to local businesses needs in rural areas
- Governance
- Quality of the infrastructure = high quality of electricity
- Diversity of enterprises
- Target few strategic enterprises
Best practices: access to energy for enterprise and entrepreneurship development

► Business Development support activities: technical and managerial capacity building

► Access to finance schemes with enhanced conditions for MSMEs

► Energy saving and energy efficiency activities

► Hybridation Solar PV/Jatropha Oil
Thank you for your attention!

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