



Dear friends and supporters of the Solar Energy Foundation,

In this newsletter I would like to introduce you to two people who are responsibly leading and implementing our work in Uganda and Ethiopia:

- **Loy Kyozaire**, since 2018 Managing Director of Sendea, the Ugandan cooperative of local solar companies, and Director of the Training Academy.
- **Samson Tsegaye**, Country Director of the Solar Energy Foundation in Ethiopia since 2007.

Both are involved in our diverse projects: from solar villages to solar water pumps to solar energy for health stations. In this newsletter, however, we would like to focus on the topic of education:

- In Uganda, the Sendea Academy has been training solar technicians at various levels since 2018 and supporting them in their start in professional life.
- The Ethiopian Solar Energy Foundation has been providing practical training in solar technology and customer service since 2008.

Read more about this in the current newsletter. Further solar projects are currently being implemented. More about this in the next newsletter.

Enjoy reading!

Au/Freiburg, in October 2022

Dr. Harald Schützeichel, Director

In profile: Interview with Loy Kyozaire, Sendea Uganda



Loy Kyozaire, Head of the Sendea Academy and the Sendea Cooperative

Loy Florence Kyozaire studied electrical engineering at Makerere University in Kampala and has completed numerous training courses in solar technology and business management. She was a solar entrepreneur herself before she became the CEO of Sendea, a cooperative initiated by the Solar Energy Foundation in 2019. The goal is to strengthen local solar companies through cooperation and training.

Loy, what made you decide to get involved in decentralised energy supply with solar energy in Uganda?

Our country has low access to electricity, which is currently at 57% and about 20% in rural areas. I simply felt the need to work in the field of renewable energy.

I lived in a small village in eastern Uganda where there was no electricity during my childhood, and I travelled to different parts of the country, which gave me a very good picture of what many rural parts of Uganda go through without access to

electricity. This showed me the need for decentralised energy solutions like solar technology.

What do you think is your most important activity today?

Besides organising and managing Sendea, the cooperative of Ugandan solar companies, this is clearly the establishment and management of the Sendea Academy. This company-independent training centre for solar technology is leading the way for the Ugandan solar industry. So far, we have trained more than 400 people in different areas of renewable energy.

In our training we also integrate the implementation of so-called solar villages - a concept that the Solar Energy Foundation is implementing first in Ethiopia and Kenya and now also in Uganda.

Do you support the graduates of the training courses in their work entry?

This is an important point for me, because training is only the first step. That's why we support the

graduates of our courses also after they have completed their training. We accompany and advise many of them in their search for jobs in the solar industry. Others want to open a small solar business in their home village. Here, too, we offer support, together with the member companies of the Sendea cooperative.



Graduates of the Sendea courses receive a set with the most relevant tools.

In 2023, we plan to further expand this support in the job market: we want to use an app to make our graduates visible to local solar companies, but also to international organisations. Because they often need trained solar specialists for individual projects or for maintenance and service.

And not to forget: some graduates are so good that they can and want to continue their education with an engineering degree. Here we offer a scholarship to finance part of the study costs. At the moment, for example, two women are finishing the last semesters of their studies supported by us.

Are there any career prospects at all for young Ugandans in the solar industry?

There is a clear growth trend in the field of renewable energies, especially solar technology. Seven years ago, for example, there was not a single job ad looking for an electrical engineer. But now there is a huge demand for such engineers in the fields of solar water pumps, heating, solar home systems, commercial and industrial solar installations and solar mini-grid systems.

What are currently the biggest obstacles to the spread of solar energy in your country?

A major obstacle is still the lack of financing options for solar technology, although there is a great demand.

Another challenge is the low number of highly qualified financial experts who are able to prepare budgets and forecasts for renewable energy companies.

Since solar technology consists of many components, it really takes a well-trained person to plan and prepare the right budgets, taking into account credit risks, commodity imports, seasonal consumer purchasing trends, etc.

Here, too, we want to contribute to the professionalisation of the industry with the offers of the Sendea Academy.

What support would you particularly like to see to strengthen the local solar industry?

We need more support from the Ugandan government and other development partners in awareness raising.

Ugandan associations and organisations, such as Sendea, UNREEEA, USEA, should be strengthened with financial resources and thus enabled to influence political decisions by providing more information and raising awareness.

In this way, local solar companies in particular can be strengthened and secure jobs created. The Ugandan solar sector is currently dominated by foreign companies.

In the future, it will be important to establish more local solar companies in order to strengthen the local middle class.

Thank you, Loy, for the interview.



Profile: Sendea Academy



The growing solar sector in Uganda needs more and more well-trained professionals.

For a long time, solar companies operating in Uganda trained their new employees on their own. On the one hand, this is costly for the companies and on the other hand, it only offers employees a knowledge base that is closely aligned with the company's needs.

The Sendea Academy, which we launched in 2018, has changed this situation. The independent training centre for solar energy is run by the Ugandan cooperative Sendea, an association of local solar companies.

For us, the success of the dual and company-independent training concept can be seen above all in the successful integration of the graduates into the Ugandan labour market:

- Some of the graduates had a job with a local solar company at the beginning of the training and were employed there with a better salary after the training.
- Some found employment with national or international solar companies in Uganda after the

solar training, usually with much better salaries than they had before.

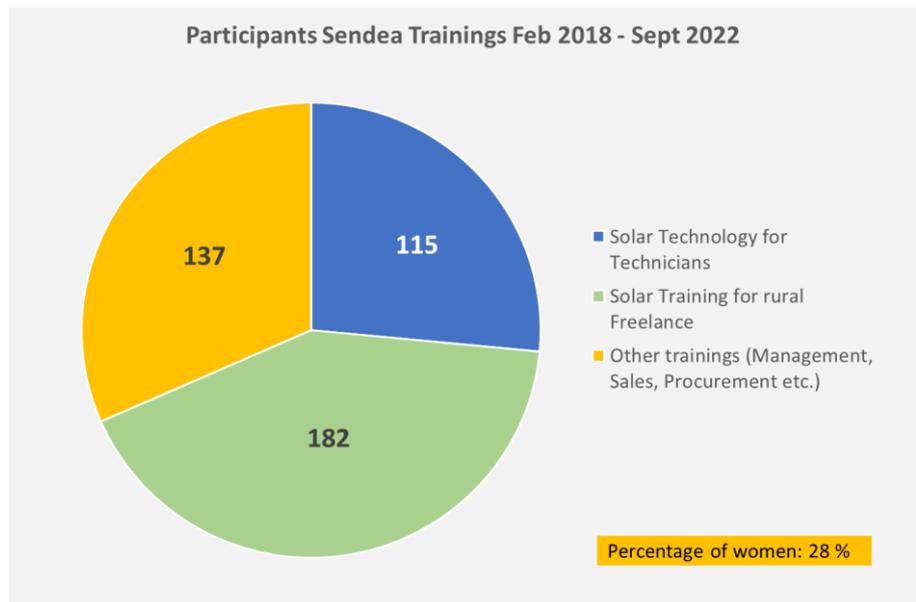
- Still others have started their own business and offer services as individual companies: from installation to maintenance and service.
- And finally, some graduates have decided to start an engineering course at university.

The most important training offers of Sendea Academy:

- Solar technology for graduates of vocational schools: 5-week course in cooperation with the Nakawa Training Institute in Kampala.
- Solar technology for freelancers in rural areas: 6-week basic course in cooperation with Don-Bosco Uganda
- Sales, financing, logistics: Block courses for employees of solar companies
- Management and corporate governance: Further training for managing directors of solar companies

In the past years, more than 400 participants have attended the Sendea Academy courses.

We are particularly happy about the high percentage of women - a credit to the work of Loy Kyozaire.



Successful training: From 2018 ...



... until today



**The Sendea Academy would not be possible without your support. Thank you very much!
The biggest supporters in 2022:**



In profile: Interview with Samson Tsegaye, Solar Energy Foundation Ethiopia



Samson Tsegaye, Director of the Solar Energy Foundation Ethiopia

Samson Tsegaye (born 1966) studied engineering and holds a diploma in business management. He was instrumental in leading the Solar Energy Foundation in the implementation of the solar village in Rema in 2004/2005. He has been the director of the Ethiopian Solar Energy Foundation since 2007.

Samson, what made you decide to get involved in decentralised energy supply in Ethiopia?

I saw solar technology for the first time in 2002 at Intersolar in Freiburg, Germany. I then decided to bring this great solution to Ethiopia, because Ethiopia is the land of the "Thirteen Months of Sunshine".

More than 80% of the Ethiopian population lives in rural areas. Only about 17% of them have access to electricity. Their main lighting solutions are kerosene lamps and firewood. These solutions severely affect their health and are also difficult to access.

Solar energy instead of kerosene lamps and candles is the best solution to Ethiopia's energy problems.

In fact, I have never seen so much joy in people's eyes as after installing solar home systems and switching on the solar light for the first time. So I was really "infected" by solar technology.

In your experience, how important is a good training in solar technology?

The high demand for solar energy among Ethiopian households and businesses alone invites young professionals to get involved in this field. But the market needs well-trained professionals to provide the right service and technology. They need to undergo proper training to understand the technology properly and provide adequate supply and maintenance services.

We started practically oriented training of solar technicians in our two training centres in Addis Ababa and Rema back in 2008 thanks to the strong support of donors from the Solar Energy Foundation. We want to continue and strengthen this work in the future.



Already in 2008: Training of solar technicians by the Solar Energy Foundation Ethiopia

Can you tell us about projects you are currently working on?

One of our current projects is the training of teachers at Technical Vocational Education and Training (TVET) schools.

For a long time, solar technology was not included in the Ethiopian curriculum. The Stiftung Solarenergie Äthiopien (Solar Energy Foundation Ethiopia) and the Deutsche Gesellschaft für Sonnenenergie (German Society for Solar Energy, DGS) have therefore developed a curriculum that has since been approved by the government as a curriculum for training teachers at TVET institutions.

Recently, with the support of donations from the Stiftung Solarenergie Deutschland, we trained the first teachers from various vocational schools in our training centres. After this training, they can now train students at their colleges in PV solar technology.

Another current project concerns solar energy for health facilities. The installation of solar energy for hospitals and health centres is essential. Most health centres in rural areas do not have basic infrastructure.

Due to the lack of such infrastructure, many treatments or vaccinations are not possible. Solar technology provides the infrastructure to cool medicines and provide treatment even after the sun has gone down.

We also have a programme for students in rural areas: As part of this project, we provide the students with solar lanterns that they can use for lighting purposes at home. Their families also benefit from the light.

In your opinion, what are currently the biggest obstacles to the spread of decentralised solar energy in your country?

Solar energy is now in high demand throughout Ethiopia. Financing is the first major challenge for many players in the solar industry in spreading decentralised solar energy. In addition, the very difficult access to foreign currency for importing solar equipment into the country is another major challenge.

The import procedure for solar products is also very complicated - and constantly changing. This leads to substandard products being smuggled across the borders. At present, the solar market is unfortunately flooded with very poor and inferior products. This of course negatively affects the good image of solar technology.

One of the best solutions to strengthen the local solar economy is undoubtedly to support local manufacturing. This way, it becomes easier for traders to source the technology in smaller quantities.

Thank you, Samson, for the interview.



What we do in Ethiopia, Kenya and Uganda

We promote the distribution of solar energy:

- On village development
- In schools
- In small and medium enterprises
- To improve the harvest
- For better health care

We promote the local solar trade:

- We train
- We support young entrepreneurs
- We create jobs
- We make micro-credits
- We alleviate poverty

Small and medium-sized enterprises are important factors in the fight against poverty and for job creation. Therefore, we always use our donation-funded projects to support local solar companies as well.

A dual approach that has proven its worth since 2004.

Here we are active

Country	Period	Our local partners
Ethiopia*	since 2004	Stiftung Solarenergie – Solar Energy Foundation, Addis Ababa
Kenya	since 2009	Stiftung Solarenergie – Solar Energy Foundation, Nairobi
Philippines	since 2010	FREED/Stiftung Solarenergie Philippines, Manila
Uganda	since 2015	Association of Sendea UG Ltd., Kampala

This is how you can support us

- Send this newsletter to interested people.
- Donate to our work:
 - 200 Euro: Light for a household (solar village)
 - 300 Euro: Solar training of a freelancer
 - 500 Euro: Training of a solar technician
 - 1,000 Euro: Solar light for a village school
 - 2,500 Euro: Solar light for a health station
 - 4,500 Euro: Solar fridge for medicine cooling in a rural health station
 - 30,000 Euro for a whole solar village

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