

#### 4 key takeaways:

1. Information
  - a. Resource mapping
  - b. Market Research to establish baseline data, level playing field
  - c. Registry or clearinghouse
    - i. Sharing of stories
    - ii. Matching
2. Early Stage Support
  - a. Feasibility studies
  - b. Revolving financing, but take on high risk of relatively low cost studies (sub 100k)
3. Special Challenges of Off-Grid
  - a. Scale
  - b. Distribution
  - c. Consumer Finance
4. Good policy alone is not enough
  - a. Capacity is a key barrier
    - i. Technical capacity
    - ii. Manpower
  - b. Enforcement and rule of law
  - c. Results are delays, slow approval, extended contract negotiations, last minute changes, additional cost
  - d. Echoes comments we heard in Washington – time it takes to develop a project critical to its overall financial profile