Appendix Table 2: Differences between adopter groups at baseline, when all households were unconnected

	Adopter only when price is low ($0 \leq p < \$171$) (1)	Adopter when price is high ($171 \leq p \leq \$284$) (2)	p-value of difference (3)
Panel A: Household head (respondent) characteristics			
Female (%)	60.5	62.6	0.77
Age (years)	53.4	53.4	> 0.99
Senior citizen (%)	2.08	26.2	0.78
Attended secondary schooling (%)	9.5	21.0	0.05
Married (%)	64.6	69.5	0.47
Not a farmer (%)	18.5	26.6	0.20
Employed (%)	34.1	41.9	0.28
Basic political awareness (%)	9.9	15.7	0.25
Has bank account (%)	14.7	32.4	< 0.01
Monthly earnings (USD)	11.55	24.39	0.10
Panel B: Household characteristics			
Number of members	5.1	6.0	0.02
Youth members (age ≤ 18)	2.9	3.4	0.17
High-quality walls (%)	12.6	21.3	0.16
Land (acres)	1.9	2.1	0.71
Distance to transformer (m)	363.2	356.9	0.75
Monthly (non-charcoal) energy (USD)	5.16	6.73	0.05
Panel C: Household assets			
Bednets	2.2	2.7	0.03
Sofa pieces	5.5	8.1	< 0.01
Chickens	5.9	9.3	0.01
Radios	0.4	0.4	0.42
Televisions	0.1	0.3	< 0.01
Share of sample (%)	67	22	

Notes: Columns 1 and 2 report sample means for "adopters when the price is low" and "adopters when the price is high," respectively, at the time of the baseline survey. Column 3 reports p-values of the difference between the means. The basic political awareness indicator captures whether the household head was able to correctly identify the presidents of Tanzania, Uganda, and the United States. Monthly earnings (USD) includes the respondent's profits from businesses and self-employment, salary and benefits from employment, and agricultural sales for the entire household.