

Business

Book on business development documentation

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Fundraising

Tracker

Name	Type	Priority	Status	Owner	Remarks
Prince Gonahasa	Recoverable Grant		offered 3k USD, not yet contributed.		
Arinda Family	Recoverable Grant		1k Contributed		
Kimbowa Family	Recoverable Grant		1k		
Tushabe Family	Recoverable Grant		10k USD Contributed on Dec 1st 2024		
Mercy Corp Ventures	Equity	medium	<p>Reviewed the deck in May 2025.</p> <p>While the team liked the community angle, the key concerns were</p> <ol style="list-style-type: none">1. The scalability of the model and2. Tracti on (it's still early) <p>Requested to be added to investor newsletter</p>	Aaron Tushabe	We are no longer pursuing equity funders because as a co-op, we don't have equity to offer.
Energy Sector Management Assistance Program - ESMAP (World bank)	Grant	medium			

Echoing Green Fellowship	Recoverable Grant	high	Closed for 2025, planning to apply for 2026 in September 2025.	Aaron Tushabe	
EPP Africa (Nordic Development Fund)	Grant	high	Closed for 2025, planning to apply for 2026. Not sure when it opens again	Aaron Tushabe	
Africa Climate Change Fund	Grant				
African Green Banks (AFBD)	Grant + Debt				
Alliance for Green Infrastructure (AFDB)	Grants				
Beyond the Grid					
US Department of Energy	Grants				
Nithio	Debt				
Mission 300 (World bank)		low			Focusing on power for remote and off grid communities so no aligned with our early stage objectives
Factor E	Equity				We are no longer pursuing equity funders because as a co-op, we don't have equity to offer.
Kiva.org	Debt				Check back on August 15th

Digital Africa	?		Applied on June 17th 2025. Waiting for Feedback	Aaron Tushabe	
Aquarious Foundation	Grant or Debt		Applied on June 17th 2025. Waiting feedback		
Start-coop	Grant		Applied on June 18th. Waiting for feedback	Aaron Tushabe	Expect \$5k to \$50k
LabStart	Grant			Aaron Tushabe	
CataCap	?				
Mission300	Grant?			Aaron Tushabe	
Energy IoT Open Source	Grant		Pledged by Arila Barnes (founder and CEO)	Aaron Tushabe	This funding will require we help pilot some open software from Open AMI labs. Details to confirmed later in Q325

Recoverable Grant Term Sheet - 50k Example

1. Grantor (Funder):

Green Future Foundation (GFF)

2. Grantee (Recipient):

Nearly Free Energy Co-op (NFE)

3. Purpose of Grant:

To fund the capital expenditure and initial setup of a 20 kW solar microgrid serving 50 households in [Community Name], Uganda.

4. Grant Amount:

\$50,000 USD

5. Disbursement Schedule:

- 40% upfront upon signing agreement
- 30% upon installation of core infrastructure
- 30% upon commissioning and first billing cycle

?? 6. Recoverability Clause (Repayment Terms):

Trigger	Repayment Terms
If the microgrid achieves ≥ \$1,000/month in net revenue for 6 consecutive months within 3 years	Grantee repays the full grant amount over 4 years, at 0% interest
If the project is not commercially viable by year 3 (e.g., < \$1,000/month in net revenue)	No repayment is required

Trigger	Repayment Terms
If the grantee secures follow-on investment of > \$100,000	Grantee repays full grant or 10% of the investment value, whichever is lower

7. Use of Funds:

- Solar panels, batteries, smart meters, inverters
- Site preparation and installation labor
- Community training and billing setup
- Product development for Microgrid OS

8. Reporting Requirements:

Quarterly reports for 3 years on:

- Energy generated and distributed
- Financial performance
- Number of customers served
- Maintenance issues and resolutions

9. Intellectual Property (IP):

All software or monitoring systems developed under this project must remain open-source and licensed under AGPL or GPL or any other [Free Software license](#)

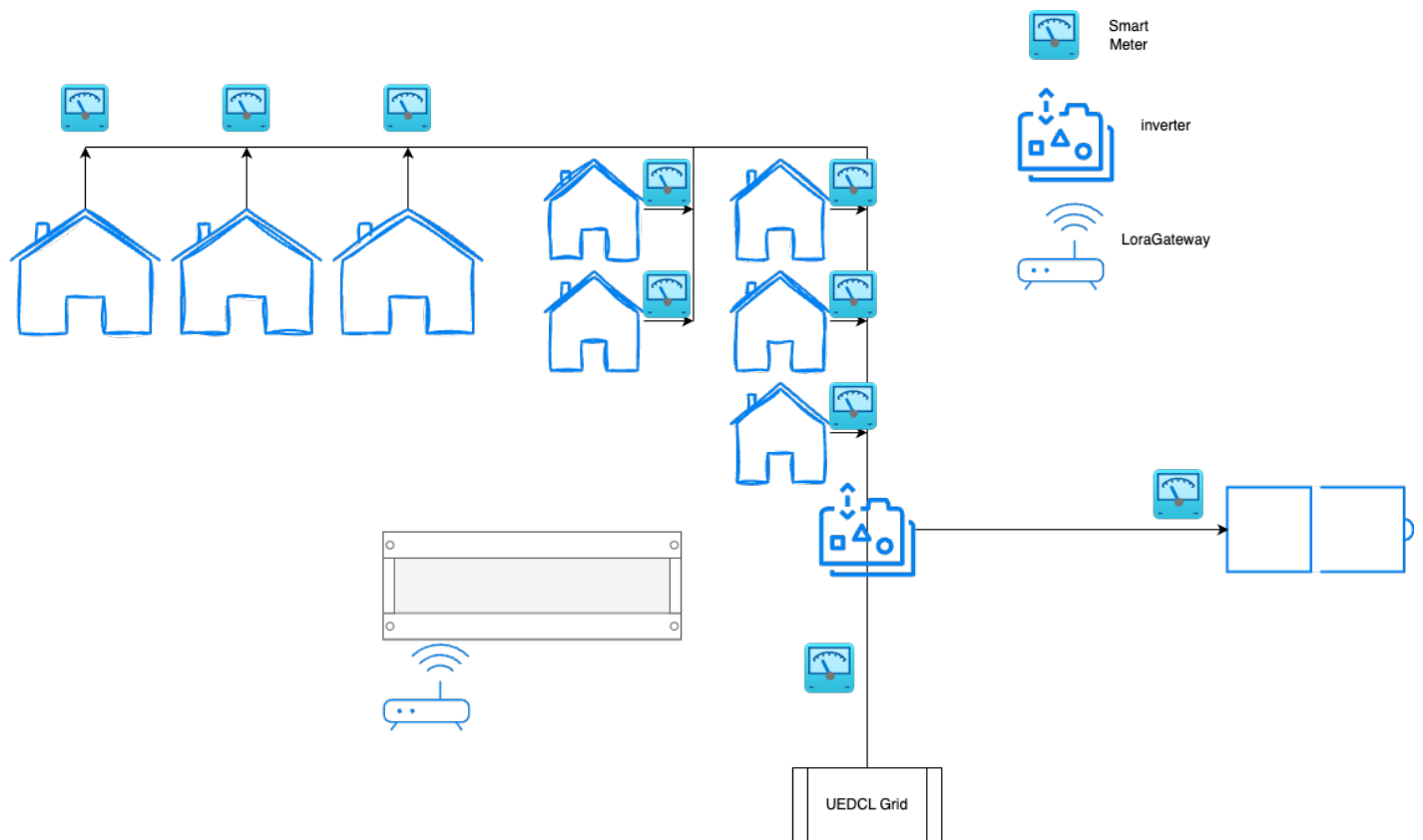
10. Dispute Resolution:

Mediation first, then arbitration in Uganda under the Uganda Centre for Arbitration and Dispute Resolution (CADER).

Sezibwa Homes

This is a community of 10 homes in Nansana, Gadaffi close. It is the location of NFE's first Reliable Power Microgrid (RPM) in Uganda

Microgrid Design



Budget - Phase 1: Sezibwa Homes

Bill of Quantity NFE-Nansana

S/No	Item	Specifications	Quantity	SI Unit	Rate(UGX)	Amount (UGX)
1	Enclosure box for the PDU	80cm*60cm*25cm	1	box	550,000	550,000
2	Single phase MCCB	160A ABB	3	pc	120,000	360,000
3	Three phase Smart meter	80A Chint	1	pc	400,000	400,000
4	Busbars (Red, Yellow, Blue, Black and Green Yellow)	200A	5	pc	150,000	750,000
5	Circuit breakers	80A	10	pc	30,000	300,000
6	Enclosure Trunkings (Slotted grey truncking)		2	pc	30,000	60,000
7	Din rail		1	pc	10,000	10,000
8	Self tapping screws	0.5"	1	pkt	35,000	35,000
9	Cable lugs ring	16mm pin	18	pc	3,000	54,000
10	Cable lugs ring	25mm ring	18	pc	5,000	90,000
11	Sleeves	25mm	2	m	5,000	10,000
12	Sleeves	16mm	2	m	3,000	6,000
13	Flexible Cable Red	25mm	2	m	15,000	30,000
14	Flexible Cable Blue	25mm	2	m	15,000	30,000

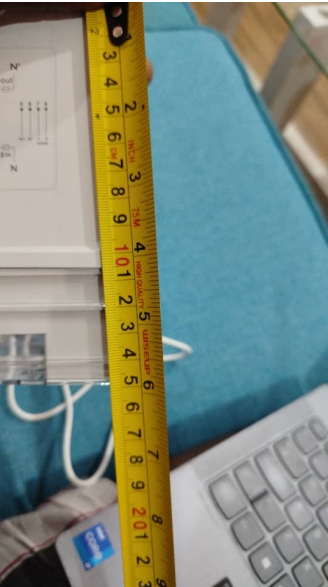
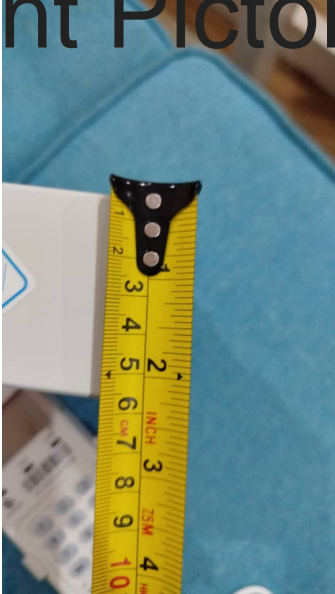
15	Flexible Cable Yellow	25mm	2	m	15,000	30,000
16	Flexible Cable Red	16mm	4	m	8,000	32,000
17	Flexible Cable Yellow	16mm	4	m	8,000	32,000
18	Flexible Cable Blue	16mm	4	m	8,000	32,000
19	Flexible Cable Yellow Green	10mm	2	m	5,000	10,000
20	Flexible Cable Black	2.5mm	2	m	1,500	3,000
21	Flexible Cable Green	2.5mm	2	m	1,500	3,000
22	Flexible Cable	2.5mm	2	m	1,500	3,000
23	Communication Cable	1.5mm	6	m	1,500	9,000
24	Indicator lamps	230V	3	pc	5,000	15,000
25	Double Socket	Pcs	1	pc	10,000	10,000
26	Insulating tape	Pcs	5	pc	3,000	15,000
27	Pin lugs 25sqmm for different colours	Pkt	1		4,000	4,000
28	Pin lugs 16sqmm for different colour	pkt	1		3,000	3,000
29	Airal Cable	35sqmm ABC Cable	100	m	15,000	1,500,000
30	IPC	35-70sqmm	8	EA	6,000	48,000
31	Armoured Cable	25qmm	10	m	65000	650,000
32	UEDCL 3phase Commercial Meter	TOU Code 10.2	1	EA	3,500,000	3,500,000
33	Service Cable	16sqmm 2 Core cable	30	m	15,000	450,000
34	Service Cable	16sqmm 3 Core cable	150	m	30,000	4,500,000

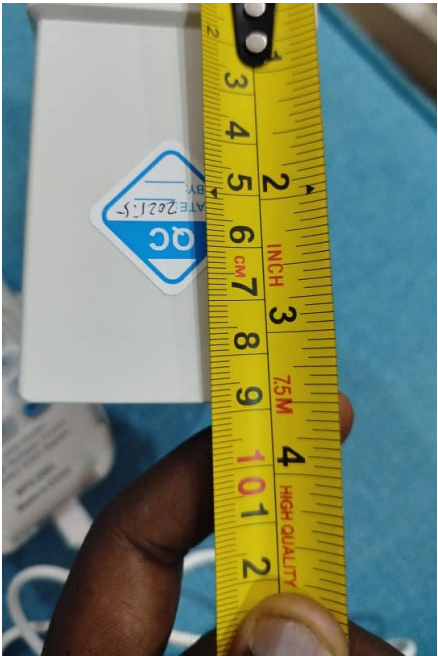
35	Service Cable	16sqmm 5 Core cable	100 m	50,000	5,000,000
36	Smart Meters	1 Phase DinRail Split prepaid meter- 1.pdf	10	290,000	2,900,000
37	LoraWAN gateway	CAL-025.pdf	1	1,803,000	1,803,000
38	Labor (installation)	Green Volta		2,000,000	2,000,000
Total					25,237,000

Site Layout



Procurement Pictorial





Monthly Finances

Energy Sales

We are making these sales projects based on what they spend today and not the power they use.

- Number of Customers: 10
- Average historical spend per customer: 80,000 UGX per month (about 3kWh per day, for 30 days)
- Total Revenue: 800,000 UGX per customer (800 UGX per kWh)

Expenses

- Bulk Purchase of power: 491,760 UGX ([546.4 per kWh](#) at 3kWh per day for 30 days for 10 customers)
- Taxes (18% VAT) - Charge to customer?
- Operations: 100,000 UGX
- Real time expenses tracked [here on Open Collective](#)

Net Returns

- Sales - Expenses: **308,240 UGX**

Ownership (Membership)

This project is community owned as per the model described [here](#).

Funders

- NFE - 21,300,071 UGX
- Unallocated - 3,936,929 UGX

Workers

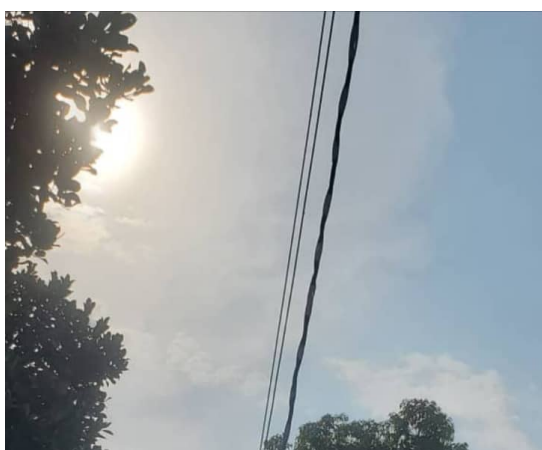
- NFE

Customers

- Non Eligible yet

Phase 1 Pictorial







Sezibwa Homes

Customer Registry

Sezibwa Homes

Inspection Document

[Inspection Document.pdf](#)

Business Model

Business Model

Our Business Model

Nearly Free Energy - Reliable Power Microgrids

Product



What is the name of your business and who is it owned by?

Problem



What is the nature of the problem, for whom, and what are the implications?

Solution



What is your big idea that directly addresses the problem?

How it works



What are the core elements of your solution?

Validation / Traction



Habit What evidence do you have that your customers want your solution?

Why Now

Why is now the right moment for your business to succeed?

Market Size

How large is the potential market for your product?

Competition

Who are your competitors and how do they differ?

Go to Market

How will you attract and capture customers?

Projections



What are your revenue vs cost projections over the next 5 years?

How this gets BIG



What is your vision of how this scales and over what time period?

Ownership and Governance

Who owns your business and how are decisions made?



Potential Customers

Name	Size	Customer Contact	NFE Contact	Phase
Sezibwa Homes	10 bungalows	Samuel Kisakye	Aaron Tushabe	Delivery
Pearl Marina - Bellavista Apartments	360 apartments (1 MW)	Isaac Kasim	Aaron Tushabe	Proposal
Arkright Estates	26 bungalows		Aaron Tushabe	Discovery
Bugolobi Flats				