Worship Harvest (Commercial RPM customer #1)

> Customer file for Worship Harvest, NFE's first Commercial RPM prospect. **Stage: proposal sent 6 Oct 2026; Dansturn meets the Apostle on 3 Nov to ask for Phase 1 (monitoring).** NFE lead: Aaron Tushabe. Point of contact on the ground, and introductions to decision-makers: Dansturn Kimbowa. Last updated 2 Nov 2026.

Next steps

- ☐ Dansturn meets the Apostle (3 Nov): ask permission to install NFE monitoring and share weekly reports, then propose a solution from the data
- ☐ Prepare the alternatives with costs: voltage stabilisers, the generator, UEDCL fixes, a move to Code 20 (Dansturn)
- ☐ Check whether Worship Harvest qualifies for Code 20 rather than Code 10.2
- ☐ Check the roof areas of both towers and the church against the panels needed (Aaron)
- ☐ Worship Harvest leadership decides on the proposal and Phase 1
- ☐ Phase 1: install NFE submetering after the grid/generator changeover (15-minute data or finer) for about 3 months
- ☐ Measure Sunday and event demand, peak kW/kVA and generator run hours
- ☐ Worship Harvest decides whether NFE manages and pays its UEDCL bill
- ☐ Agree the reference monthly energy charge (this sets the 50% minimum)
- ☐ Get at least two EPC quotes for the redesigned system, including an industrial-grade option
- ☐ Obtain the ERA certificate of registration for the microgrid before installation
- ☐ Attach the final proposal PDF and leadership summary to this page

The site

- A church and community facility. Worship Harvest owns its premises, so no landlord is involved.
- UEDCL commercial customer on the Code 10.2 time-of-use tariff.
- Runs a **200 kVA diesel generator all day on Sundays**, even when the grid is up, so services aren't interrupted. This costs about **UGX 900,000 per Sunday** (about UGX 3.9m a month, UGX 46.8m a year).
- Brings in extra generators for large events, with temporary wiring to outdoor tents, LED screens and sound systems.
- Because the generator supplies Sundays, the utility bills understate the facility's real consumption.
- Two towers and the church, joined together. Panels could go on the other tower's roof as well as the church's.
- Apartments on site, around 40% occupied, sometimes with only four in use.
- Building work on the top apartments, and roof leaks they've been raising with the contractor for some time.

Pain points and how to approach them (check-in, 2 Nov 2026)

From Dansturn, who knows Worship Harvest from the inside. Source: NFE Checkin - 02/11/2026.

- **Expensive backup.** In an outage the 200 kVA generator runs the whole building, even when the only load is a few apartments. The cost comes up in the budget.
- **Voltage problems.** Over-voltage and flickering lights start the generator automatically. The facilities manager then calls Dansturn to find a UEDCL technician to change the transformer tap. Dansturn puts it down to the many roadside food vendors on the same supply, with lights of around 200 W and chip fryers of around 2 kW.
- **Sundays cost several times more.** Dansturn estimates about UGX 6M a month to UEDCL (in line with August's UGX 6.25m bill), or 1.5M a week, plus about UGX 900k for the generator each Sunday. Aaron: the weekday cost is just what power costs. What stands out is paying about UGX 1M for one day, at least four times the price, on Sundays.
- **Irregular income.** A church that runs on collections won't want to commit upfront capex. No upfront capex is the whole offer, so this works for us.
- **They value data.** They already produce performance reports, with ChatGPT's help, so weekly outage and consumption reports should land well. Agreed pitch: ask permission to install monitoring, share weekly reports, then propose. Weekly reports keep them engaged, but we need the longer window to show the patterns aren't one unusual week.
- **They'll compare alternatives.** A church member at Knight Frank recommended voltage stabilisers. Customers often want to know the options before saying yes, so show the alternatives (stabilisers, the generator, UEDCL fixes), what they cost, and why ours is better. Stabilisers bring their own losses.

- **Tariff.** Dansturn thinks they could qualify for Code 20. Aaron: that could be the first step in fixing their power.
- **Ownership.** A church that values long-term sustainability may like owning the system eventually. The proposal's optional purchase from year 5 speaks to that.
- **Timing.** Listen for reasons the timing might be wrong, such as the building work or the roof leaks, rather than pushing.
- **Decision-makers.** The Apostle first. The facilities manager and the chief architect / project manager follow, and Dansturn expects those to be formalities once the Apostle agrees.

Electricity use from the UEDCL bills

Four bills from the first half of 2026: Jan–Feb, Mar–Apr, Apr–May and May–Jun (the Feb–Mar bill is missing).

Bill	Peak kWh (18:00–24:00)
Jan–Feb	~1,665
Mar–Apr	~2,249
Apr–May	~2,107
May–Jun	~2,048

Average month	kWh	Share	Code 10.2 rate (UGX/kWh)	Value before VAT
Peak	2,017	29.2%	666.5	UGX 1.34m
Shoulder	3,565	51.6%	562.1	UGX 2.00m
Off-peak	1,330	19.2%	429.7	UGX 0.57m
Total	**6,912**		**567.1 weighted**	**UGX 3.92m/month (UGX 47.0m/year)**

Payment record (UEDCL account statement): the June bill of UGX 4.18m was cleared by 26 June, July's UGX 4.92m by 22 July, and August's UGX 6.25m by 15 August, leaving a small credit. The rising invoices suggest consumption is growing (roughly 7.3 MWh in July and 9.3 MWh in August, estimated from the amounts), so the 6.9 MWh/month base case may be conservative. If that run-rate holds, NFE revenue would be about UGX 4.3–5.3m a month.

Proposed system (indicative, before Phase 1)

Component	Proposal
Battery	120 kWh LFP
Inverter	50 kW three-phase hybrid
Solar	40 kWp (36–40 kWp range)
Metering and control	NFE metering and Microgrid Manager
Reliability target	At least 6 hours across the 18:00–24:00 peak
CAPEX	UGX 120–145m (the model uses UGX 140–143m)

Sizing risk (Hillary, 19 Sep): a 50 kW inverter may be far too small if Sunday and event loads come near what the 200 kVA generator supplies. The proposal ties ending routine generator use to measuring Sunday demand in Phase 1.

Scale: Worship Harvest is expected to be one of NFE's larger Commercial RPMs, not the typical size. The Oct 2026 funding target budgets US$45,000 installed for a site of this scale. That is above the UGX 120–145m model CAPEX (roughly US$29–35k), leaving room for a complete deployment.

See Funding target.

What we offered (proposal of 6 Oct 2026)

- No upfront equipment cost; electricity at the applicable Code 10.2 tariff with reliability included
- Minimum monthly payment of 50% of the reference energy charge agreed after Phase 1
- NFE's preference to manage and pay the UEDCL bill (one consolidated bill), with Worship Harvest deciding during Phase 1
- ERA certificate of registration for the microgrid
- Phase 1 monitoring for about 3 months; installation 3–6 months after the load and outage profiles are confirmed
- A 15-year term and a deposit as proposed terms; optional purchase from year 5 (Ownership stage)
- NFE company profile appended, with NFE letterhead and watermark throughout

Sunday savings. The proposal's savings illustrations price replacement electricity at UGX 669.18/kWh (the UGX 567.1 historical weighted tariff plus assumed 18% VAT) until Phase 1 measures Sunday use. Example at 500 kWh per Sunday:

	UGX
Generator spend per Sunday	900,000

	UGX
Replacement electricity from NFE	334,590
Saving per Sunday	565,410
Saving per year (52 Sundays)	~29.4m

Economics for NFE (internal)

- Revenue of about UGX 3.92m a month before VAT on the 6.9 MWh base case
- CFADS about UGX 24.5m a year; project return about 15%; at 55% debt and 12%, DSCR about 1.76x
- Detail: Commercial RPM economics and bankability

Documents

Document	Date	Where
Proposal (PDF and Word), with the NFE company profile	6 Oct 2026 (latest version)	Made in ChatGPT; attach the final PDF to this page
One-page summary for Worship Harvest leadership (PDF)	6 Oct 2026	Made in ChatGPT; attach to this page
UEDCL bills (4 photos) and account statement	Received 18 Sep 2026	Store the originals in Nextcloud and link them here

History

Date	What happened
18 Sep 2026	Bills and statement received; first Commercial RPM model and Phase 2 sizing built from them
19 Sep 2026	Team check-in: model promising but unvalidated; Sunday and event generator use came to light; peak demand is the main gap
1 Oct 2026	Proposal drafted with the company profile, letterhead and watermark
2 Oct 2026	Sunday generator cost added; roadmap section removed; premises ownership, Microgrid Manager and the Phase 1 timeline corrected

Date	What happened
6 Oct 2026	Teammate review handled (tariff basis, 50% minimum, UEDCL bill, ERA registration, Ownership stage wording); one-page leadership summary made
17 Oct 2026	On the business pipeline agenda at the weekly check-in
2 Nov 2026	Team check-in: Dansturn's pain points (voltage problems, generator running the whole building, irregular income); data-first pitch agreed; Dansturn booked a meeting with the Apostle for 3 Nov

Related: NFE Commercial Reliable Power Microgrids · Assessing a Commercial RPM lead · Commercial RPM decision log

---

Revision #5
Created 2026-10-21 22:40:56 UTC by aaron.tushabe
Updated 2026-11-05 02:52:43 UTC by aaron.tushabe