

Funding target: ten Reliable Power Microgrids (Oct 2026)

“ **Provisional, 21 Oct 2026.** Owner: Aaron Tushabe. NFE's working fundraising target for the revised funders' pitch. Nothing here is committed: the allowances are planning figures until site assessments and EPC quotes come in, and the [funders' pitch page](#) stays unchanged until the deployment milestones are set.

The target

US\$500,000 of total programme capital to target **ten new Reliable Power Microgrids** in Uganda over an indicative **18 months**:

- **7 Commercial RPMs** (70%, within the 60–80% commercial mix) and **3 Residential RPMs**
- **US\$315,000** for installations, and **US\$185,000** for monitoring, project preparation, delivery capacity, software, working capital and contingency
- **US\$550,000** if we want room for a fourth residential site while keeping the full contingency

Illustrative portfolio

Deployment type	Number	Indicative battery size	Installed allowance each	Total
Smaller Commercial RPM	3	30–40 kWh	US\$15,000	US\$45,000
Medium Commercial RPM	3	60–80 kWh	US\$25,000	US\$75,000
Large Commercial RPM (Worship Harvest scale)	1	~120 kWh	US\$45,000	US\$45,000
Residential RPM	3	Site-dependent	US\$50,000	US\$150,000
Installations	10			US\$315,000

Deployment type	Number	Indicative battery size	Installed allowance each	Total
Monitoring, preparation, delivery, software, working capital, contingency				US\$185,000
Programme total				US\$500,000

The commercial allowances cover solar, inverters and installation, not just the battery, and average about US\$23,600 per commercial site.

How the figure was reached

Step	Target	What changed
First pass	US\$600,000	7 commercial + 3 residential sites; about US\$430,000 for installations
Checked against NFE's July 2026 SRNE supplier price list	US\$650,000	Equipment for a ~120 kWh / 60 kW / 40 kWp commercial system came to about US\$30,750 before the remaining installation costs, so the plan allowed US\$45,000 per commercial site and US\$50,000 per residential site
Worship Harvest treated as one of the larger sites, not the average (Aaron)	US\$500,000	Commercial sites split into 3 smaller, 3 medium and 1 Worship Harvest-scale; the US\$185,000 non-installation budget kept

Assumptions and caveats

- **Residential scope is the biggest uncertainty.** US\$50,000 per site assumes modest communities with usable existing distribution. Larger communities, extensive new wiring or longer backup would raise it. It needs its own sizing review.
- **Allowances, not quotes.** Every installation figure waits on site assessments and EPC quotations.
- **No offsets assumed.** Customer deposits, future revenue and uncommitted loans are not counted against the requirement.
- **Exchange rate.** The allowances are in dollars, while local quotes come in shillings and the shilling has been volatile ([Macro outlook](#)). For comparison, the Worship Harvest model CAPEX of UGX 120–145m is roughly US\$29–35k at about UGX 4,150 per dollar, so the US\$45,000 allowance leaves room for a complete deployment.

- **Sources of capital.** The draft treats this as total programme capital that could combine grants and project finance. ChatGPT's draft also mentions "patient equity", but the [Fundraising Tracker](#) records that NFE no longer pursues equity funders because, as a co-op, it has no equity to offer. Settle the wording before the pitch goes out.

Draft pitch line

“ NFE is raising US\$500,000 to target ten new Reliable Power Microgrids in Uganda, with 60–80% of deployments serving commercial facilities and the remainder serving residential communities. Over an indicative 18-month programme, this capital will fund customer assessments, microgrid installations, and the software and operating capacity needed to deliver reliable electricity as a service.

ChatGPT's wording, with the figure updated from US\$650,000 to the revised US\$500,000.

Still to settle

- ☐ Deployment milestones for the pitch (needed before the web page changes)
- ☐ Residential site sizing review
- ☐ 7 + 3 sites (US\$500,000) or room for a fourth residential site (US\$550,000)
- ☐ Which sources of capital to name in the pitch
- ☐ Save the final pitch revision (v0.1 is in Aaron's ChatGPT session) here or in Nextcloud, then update the web page

Related: [NFE Commercial Reliable Power Microgrids](#) · [Commercial RPM economics and bankability](#) · [Commercial RPM decision log](#) · [Fundraising Tracker](#)

Source: Aaron's ChatGPT working session "[Commercial RPM Modeling](#)", 21 Oct 2026.

Revision #1

Created 2026-10-21 22:56:27 UTC by aaron.tushabe

Updated 2026-10-29 15:20:30 UTC by aaron.tushabe