



USADF-All On Off-Grid Energy Challenge Proposal Template

(Limit proposal to fourteen pages plus attachments)

Applicant Background Information					
Applicant Name					
Owner(s) & Director(s)	<i>Name</i>	<i>Nationality</i>	<i>Verification document (document type)</i>	<i>% of shares (if applicable)</i>	<i>Home address</i>
<i>Add more lines on a separate sheet as necessary</i>					
Registration Details	<i>Legal form</i>				
	<i>Date of Registration</i>				
	<i>Registration Number</i>				
Applicant History <i>(please provide a brief overview of activities and milestones to date)</i>					
Address					
Telephone Number					
Email address					
How did you hear about					

this Challenge?		
Applicant Profile		
Current Activity		
Past track record of accomplishments <i>(please list 3 noteworthy accomplishments)</i>	1.	
	2.	
	3.	
Describe Past Financial performance <i>(attach audited financial statements for the past 2 years if available)</i>		
Business references <i>(please list 2 including Name, Address, Cell phone number)</i>	1.	
	2.	

Proposal		
Proposal Details		
<p>(i) Summary of business concept <i>Summarize what activities your enterprise will undertake under this investment in two sentences.</i></p>		
<p>(ii) Location and target market/population <i>Explain how your enterprise will benefit marginalized, grassroots people.</i></p>		
<p>(iii) Distance of proposed site to national grid <i>Explain why grid connection is not feasible. Include an estimate of the cost and how long it will take to connect to the grid. If the proposal is for an urban area or an area with grid connections, a justification is to be included.</i></p>		
<p>(iv) Documentation of site selection <i>Describe documentation that land is purchased, leased or will be able to purchase/lease land for proposed site. No changes will be possible to proposed site after selection.</i></p>		
<p>(v) Problem your proposed concept addresses (250 words)</p>		

<p>(vi)Description of business concept</p> <p><i>Provide a specific description of the activities you intend to carry out; how they will be implemented; what the outcomes are; who will benefit; and what the benefits will be.</i></p> <p><i>Include the expected installed capacity in kilowatts.</i></p>	<p><i>Brief description of proposed activities</i></p>	
	<p><i>Intended goals, objectives, and impact</i></p>	
	<p><i>Intended number of new connections to energy</i></p>	
	<p><i>Clean energy technology type</i></p>	
	<p><i>Plans to replicate beyond the investment period</i></p>	

<p>(vii) Key Risks and Plans to Mitigate</p> <p><i>Describe 3-5 risks and the mitigation actions.</i></p>	
<p>(viii) Environmental, Health, Safety & Security Compliance</p> <p><i>Describe any potential environmental, health, safety, and security impacts from the activities, and proposed mitigation measures.</i></p> <p><i>Examples may include disposal of batteries, chemical inputs, disposal of waste, construction accidents.</i></p>	
<p>(ix) Management & Technical Team (Attach CVs)</p> <p><i>Provide nationality of each member of the management team and attach a verification document (e.g., Passport)</i></p>	
<p>(x) Enterprise Ownership & Governance</p> <p><i>Describe the ownership and governance structure of the enterprise.</i></p>	

<p>(xi) Relevant Expertise</p> <p><i>Describe the expertise you have to successfully achieve the proposed outcomes or how you will acquire the necessary expertise.</i></p>			
<p>(xii) Proposed Timeline/ Milestones:</p> <p><i>List 4-6 critical accomplishments, the required deliverable to assess completion of the milestone, and expected completion date given 12-18-month investment duration.</i></p>	Description of milestone	Required deliverable	Completion date

Add more lines on a separate sheet if necessary				
<p>(xiii) Financial sustainability <i>Show how the enterprise will demonstrate profitability, including at a minimum revenue covering operating costs, before the investment period ends.</i></p>				
(xiv) Financial Estimate (Please provide indicative values, based on your own prior experience)				
<p>Revenues <i>(based on initial assumptions for types of customers, service units and pricing)</i></p>	Indicative Category	Year 1	Year 2	Year 3
	<i>e.g. Service fees</i>			
	<i>Usage fees</i>			
	TOTAL			
<p>Expenses <i>(please indicate categories and forecasts for recurring operating costs)</i></p>	Indicative Category	Year 1	Year 2	Year 3
	<i>e.g. Ongoing Maintenance</i>			
	<i>Operating Expenses</i>			
	<i>Staff</i>			
	TOTAL			
<p>Net Profit <i>(Revenues – expenses before tax and depreciation)</i></p>		Year 1	Year 2	Year 3
<p>Net Income <i>(Net profit after tax and depreciation)</i></p>		Year 1	Year 2	Year 3
<p>(xv) Estimated Return on Investment</p>				
<p>(xvi) Total Costs <i>Please describe all costs associated with the proposed activities INCLUDING the \$100,000 challenge funds.</i></p>	Cost Item	Cost Estimate		

<p><i>Examples include: Buildings, Capital equipment, Other development costs, Working capital</i></p>		
<p>(xvii) Status of Other Investors/Funders: <i>List other funding sources, amounts and status of funding request.</i></p>		
<p>Proposed Use of Funds (up to \$100,000 to be provided to the winner(s) of this competition)</p>		

<p>(xviii) Proposed Use: <i>Please explain briefly</i></p>		
<p>(xix) Budget Detail: <i>Provide a budget for the use of the \$100,000 Challenge funds. Provide an estimate for each identified item.</i></p> <p><i>Be as specific as possible on items over US \$1,000.</i></p>	<p><i>Budget Item</i></p>	<p><i>Budget Estimate</i></p>
	<p><i>e.g., solar panels, inverters, cement</i></p>	

(xx) Budget Justification	<i>Budget Item</i>	<i>Justification</i>
<p>A detailed budget justification is to be included. A narrative describing why the proposed equipment is appropriate in size and scope for this plan. This is to show why each budget item proposed is required and why each budget item is needed at that level.</p> <p>Example: Why are these sizes of solar panels required? Why is this size of generator required?</p> <p><i>NOTE: Three quotes are to be included for all items over US \$3,000. Contact information for the quotations is to be included. Quotations should provide specifications of items being proposed, for example, size and type of solar panels. During the due diligence phase, all costs for budget items over US \$3,000 will be verified.</i></p>		

Add more lines on a separate sheet if necessary.

Attachments:

1. Nationality verification documents of owners and managers (passports)
2. Proof of registration (registration document)
3. Referral letters
4. Financial model
5. Prior audited financial statements for the past 2 years (where available)
6. CV of Key Management & Technical Personnel
7. 3 quotations for items over US \$3,000 (contact information for each quotation included)