



RENEWABLE ENERGY CHALLENGE FUND (RECF): CLEAN COOKING WINDOW

Online EOI Form Questions

Name:

Email:

Grant Category you are applying to:

- Small Grants [US\$ 50,000 - US\$ 75,000]
- Large Grants [US\$ 75,000 - US\$ 150,000]

Please read the EOI General Information Document and the FAQ Document prior to filling this online form. We also encourage you to print the PDF version of the form to prepare your answers in advance.

Avoid using general statements. Be specific, give numbers, use examples from your own business experience and research, where possible.

Your entries will be saved automatically as a draft.

About the Lead Applicant

1. About the Lead Applicant: General Information & Contact Details

1.1 Company Name (Lead Applicant):

Please enter the name of the company that will act as the lead applicant. The 'lead' applicant is the organization through which the grant will be channeled, who will be accountable for all the funds, and who will operate as the main point of contact with CleanStart for the duration of the project.

1.2 Type of Business Entity:

What is the legal form of your company?

1.3 Company Address in Uganda

1.4 Is your head office in Uganda? Yes / No

- IF NO: Head office address:

1.5 Company Website

1.6 Contact Person & Lead Project Manager

Title /First Name/Last Name /Email /Tel/Skype username

2. About the Lead Applicant: Registration & Operations in Uganda

1) Companies applying to the small grants category must be legally registered and operating in Uganda since at least one year as of September 1st, 2017;

2) Companies applying to the large grants category must be legally registered and operating in Uganda since at least 2 years as of September 1st, 2017;

3) UNCDF will also accept applications from companies that are registered in Uganda since less than the required number of years if they are the subsidiary of a foreign company that has been operational since at least 2 years and has a proven track record in the clean cooking sector.

Furthermore, your company must be registered in Uganda before September 1st, 2017 and it must already be active in the country either directly or through a well-established local partner(s). Companies that do not have sufficient experience operating in Uganda should partner with a relevant local company.

4) Companies that do not fully fulfil these criteria and still wish to apply are encouraged to do so as part of a consortium led by an eligible lead applicant.

2.1 Is the company registered as a business in Uganda? Yes/No

- **IF YES:**

2.2 Date of registration in Uganda

MM/DD/YYYY

Note: In case your application is shortlisted, you will be required to provide a certificate or other proof of registration in Uganda together with your full proposal.

2.3 Is your company a subsidiary of a foreign company? Yes/No

- **IF YES:**

Name of the parent company

Type of entity (Legal Form)

Where is the parent company registered? Country

Date of registration of the parent company MM/DD/YYYY

- **IF NO:**

2.4 Where is your company registered?

Country

Date of registration MM/DD/YYYY

Is your company active or selling products in Uganda through a partner? Yes/No

Which partner(s)?

When will your company be registered as a business in Uganda?

2.5 Start of operations (Globally)

MM/DD/YYYY

2.6 List of countries where your company operates *

Enter up to 20 words.

2.7 Start of operations in Uganda

MM/DD/YYYY

2.8 In which regions (and districts) of Uganda is your company currently active?

Central Region:

Eastern Region:

Northern Region:

Western Region:

3. About the Lead Applicant: Financial Statements

3.1 Do you have statutory financial accounts for at least 1 (OR 2) year? Yes/No

Statutory financial accounts are required. Please refer to notes below for more details.

3.2 Please submit your audited financial statements for the last year.

Upload a file

We'll accept .pdf

Please note:

1) Companies applying to the Small Grants are required to submit their audited financial statements for at least 1 year. And at least 2 years for those applying to Large grants.

2) If audited financial statements are not available at the time of submission of the EOI, the applicant can submit unaudited financial statements but must submit audited financials prior to signing a contract with UNCDF;

3) Only the financial statements of the Lead Applicant are required;

4) Subsidiaries of foreign companies should also submit the financials of their parent company in case they have been operational in Uganda since less than a year.

4. About the Lead Applicant: Membership to National Industry Association(s)

4.1 Is the lead applicant a member of one of the national industry associations (e.g. UNACC, BEETA, UNBA, ULPGA, etc.)? Yes/ No

In case the lead applicant does not hold such a membership, it must become a member of one (or more) of the above-mentioned associations (e.g. UNACC, BEETA, ULPGA, UNBA, etc.) prior to the signing of the RECF funding agreement.

Which one(s)? *

- UNACC
- BEETA
- UNBA
- ULPGA
- Other

5. About the Lead Applicant: Your Business

5.1 What is your company's core business model? How does your company generate revenues?

Enter up to 100 words.

5.2 How does your company distribute products (or provide services) to its customers?

Enter up to 100 words.

5.3 What is your track record so far in the clean cooking business? If you do not have direct experience, provide your partner(s)'s information.

Enter up to 150 words.

[Include monthly production and/or sales figures for at least the previous 2 years of operation globally and/or in Uganda]

5.4 How many products/services have you sold to date in Uganda?

5.5 How many products/services have you sold to date globally?

The Proposed Business Idea

6. The Proposed Business Idea: Summary

6.1 Project title

Concise, easily understandable

6.2 One sentence description of the proposed business idea

Enter up to 20 words.

6.3 Proposed start-date MM/DD/YYYY

No later than 30th September, 2017.

6.4 Proposed end-date MM/DD/YYYY

No later than 2019 for Small Grants and 2020 for Large Grants.

6.5 Project duration

[Months]

Enter up to 36.

Up to 2 years (2017-2019) for Small Grants.

Up to 3 years (2017-2020) for Large Grants.

6.6 Budget Summary

	Amount [USD]	% of Total	
Proposed RECF grant			Max. 60%
Lead Applicant's (and partners) contribution (Cash)			Min. 20%
Lead Applicant's (and partners) contribution (In-kind)			
TOTAL			

Please download and complete the provided Budget Template prior to filling this table.

- 1) For Small Grants the RECF grant must be between US\$50,000 and US\$75,000.
- 2) For Larger Grants the RECF grant must be no greater than US\$150,000.
- 3) Applicants must contribute at least 40% of the total project costs with at least 20% in cash and the remainder in-kind.

Please upload the completed EOI Budget Template

Upload a file

We'll accept .csv, .xls and .xlsx
The provided budget template must be completed and uploaded here.

7. The Proposed Business Idea: Clean Cooking Solution

7.1 What type of technology do you propose to use?

- Improved Cookstove (Charcoal)
- Improved Cookstove (Firewood)
- LPG
- Biogas
- Briquettes (non-carbonized) & Pellets
- Briquettes (carbonized)
- Ethanol
- Other: SPECIFY

Select one or multiple solutions.

7.2 Provide a more detailed description of the proposed technology and/or the fuel.

Enter up to 100 words.

7.3 Has the technology been tested by an independent body? Yes/No

If yes, which one(s)? Was the technology tested in a lab and/or in the field? Provide details.

Enter up to 80 words.

What are the high level findings (e.g. efficiency, fuel consumption, etc.)?

Enter up to 100 words.

7.4 What is the expected lifetime of the product?

[Years]

7.5 Is the product/service compliant with any specific safety, performance and/or quality standards of guidelines? YES/NO

Which one(s)?

Enter up to 60 words.

7.6 Do your products come with a warranty? YES/NO

What is the duration of the warranty?

[years]

7.7 Do you provide after-sales services and customer support? YES/NO

Provide details *

Enter up to 60 words.

7.8 Provide information on the pricing of the product/service

Enter up to 100 words.

7.9 Please submit product specifications, test results and certificates of compliance to standards, and product photographs

Upload a file

8. The Proposed Business Idea: Business Model & Target Market**8.1 Describe the business idea you propose to implement.**

Enter up to 300 words.

8.2 What elements of your business idea (including the product/service) are innovative? In which way could your idea change/improve the way business is done in the clean cooking sector in Uganda?

Enter up to 150 words.

8.3 Describe the target market for your business idea.

Enter up to 150 words.

If you have conducted market research, mention it here.

Target regions of Uganda

- Central Region
- Eastern Region
- Northern Region
- Western Region

Target districts:**Application:**

- Domestic (Households)
- Commercial (e.g restaurants)
- Institutional (e.g. schools)
- Other

Setting

- Urban
- Peri-Urban
- Rural

Please refer to the General Information and FAQ documents for guidelines regarding the admissible target settings for different technologies.

8.4 Do your target customers have the ability to pay for your product? Do you have a financing scheme in mind?

Enter up to 80 words.

8.5 How many new customers/clients will the business idea help you reach between Q3 2017 and the end of 2020?

Year	Units Sold	# of Households	# of Institutions	# of Enterprises	# of People Reached
Q3, 2017					
2018					
2019					
2020					

For Small Grants provide figures for 2017-2019.
For Large Grants provide figure for 2017-2020.

Briefly explain the logic behind the proposed figures.

Enter up to 80 words.

Also tell us which assumptions you made to calculate the figures above (e.g. estimate of 5 people per household).

8.6 How will the proposed business idea become commercially sustainable after the project period? Can it be scaled or replicated?

Enter up to 100 words.

9. The Proposed Business Idea: Impact

9.1 What value will your business idea deliver to your customers? Which customer needs are being satisfied? Which problems is it helping to solve?

Enter up to 100 words.

9.2 What development impact will the business idea have on low-income households, institutions and entrepreneurs - especially women and youth?

Enter up to 100 words.

Note: If you have conducted any impact studies, mention them here.

9.3 How will your business idea promote women and youth employment? Indicate what type of jobs will be created and how many?

Enter up to 150 words.

Note: This is a mandatory element for all projects. Those projects that best incorporate this element will receive a higher score.

9.4 What impact will this new business idea have on your organization? On the clean cooking market in Uganda?

Enter up to 50 words.

10. The Proposed Business Idea: Milestone Activities for 2017-2020

10.1 Please list the key project milestone activities.

#	Title	Brief Description
1.		
2.		
3.		
4.		
5.		

[Add additional rows as required - Up to 10]

11. The Proposed Business Idea: Implementation & Project Management

11.1 What stage of implementation is the business idea currently at?

Enter up to 50 words.

[Ideation? Pilot? Expansion?]

11.2 What activities need to take place and/or key resources are required before the business can begin implementation of the project and deliver results?

Enter up to 100 words.

Example: Revised business plan; initial funding, delivery and/or manufacture of products; further development of the product; going from prototype to mass production; recruitment of senior staff; or setting up partnerships; purchase and installation of new equipment; securing a permit or license; etc.

11.3 Why do you think your company will be able to implement the proposed project?

Enter up to 150 words.

Provide an example of a similar project your company (or your implementing partner) has implemented in the past.

11.4 Describe how the project will be managed and the involvement of senior leadership in the implementation.

Enter up to 100 words.

11.5 Experience/Skills of the proposed Project Manager:

Enter up to 50 words.

12. The Proposed Business Idea: Risk Management & Mitigation

12.1 What are the most important risks of the business idea? How will they be managed or mitigated?

Risk	Management / Mitigation strategy

[Add additional rows as required - Up to 10]

13. The Proposed Business Idea: Partnerships & Consortia

13.1 Are you applying individually or as a consortium?

- Individual Applicant
- Consortium

13.2 Please outline the partnership(s) or consortium you have developed (or will develop) to deliver this project, and the roles of the consortium members or partners.

Partner [name of organization]	Role in implementing the business idea?	Has this partnership been formalized? What type of agreement is in place?

[Add additional rows as required - Up to 5]

14. The Proposed Business Idea: Additionality

14.1 Why does your project require grant support rather than other commercial sources of finance? Would it take place at all without RECF funding? Or would it take place on a different scale or address a different group?

Enter up to 80 words.

15. The Proposed Business Idea: Available Funds & Leverage Potential

15.1 Have you already secured additional funding for the proposed project? YES/NO

List any additional funding already secured for the project.

Source [include name of funder]	Type of Funding	Purpose of funding	Amount [USD]

[Add additional rows as required - Up to 5]

15.2 Are you currently seeking funding for this project from other sources? YES/NO

How much? In which form (e.g. grant, loan, etc.)?

Enter up to 50 words.

15.3 If you are successful in obtaining RECF funding, how will you leverage this to obtain funding from other sources?

Enter up to 80 words.

I hereby certify that the information provided in this form is true, complete and accurate to the best of my knowledge.

If you wish to share with us a draft EOI prior to submitting.

- 1) Complete the EOI online form (all sections)
- 2) Click "Preview" [Do not click "Submit"]
- 3) Click "Export a PDF"
- 4) Email us the PDF (and any other relevant attachments)

You can still edit your draft and submit it when ready.

To book a time slot for a meeting with a UNCDF Team member please use the following link:
<http://doodle.com/poll/vzghwzucib7ctzm>