



Fact-finding:

Location

Technology

Fuel

**Customers/Local
Conditions**

Skills Inventory

Required Permits

**General Market
Conditions**

Feasibility:

Natural Resources

Technology

Contracts for Fuel

Land

Permits

Customers

Local/National Energy Plans

**Macroeconomic, Political
and Social**

Project Team

Contracts and Suppliers

**Estimates of Revenues, Capital
Cost, and Operating**

Prelim Financial Analysis

Business Plan:

Location & Technology

Agreements

Sponsors and Advisors

Market

Implementation

Finance

Impacts

Risk



AFRICAN RURAL ENERGY ENTERPRISE DEVELOPMENT (AREED)
A UNEP INITIATIVE SUPPORTED BY THE UN FOUNDATION

A project is feasible when:

1

**LAND, TECHNOLOGY, CUSTOMERS,
PERMITS, FUEL, TEAM**
are all available

AND

2

Putting them together
makes...

**Economic, social and
environmental sense**



Facts gathered must be:

- **Relevant**
 - **Adequate**
 - **Accurate**
-



The four common business types:

- Sole proprietor
 - Partnership
 - Limited company
 - Cooperative
-



You need to know about:



“...and what must I know in order to choose the right structure?”

- Business registration requirements
- Start-up costs
- Number of owners
- Financial responsibility for business debts
- Decision making in the business
- Tax regime
- Others...?