

## Proposals and Adoptions

- To support the initiative of early stage involvement to guarantee shareholders and lenders involvement ensuring informed agreements.
- Provisions to be made regarding the industries representatives (ARE) to negotiate acceptable prices of equipment to ensure optimal investments.
- EC to consider partnerships with potential senior lenders in targeted countries so as to ensure relaxing some lending criteria to projects that the companies would propose.
- In support of the business models proposed but will mean changes in current models in place to ensure conformity to the fund while in favour of bundling small proposals.
- Selection criteria to consider projects in areas with the lowest rates of electricity access in the targeted countries as well as already established small projects.

## Our Results

- Adopting the A-B-C model through creation of a private company will attract private investment to power a fishing plant as well as to stimulate community commercial business potential in agriculture, information technology and other community enterprises at local level .
- To ensure further sustainability the A-B-C company will increase its market base by distributing services through energy saving projects in surrounding swampy areas as well as grid connected rural areas with low voltage and intermitted supply (as encouraged by the Zambian Government).
- Kafita Co-operative as a small utility would further expand its plant into a hybrid for increased capacity and project bankability through the possible bundling with others.