

APPLICATION FORM FOR FUNDING PROPOSALS

Eligible Country: Tanzania

CookFund for Accelerated Market Rollout of Clean Cooking Solution Programme

General Business Information	
Enterprise/Company Name:	Mazingira Company Ltd
Type of enterprise:	Limited company
Business registration number:	14287890 (BRELA)
Date of incorporation/registration	30/05/2015
Type of proposed clean cooking solution:	LPG (Liquid Petroleum Gas)
Postal Address:	P.BOX 123 DAR ES SALAAM
Office Telephone:	0787 897 0XX OR 0678 980 64X
Office Email:	mazingiraltd@mazingira.co.tz
Mobile No. of Owner Developer/Director:	0764 876 90X and 0756 892 2XX
Location of the Enterprise/ Physical Address:	Mbuyuni Street, Sokoni Road, Plot #8, Next to Mapinduzi Primary School.
Region:	Dar es Salaam
District:	Ubungo
Ward:	Kibamba
Street:	Mbuyuni
Total number of employees:	4 (full time), 7 (part time) Total = 11
Ratio of male to female employees (e.g., 12 males: 15 females)	7 males or 4 females
Total business capitalization (TZS or EURO):	TZS 205,000,000



1. **Project Description and Background Information/ Summary**

[Provide a brief description of the business, including objectives, expected outcomes, revenue and profits, business experience in clean cooking solutions, key features of cooking product offered, developmental impact(s) to communities and funding requirements]

Background/brief history of the enterprise:

Mazingira is a limited company incorporate in 2015, since then the company has been in the business of distributing LPG cylinders to the households. It started as dealer, selling LPG cylinders, gas stoves and provision of supporting service to end users. From 2018, Mazingira Ltd became a super dealer after passing through the necessary requirements both by the regulators and LPG main importer (XYZ Co Ltd). The company has a business license issued by XXX council, EWURA, OSHA and Fire Service compliance certificate. As a super dealer, currently Mazingira Ltd distribute an average of XXX metric tons of LPG per month. Our coverage is the whole of XYZ district working directly with YYY dealers who serve approximately 23XX households.

Our Mission:

Our mission is to deliver clean cooking solutions to household and contribute to protecting the environment for the benefit of our generations.

Vision:

Our vision is to make differences through innovative solutions that transform communities.

Business objective(s):

To make LPG solutions reliably available close to every household at affordable price.

Business owner(s):

First Name	Last Name	Gender	Nationality	Type of ID	Identification number
James	Mazingira	Male	TZ	National ID	1987090711189222
Juma	Mazingira	Male	TZ	National ID	1987090711189222

Years of experience in clean energy cooking industry:

7 years (5 as dealers and 2 as super dealer)

Customer base (Types of customers serviced and their locations, example; households, restaurants, institutions, retailers, wholesalers):

- Directly, we serve 40 institutions (15 schools, 5 hospitals and 20 restaurants/hotels)
- 52 dealers located in XYZ district.
- Directly we sell to 1200 households monthly.

Last 12 months revenues and profits generated (TZS or EURO):

For the past 12 months, the company managed to sell a total of XXX tons of LGP gas, XXX cylinders and XXX stoves giving a total of TZS XXX mil for the same period. (see attached financial statement).

Current developmental outcomes and impact(s): (Describe expected social, economic, and environmental impacts from the proposed support)

- Use of LPG gases afford the community to shift from charcoal which is traditional fuel and saves a lot of tons of trees that are cut every day. Trees takes time to grow, and they are beneficial to our environment. Penetration of affordable LPG help reduce the demand for charcoal and overtime save tree cutting.
- Apart from saving the environment, reduction use of charcoal reduces carbon emission thus saving the health especially of women who are mainly responsible for cooking.

2. Information about the Enterprise Management

[Provide a profile of the promoters involved in the project and the management team of investors/company. In case of a greenfield project, and management is currently not in place, indicate any plans to the extent possible]

Management details. (NB: Key Staff may include Accountants, Sale Personnel, Security, Store managers, etc.)

First Name	Last Name	Nationality	Gender	Role	Years of experience	Mobile No.
James	Mazingira	TZ	M	Director	7	07xx xxx xxx
Juma	Mazingira	TZ	F	Manager	5	07xx xxx xxx
Alex	Bakari	TZ	M	Accountant	3	07xx xxx xxx

3. Information about the Product

[Type of cooking technology stoves and/or fuel you are engaged in]

Please select and fill below:

Tick (v)	Energy Type
<input checked="" type="checkbox"/>	Liquified Petroleum Gas -- LPG (Stoves, Cylinders, fuel)
<input type="checkbox"/>	Natural Gas— (Stoves, Cylinders, fuel)
<input type="checkbox"/>	Ethanol/ methanol/ Bioethanol (Stoves, Cylinders, fuel)
<input type="checkbox"/>	Electricity (Stoves, equipment)
<input type="checkbox"/>	Briquettes (Stoves, fuel)
<input type="checkbox"/>	Improved Cook Stoves (Stoves)
<input type="checkbox"/>	Other technologies (specify)

Product sourcing information [where do you source your clean cooking technology and/or fuel?]

Cooking solution i.e., stoves, cylinders, fuel, other	Describe cooking solution i.e., LPG, electricity	Sourcing type i.e., local, import	Modality of payment cash or credit.	Type or source of raw materials (if self-manufactured)	Supplier name (s) (if applicable)	Supplier location
Cylinders	LPG	Local Suppliers	Cash	n/a	Oryx/Taifa/Lake etc	XYZ Mwanza filling station

Transportation and logistics [how do you transport your clean cooking technology and/or fuel?]

Cooking solution	Mode of transport	Transporter name(s)	Transport cost per unit (in TZS or EURO)	Lead time in days (order to delivery)
Cylinders	Road haulage	Trucks (Owned & rented)	Tzs5000	10 days
LPG Gas	Road haulage	Trucks (Owned & rented)	TZS 30	15 days

4. **Photos:** Provide photos of business premises and cooking products (maximum 5 best photos with minimum 1MB each). Provided.

5. **Technical Information**

5.1. **Technology**

[Provide information about the type of cooking technology]

LPQ (Liquified Petroleum Gas) is a product of refined petroleum fit for several uses including powering of the cooking equipment. In Tanzania the gas is imported as final product and in large quantity by licensed big importers who have storage and filling facilities. The importers/suppliers upon importation, they fill the gas into cylinders of different sizes. As super-dealers, we buy already containerized cylinders from suppliers, transport, store and distribute through dealers and direct to some customers.

5.2. **Testing and certification**

If the product has been tested in the lab and certified by authorities such as Tanzania Bureau of Standard, feel free to share a copy of testing results.

Testing and certification of the gas are done at the importer/supplier level.

6. **Market Demand and Supply**

[Provide details on Stove and fuel availability and demand]

In my area of YYY, only around XX% of the households are already using LPG, only one company XYZ is operating in this area. Among the reason for low penetration is the inability of distributors to reach out to the wider community. Additionally, the initial cost of buying the stoves and cylinders is still high, limiting the number of new customers.

(i) Is the type of technology (stove, cylinder, fuel etc.) easily available, accessible and can it be conveniently purchased by end users?

If Yes: Explain,

LPG stoves can be accessed from various shops and from a couple of dealers within the area, cylinders are accessible mostly and easily from XXX number of dealers in the area. However, the access rate drops as you move far from commercial centers. Uptake is still low among other reasons is the initial cost of buying the set, customer awareness and willingness to change.

The 6k cylinder is highly convenient, customers can easily transport it and since it comes as a complete set, it is the most preferred size with potential for growth.

If no, explain the challenges and how are you planning to address them-----

(ii) What is your monthly turnover (sales) in terms of units and value in TZS or EURO?

xyz units and TZSXXXM on average per month.

(iii) Describe your customer/client base and their location?

Currently I have XXX active customers, 90% are based in XXX & YZK areas.

(iv) What are the main challenges for your expansion plans?

Lack of working capital to buy more from the suppliers for the expansion and for outreach.

7. Investment and Funding Requirements and Returns

[Describe the project cost breakdown, financial plan indicating expected sources of funding, financial projections with calculations of return on investments (if applicable), and identification of critical factors determining profitability and business viability]

Total costs and cost breakdown (TZS or EURO) Required for Expansion.

- Increase distribution of cylinders from 2xx to 4xx customers in areas of YYY, XXY, KXY and JXY = TZSXZm
- Increase stock of cylinders from XYZ MT to XZK MT to serve the new customers = XYZm.
- Expand the storage facility from XYZ capacity to XZK capacity = XYZm
- Purchase 3 tricycles and one motorcycle = XYZm.

Financial/funding plan (TZS or EURO)

The total cost of the expansion is 5xxx. I will contribute 3xx from own savings/businesses, 1xx will be a loan from XY Bank and I request 1XX as support from this call. With this, in total **4XXX** new customers will be served within a period of XXmonths.

Financial projections (TZS or EURO)

We expect to increase our sales of cylinders by XXY units which is 56% while maintaining the 39% net margins. On average the revenue will be TZSXXX per month and Net profit of TZSYYY per month. (see annex on financial projection)

Factors determining profitability/viability

Increased number of units sold and low cost per unit.

Current price of stoves/fuel for end users and proposed price in case of successful application ⁱ

- i. For LPG complete set: 6kg (current = TZSXXX, proposed = TZSXXX), Give reason
- ii. LPG Cylinder: 10kg (current = TZSXXX, proposed = TZSXXX)
- iii. LPG Cylinder: 15kg (current = TZSXXX, proposed = TZSXXX)

8. Detailed implementation plan

[Provide an implementation plan including details of all steps/tasks to project completion, status of the tasks e.g., completed/in progress and the expected time or date of completion of each task. Separate attached elaboration file is highly encouraged]

- Please find the below implementation plan.

Activity	Week_1	Week_2	Week_3	Week_4	Week_5	Week_6	Week_7	Week_8	Week_9	Week_10	Week_11
Receipt of fund from UNCDF											
Receipt of fund from Bank (loan)											
Ordering of new cylinders											
Delivery of cylinders											
Sales											
Monitoring/Customer care											

9. Regulatory Compliance and Certification

[Provide details of compliance to applicable government regulations, including any specific project specific licenses, permits, incentives or other types of support to the project that may be available. Expected compliance documents include certificates of business registration (business license and/or certificate of incorporation), TIN certificate, TRA tax clearance, EWURA permits, OSHA registration certificate, etc.] Please attach scanned copies.

Our business is registered and licensed as below (also see attached certificates);

- BRELA + Business license.
- TRA (TIN + Tax clearance)
- EWURA
- FIRE
- OSHA
- WCF and NSSF
- etc

10. Development Results (Outcomes and Impacts)

[Describe the expected development outcomes and impact(s) from the investment accruing to the enterprise and affected communities, e.g., job creation, income generation, empowerment of disadvantaged groups, including women and youth and rural populations, etc.]

Number of jobs to be created (direct and/or indirect)

4 new staffs (2men and 2 female)

Expected number of units to be sold through the project support

200 units of new cylinders will be sold with XX months.

Number of households expected to be served and benefit from the project

160 households will be served by our products.

Social benefits of the project to the broader community (including but not limited to empowerment to disadvantaged groups and/or women and youth, etc.)

We will employ 3 disabled people as drivers of our tri-cycles. We will assist 10 widows to become dealers of LGP in new areas of X, Y, Z. Further, we will donate XY cylinders of 6kg to X dispensaries and Y schools.

11. Additional documentation, if available

[Please indicate which other types of supporting documentation you are submitting with your proposal]

Documentation	Submitted <i>[select appropriate option]</i>
Photos of business premises and cooking products	Yes
Business plan	Yes
Financial/Cash flow analysis	Choose an item.
Detailed implementation plan	Yes
Tax Identification Number (TIN) certificate and tax clearance letter	Choose an item.
Certificate of incorporation (if applicable)	Yes
Business license	Choose an item.
Letter of introduction from bankers	Yes
Audited financial statements (for established entity/company)	Choose an item.
<i>Other: Financial projections, information about strategic partners, expansion plans, tenders etc.</i>	Yes

12. Confirmation

I hereby confirm the information provided in this form is accurate to the best of my knowledge. [confirmation should be provided by an approved representative of the enterprise]

Full name and Title	Signature	Date
James mazingira (Director)	&&&&&&&&	01/09/2022

Submit this form along with and any supporting documentation to the recipient cookfund.tz@uncdf.org before the deadline of the first round of application and funding i.e., 16th December 2022.

Please note: Applicants who do not submit both the application form and supporting documents within the deadline will not be considered.

For further instruction on submission please refer to the Call for Proposal (CfP) document.

ⁱ The declared prices will be subject to verification by UNCDF, incorrect findings may lead to exclusion or invalidity of the agreement

FILLED SAMPLE