

WOMEN IN BIODIESEL ACCELERATOR 2020



OVERVIEW

Empowering woman-owned and managed businesses to participate in the growth of Bioenergy or Biofuels in South Africa

The Women in Biodiesel Accelerator 2020 is an initiative that aims to accelerate the commercial viability of participating businesses in order to strengthen South Africa's biodiesel supply chain. From the **collection of used cooking oils (UCO)** to the **conversion of the UCO into biodiesel**, and to the sale of biodiesel into the commercial market.

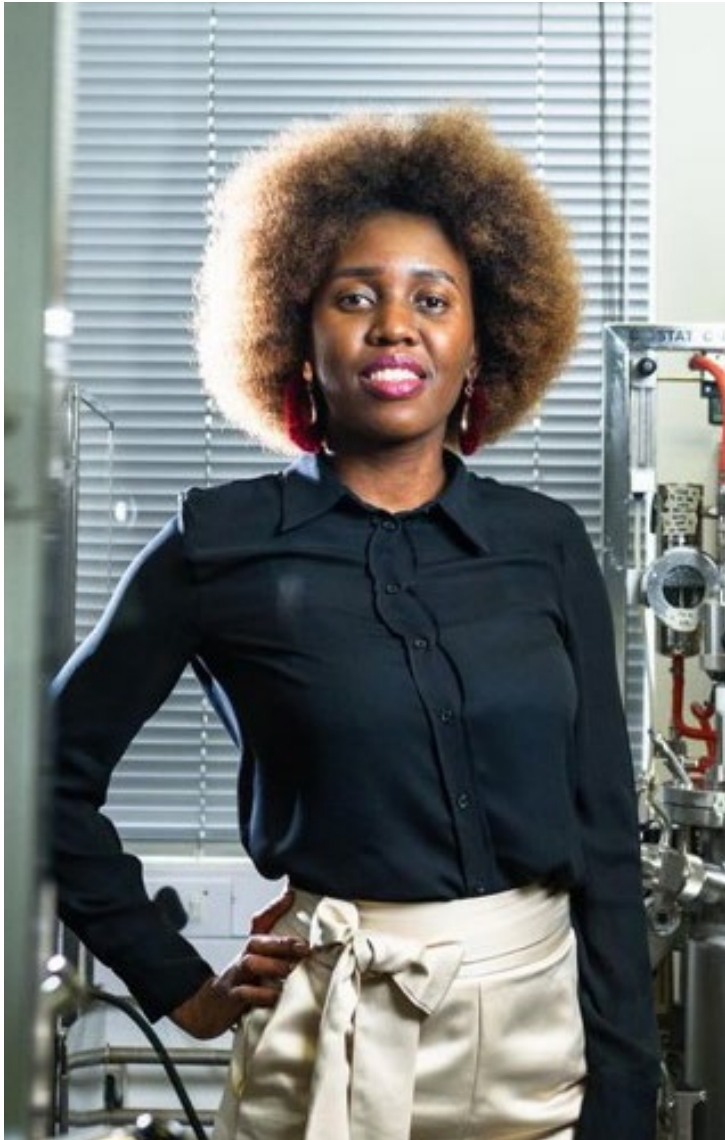
The initiative will provide business acceleration support, biodiesel technology and market access. The initiative supports the growth of viable women-owned businesses already collecting UCO and producing biodiesel (or who want to expand operations to include collection and biodiesel production) in South Africa. Scaling potential for the initiative aims to collectively produce 6 million liters biodiesel per annum (the equivalent of 26 000 MWh/year of renewable energy mitigating 15,000 ton CO₂ per annum).






The project is brought to you by the following partners:

EEP Africa, Fetola, iLive & SAEON



SUSTAINABLE DEVELOPMENT PROGRAMME GOALS



8 DECENT WORK AND ECONOMIC GROWTH 	SME Development 10 SMEs plus 75 permanent jobs, R15 million investment
5 GENDER EQUALITY 	Gender Equality 10 Woman Owned SMEs, plus 50% female & 50% youth jobs
9 INNOVATION AND INFRASTRUCTURE 	Sustainable Energy 3,000,000 ltr of biodiesel production per annum
7 AFFORDABLE AND CLEAN ENERGY 	Energy Access 3125 users (households), saving an estimate R2/ltr or R 160/ month
13 CLIMATE ACTION 	GHG Savings mitigating 24,000 tCO2 per year through fossil fuel displacement



FOCUS AREAS

We are looking for women owned or managed businesses in the biodiesel production sector with the skills and experience to participate in the growth of South Africa's sustainable biodiesel industry.

If you have an existing business that already collects UCO, producing biodiesel, or involved in the vegetable oil supply chain, then we invite you to apply to this new, exciting business acceleration programme.

Businesses who meet the criteria will participate in a business scaling accelerator that includes business acceleration, technical support, and the opportunity to take their business to a new level of commercial viability.

Selected businesses will be part of an exciting new commercial initiative that aims to strengthen the South African biodiesel supply chain. Used cooking oils will be converted into biodiesel and sold into the commercial market.



PROJECT DESCRIPTION: SUMMARY OF ACTIVITY/ SUPPLY-CHAIN

PROGRAMME OFFERING

1. Access to Biodiesel production technology
2. Technical mentoring support
3. 18 months of business acceleration support
4. A range of practical, business-skills training workshops
5. Access to finance and markets
6. Infrastructure support

ELIGIBILITY CRITERIA

1. Women owned or managed businesses in the biodiesel production sector
2. The business should be operational, with preference to sustainable and viable businesses
3. Able to prove at least one year of operational history
4. The owner should be involved full-time in the business
5. Able to demonstrate existing infrastructure

WHAT TO EXPECT FROM THE ACCELERATOR

The Women in Biodiesel Accelerator empowers entrepreneurs by building business skills, technical skills and leadership confidence.

Once an entrepreneur has been accepted into the accelerator, a process of self-assessment, goal setting and growth begins.

Each business's performance will be closely monitored.

Each entrepreneur will set business milestones with the help of their mentor to be achieved while on the programme.

The intention is to help entrepreneurs identify the next steps to support their growth and development - both during the programme and beyond.



Women in biodiesel accelerator | supplier development

The Women in Biodiesel Accelerator includes the following elements:

Investment and Market Readiness

Access to Feedstock: Support services will be provided to access UCO supply

Access to Market: The commercial partner, iLive (<http://iliveworld.co.za/>), will provide market access by means of supply and offtake agreements for new cooking oils, used cooking oils, processing materials, and biodiesel for the following:

Buying 30,000 liters (min) of used cooking oils per SME, and buying 25,000liters of biodiesel per SME

Access to Finance:

- There is no guaranteed funding as part of this programme, however, the intention is to facilitate appropriate access to finance opportunities for entrepreneurs
- The core focus of access to finance will be for capital and operating expenditures

Project Media, Marketing & PR

Support services from a dynamic team of media and marketing specialists will provide the following:

- **SME branding:** Each participant will receive a professional company profile to be used for marketing purposes
- **Pitch deck:** Each entrepreneur will be supported with compiling a pitch deck to better sell their product
- **Project Media & PR:** The programme creates visibility and awareness on various media platforms like social media, print, online, radio and TV

Workshops: Bespoke workshops are designed to help inform strategic business models and scenario planning

Mentoring: Business mentoring services will be delivered by experienced specialists and will include one-on-one and group mentoring sessions

Tools & Templates: Entrepreneurs will get access to a wide range of Fetola's proven business growth resources will be provided

What is Expected from Participants



The Women in Biodiesel Accelerator is a first of its kind and has a holistic programme offering. The programme offers a variety of support and full participation in the programme is required to access each level of support.

Our expectations of all participants are as follows:

- Participate fully in all workshops, peer groups and training
- Complete all programme surveys as requested
- Submit monthly business data – including simple online financial reports
- Regularly and proactively engage with mentors, ensuring that their knowledge and support is utilised
- Meet all milestones agreed upon in your growth plan
- Maintain open, two-way communications (including any concerns and suggestions) with our friendly team
- Share ideas, connect and help yourself and others to succeed
- Communicate with the team regarding any new developments in your business
- Ensure that you return email/calls within 2 working days

Plum Park, First Floor,Block C, 25 Gabriel Rd,
Plumstead, Cape Town, 7800

Tel: 086 1111 690

womeninbiodiesel@fetola.co.za

www.fetola.co.za

