

# Humanitarian Funding



- 1) Humanitarian, environmental and social impacting projects only and must generate revenue (ROI).
- 2) No politically unrest or banking instability is accepted.
- 3) Minimum \$150M up to billions (SOME EXCEPTIONS).
- 4) Federal/State Government Support – NON-RECOURSE.
- 5) Full NON-DEBT funding for the length of the project.
- 6) 60% gifted back to the country/developer at the end of the project. with the remaining 40% retained by the financing group.
- 7) Once the project is accepted and all documentation completed 6-8 weeks before first draw down.



## PROJECT FUNDING PROCEDURES

Version 1: September 26, 2020

### 1 Project Submission

- A\_ Confirm Parties submitting** the Project Proposal  Government  Developer  EPC  Agent with Government  Agent with Developer  Agent with EPC
- B\_ Submit a Letter of Request for Funding** from the Government or EPC
- C\_ Submit a Project Proposal Executive Summary** include capital costs and years to completion

### 2 Document Review

- A\_ Confirm** which of the **Project Documents** have been completed - see List on the Right →
- B\_ Identify the Minister(s)** involved directly with the Project include the Bio | LinkedIn Profile
- C\_ Confirm** the project is a priority for the Government
- D\_ Confirm** How the Government plans to support the project
- E\_ Review the EPC | Developer agreements** or correspondence with the Government
- F\_ Organize a (Zoom/Online) Meeting** with the EPC | Developer | Agent

- Executive Summary
- Business Plan or Deck
- Project Financial Model(s)
- Draw Down Schedule
- Permits & Licences
- Feasibility Study
- Aerial Photos of Project Area
- Master Plan
- Environmental Impact Study
- Off Take Agreements
- Other Project Support
- Offering Documents
- Insurance

### 3 Organize Government Meeting

- A\_ Organize a (Zoom-Online) Meeting** with the Minister overseeing the Project and Minister of Finance or designate with the attendance of Executive with Bios exchanged



On Letterhead

Date \_\_\_\_\_, 2020

**Attn: Humanitarian Funding**  
Managing Partner

Dear Sir,

\_\_\_\_\_ (name of company & country) is a \_\_\_\_\_ (Type of company) Company that is in the business of \_\_\_\_\_ in \_\_\_\_\_ (country). We are working with the \_\_\_\_\_ Government for the following project(s):

- 1) Housing
- 2) Water/waste reclamation
- 3) Whatever the project

We have had conversations with key Federal Government Officials who understand the value of the project(s) and fully support our efforts. We are in conversations with the following Government Officials:

- 1) Minister of Finance - \_\_\_\_\_
- 2) Minister of Housing - \_\_\_\_\_
- 3) Other Government Officials.

Collectively we would like to explore the potential financial options available to us through your humanitarian funding program.

Please find an executive summary along with this letter of request for your review. Please provide us with your process and the next steps needed to move forward.

Sincerely

Name of EPC/Developer & or government official.

Government Seal if appropriate



## Funding

*Impact Strategies is not the funding company, we are working closely with the Humanitarian Fund to identify, qualify and support the presentation of global projects.*

The funding source has allocated billions of financial support for humanitarian projects around the globe. The funding is completed in a consultative approach. No two deals are the same and being such require proper documentation, due diligence and multiple group participation and collaboration. The minimum funding is \$150 million but there are a few exceptions depending on the country, project and EPC/developer involved. The funding team will evaluate and present options depending on the success. Each project needs to have some sort of revenue generation after completion to help create the cash flow required to help carry the investment.

## Government Support

As this is non-debt non-recourse funding it is important that the Government back the project as there is no such thing as “free money”.

The Government support is critical to ensure not only that they see the value and will they support it, but to make sure that they will not hinder the progress nor put unrealistic restrictions on it. The Government will need to put up some “*skin in the game*” by the way of a non-recourse asset that will be pledged against the project.

## Assets like:

- 1) SBLC - Stand by Letter of Credit by an accredited International Bank
- 2) Government Bond (the funders will fully subscribe to it and return it at the end of the project).
- 3) Funds held in that countries bank for the term of the project.
- 4) Or any other sort of Government Guarantee agreed to by both the Government and Funders in their zoom conference call.

**Without government support the project will not move forward.**

## What is non-recourse?

Non-recourse debt is a type of loan secured by collateral, which is usually property. If the borrower defaults, the issuer can seize the collateral but cannot seek out the borrower for any further compensation, even if the collateral does not cover the full value of the defaulted amount. This is one instance where the borrower does not have personal liability for the loan.



### Non-Recourse Asset

This document and/or asset is used to help show the Banking system that the government is supporting the project and the asset is held in trust by the funder until the project is completed and then it is returned unencumbered to the Government free and clear.



### Non- Debt

This humanitarian fund was set up so that those countries drowning in debt have a way to continue to develop, help their citizens and stimulate their economies.

- Executive Summary
- Business Plan or Deck
- Project Financial Model(s)
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### Complete Documentation

Once the funding team has agreed that the project meets their criteria, the remainder of the documentation will need to be prepared and submitted. The sooner that happens the quicker the due diligence process will be and the faster the funding will happen.

Not all the documentation is required but the more you can show the time and effort given to the project the better it will show to the funders.



They do not fund ideas, nor wishes, nor dreams they only fund well thought out, well documented projects that have strong management (EPC/Developers with track records) and that have a ROI after completion.

Any project that is looking for funding will need to follow this process and go through Richard Harris @ [impact@impactstrategies.ca](mailto:impact@impactstrategies.ca). For any further assistance please contact me via email I will respond quickly.



## Richard Harris

A strategist, technologist and international businessman focused on impacting others through action. Impacting strategies, opportunity financing, and green sustainable technologies are what I focus on to help make a difference globally. Over 45 years of technology, business development, senior executive management experience, corporate financing, communications, sales & marketing and international distribution experience.

I have worked with hundreds of clients globally evaluating, understanding, and integrating technologies to help provide the necessary solutions required. Specifically, over the last 20 years I have had the pleasure of meeting some very bright people whose technologies when implemented correctly will help resolve many of our global issues facing us today. I have a unique ability to quickly understand technologies, concepts, and opportunities and manage multiple projects at the same time all the while enjoying the rewards of creating growth.

Through my lifetime I have nurtured some incredible contacts and gained a vast experience that I believe will support all endeavors. I am focused on how I can make a difference, help people globally and really leave a legacy.

My company Impact Strategies Inc. is set up to do just that – to make a difference, help people globally and leave a legacy. [www.impactstrategies.ca](http://www.impactstrategies.ca)