



Action for Climate Change (ACC)

Five Year Business Plan (2025–2029)

January 2025

Foreword

It gives me great pleasure to present the *Action for Climate Change (ACC) Strategic Plan 2025–2029*. This Strategic Plan articulates our shared vision to advance inclusive, community-driven climate solutions that strengthen resilience, protect livelihoods, and promote sustainable development across Tanzania. Developed through extensive consultation with communities, partners, and technical experts, the Plan reflects both the urgency of the climate crisis and the practical pathways required to address it locally and at scale.

Over the next five years, ACC will focus on translating evidence into action by expanding climate-smart agriculture, accelerating clean energy adoption, enhancing climate and health co-benefits, and empowering women and youth as agents of change. Our approach prioritizes innovation, partnerships, and accountability, ensuring that interventions are contextually appropriate and aligned with national priorities and global frameworks, including the Sustainable Development Goals and the Paris Agreement. We are committed to delivering measurable impact through robust monitoring, learning, and adaptive management.

This Business Plan is also a call to collaboration. Achieving our goals will require strong partnerships with government institutions, development partners, the private sector, civil society, and the communities we serve. On behalf of ACC, I extend my sincere appreciation to all who contributed to the development of this Plan and to our partners who continue to support our mission. Together, we can catalyze transformative climate action that delivers lasting benefits for people and the planet.



Dr Edith T. Kwigizile, BSc, BA, MA, PhD
Director
Action for Climate Change (ACC)

Table of Contents

Foreword.....	2
1. Business Plan Overview.....	4
2. Organizational Capacity and Comparative Advantage.....	4
3. Strategic Business Objectives (2025–2029).....	4
4. Revenue Model and Funding Mix.....	5
4.1 Revenue Sources (5-Year Projection).....	5
4.2 Income-Generating Activities (Aligned with Mission).....	5
5. Five-Year Financial Projections.....	5
5.1 Annual Revenue Targets.....	5
6. Cost Structure and Budget Allocation.....	5
6.1 Budget Allocation by Category (5 Years).....	5
7. Investment by Strategic Pillar.....	6
8. Implementation Phasing.....	6
Phase I (2025–2026): Foundation and Pilots – USD 100,000.....	6
Phase II (2027–2028): Scale and Influence – USD 130,000.....	6
Phase III (2029): Sustainability and Replication – USD 70,000.....	6
9. Marketing, Visibility, and Resource Mobilization Strategy.....	6
10. Governance and Financial Management.....	6
11. Risk Analysis and Mitigation.....	7
12. Monitoring Business Performance.....	7
13. Feasibility Statement.....	7

1. Business Plan Overview

This Business Plan operationalizes the **ACC Strategic Plan (2025–2029)** by defining how the organization will mobilize, manage, and grow financial resources to deliver measurable climate resilience outcomes in Tanzania. The plan balances **grant funding, partnerships, and earned income** to ensure financial sustainability, institutional growth, and program impact. This Business Plan presents the financial and operational framework for implementing the Action for Climate Change (ACC) Strategic Plan (2025–2029). The plan outlines how ACC will mobilize, manage, and deploy USD 300,000 over five years to strengthen climate resilience, sustainable livelihoods, climate governance, and climate innovation in Tanzania. It supports Tanzania’s Nationally Determined Contributions (NDCs), national climate and development strategies, and the Sustainable Development Goals (SDGs). It emphasizes community-based adaptation, gender-responsive programming, results-based management, and strong monitoring, evaluation, and learning (MEL) systems.

2. Organizational Capacity and Comparative Advantage

Action for Climate Change (ACC) is a Tanzanian civil society organization with demonstrated capacity to design and implement climate adaptation and resilience programs at community level. ACC’s comparative advantage includes:

- Strong grassroots presence and participatory approaches
- Alignment with national climate policies and NDC priorities
- Experience working with local governments, CSOs, and communities
- Lean cost structure maximizing program efficiency
- Strong focus on learning, evidence, and scalability

ACC operates through partnerships with government institutions, academia, civil society, and private sector actors to ensure sustainability and ownership.

ACC delivers **community-driven, scalable, and policy-aligned climate solutions** that bridge national climate commitments with local action. ACC’s competitive advantage lies in:

- Strong community engagement and trust
- Alignment with Tanzania NDCs and SDGs
- Evidence-based programming and MEL systems
- Lean operational model maximizing impact per dollar
- Integration of climate education, livelihoods, policy, and technology

3. Strategic Business Objectives (2025–2029)

1. Mobilize **USD 300,000** to implement ACC’s five strategic pillars
2. Maintain **annual administrative costs below 20%**
3. Diversify funding so that **at least 25%** comes from non-grant sources by Year 5
4. Establish ACC as a **credible implementing and policy partner** nationally
5. Build internal systems for finance, MEL, governance, and compliance

4. Revenue Model and Funding Mix

4.1 Revenue Sources (5-Year Projection)

Revenue Stream	% Contribution	Amount (USD)
Grants & Donor Funding	60%	180,000
Strategic Partnerships & CSR	25%	75,000
Income-Generating Activities	15%	45,000
Total	100%	300,000

4.2 Income-Generating Activities (Aligned with Mission)

- Paid climate education and training workshops
- Consultancy services (climate action plans, community assessments, MEL)
- Climate-smart agriculture demonstration services
- Data collection and community engagement services for partners

5. Five-Year Financial Projections

5.1 Annual Revenue Targets

Year	Target Revenue (USD)	Key Focus
2025	45,000	Institutional setup, pilot programs
2026	55,000	Program expansion, partnerships
2027	60,000	Scale-up, policy engagement
2028	70,000	Innovation, technology integration
2029	70,000	Sustainability, replication
Total	300,000	

6. Cost Structure and Budget Allocation

6.1 Budget Allocation by Category (5 Years)

Cost Category	% Allocation	Amount (USD)
Program Implementation	65%	195,000
Personnel & Consultants	15%	45,000
Monitoring, Evaluation & Learning	7%	21,000
Operations & Administration	8%	24,000
Resource Mobilization & Visibility	5%	15,000
Total	100%	300,000

7. Investment by Strategic Pillar

Strategic Pillar	5-Year Budget (USD)
Climate Education & Awareness	60,000
Resilient Livelihoods & Sustainable Agriculture	90,000
Policy Advocacy & Engagement	45,000
Capacity Building for Local Actors	45,000
Climate Technology & Innovation	60,000
Total	300,000

8. Implementation Phasing

Phase I (2025–2026): Foundation and Pilots – USD 100,000

- Institutional systems strengthening
- Community baseline assessments
- Pilot climate education and CSA projects

Phase II (2027–2028): Scale and Influence – USD 130,000

- Expansion to new communities
- Policy engagement and advocacy
- Climate technology pilots and EWS integration

Phase III (2029): Sustainability and Replication – USD 70,000

- Documentation and learning
- Replication models
- Long-term partnership agreements

9. Marketing, Visibility, and Resource Mobilization Strategy

- Targeted donor mapping (bilateral, foundations, climate funds)
- Annual fundraising and concept note calendar
- Strong branding, website, and social media presence
- Evidence-based reporting and impact storytelling
- Participation in national and regional climate forums

10. Governance and Financial Management

- Board oversight on finance and strategy
- Annual audited financial statements
- Transparent procurement and financial controls
- Compliance with donor and government requirements

11. Risk Analysis and Mitigation

Risk	Mitigation Strategy
Funding shortfalls	Diversified revenue streams
Climate shocks	Flexible programming and contingency funds
Donor dependency	Growth of earned income
Capacity gaps	Targeted training and partnerships

12. Monitoring Business Performance

Key performance indicators include:

- Funds mobilized annually
- Cost-efficiency ratios
- Program delivery milestones
- Partner satisfaction
- Beneficiary reach and outcomes

13. Feasibility Statement

This 5-Year Business Plan provides a **realistic, scalable, and sustainable financial roadmap** for implementing ACC’s Strategic Plan (2025–2029). With a total investment target of **USD 300,000**, ACC is well-positioned to deliver high-impact climate resilience solutions while strengthening institutional sustainability and credibility.