



# MamboSteunPunt

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Concerns: MamboSteunPunt Annual report 2015  
Annexes: Annex 1: Mission JamiSawa  
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## Background

**MamboSteunPunt** is a non-profit foundation which is concerned with the **development of the Area around Mambo**, a small village at the edge of the Usambara mountains in the Lushoto district in Tanzania. It is closely **connected to the eco lodge MamboViewPoint** which is owned by social entrepreneurs Marion Neidt and Herman Erdtsieck from the Netherlands. They are working closely together with the local inhabitants in an attempt to increase the quality of life.

The basic idea is to have a permanent socio-economic stable base in a poor area and to bring regional development from there.

MamboViewPoint is providing this stable base, and the foundation MamboSteunPunt is responsible for the development work. In this way all the needed infrastructure for the foundation is provided by the lodge and near to 100% of the donated money can be spent on the projects. Moreover it provides a clear borderline between the commercial activities from the lodge and the projects.



In the MamboSteunPunt vision development is not based on unconditional aid but should be achieved by empowering people, building capacities, giving them ideas and information, knowledge, expertise and support them in obtaining tools.

After a fact-finding mission early 2008, in 2009 MamboViewPoint eco lodge was established in the Usambara Mountains in Tanzania. It is situated on a beautiful spot near Mambo/Mtae, which is an area with many opportunities but the population has an average income below the poverty line.

The lodge is focusing on the mid-range level in the market segment for eco tourism / sustainable tourism. The last is very important since it is the best way for the local people and Tanzania to get the most out of it without spoiling the own identity and nature.



For all we have to remark the elections end 2015 when the new president Magufuli came in charge. Already soon we started to identify this as a game changer for the development of Tanzania. He actively started to fight corruption and turned to a remarkable way to prosperity for Tanzania. Now, halfway 2016 we can say that his politics shows to be sustainable and a lot changed already for the better. Read for this the analyses "The miraculous way to prosperity in Tanzania" <http://en.gotanzania.org/newsblog/details/reportage-the-miraculous-way-to-prosperity-in-tanzania/>

Also for MamboSteunPunt this change in Tanzania meant that we are excited to be part of this change and that also it increased the possibilities for sustainable development like MamboSteunPunt is aiming for.

This, together with the growing possibilities and achievements lead MamboSteunPunt to a next phase in the project which was reached in 2015 and will be rolled out further in 2016.

### **Business achievements** <responsibility MamboViewPoint ltd>

From July 2011 the lodge reached a breakeven point. Unfortunately, the economic recession and later the Ebola disease restrained the number of visitors from a further rise. Although in whole Tanzania the number of tourists descended in 2014 MamboViewPoint succeeded to keep the number only a bit less compared to 2013. This was special thanks of the fact that about 50% of the guests are expats who are less affected by trendy things like being afraid of Ebola.

The expectations for 2016 and beyond are good. In 2015 an increasing number of tour operators were interested to bring guests and developed itineraries which included MamboViewPoint. Also the own packages including transport from Arusha and drop off in Pangani as well as the more day hikes are increasing in interest.

Unfortunately, business wise there are still threats like an increasing amount of all kind of levies, juridical complications and a constant stream of people and authorities with \$\$ in their eyes trying to get money from a supposed "rich" people led business in all kind of creative ways. After the elections the opportunities for tourism and business in general are changed to the better and also MamboViewPoint will profit from this. Although there keep on being many challenges like to sometimes too fast changes which are making civil servants unsure what to do or sometimes are not thought through very well and are counterproductive.

### **Development achievements** <responsibility MamboSteunPunt>

On the project side the number and dimensions of the projects are growing to a new level. Highlights in 2015 were the establishment of the local JamiiSawa foundation, the health projects, the computer and tablet courses the placement of new water pumps. For further details see the annex and [www.MamboSteunPunt.org/MamboProjectsGb.htm](http://www.MamboSteunPunt.org/MamboProjectsGb.htm)



## **Legal structure / JamiiSawa**

Initial the idea was to establish a counterpart NGO (Non-Governmental Organisation) or CBO (Community Based Organisation) in Tanzania. An investigation showed however that a local organisation with funding from abroad would have a high risk on disappearing money and obstructing activities due to endless meetings and "greedy people". This made us decide to work with MamboSteunPunt as foundation based in the Netherlands and commercial structures like MamboViewPoint, small local enterprises in Tanzania and from there cooperate with the local CBO's, women groups and the local councils. For the time being this still seems to be an efficient and good manageable solution which secures a minimum loss of donated money.

Although at the end of 2013 we reached the stage already where the right local people are found who are able to manage the development projects. This made us to establish a new local NGO called JamiiSawa which can manage the community projects and will reduce the role of MamboSteunPunt to one of mainly funding the projects. Also the local villagers will have a bigger say in JamiiSawa and finally be able to manage the projects themselves with a little support only.

The seeds are laid in 2014 and the official registration and got its take off in 2015.

The idea is that JamiiSawa will be responsible for the projects around Mambo and that the role of MamboSteunPunt is reduced to funding, recruiting volunteers and gaining knowledge.

The first experiences however show that there is still a long way to go to reach the required skills and accountability. Luckily this time is available and we can work on it.

## **MamboSteunPunt in the Netherlands**

MamboSteunPunt in the Netherlands started an active live. With activities like fundraising, selecting volunteers and bookkeeping an increasing number of people supported the activities in Mambo. In 2015 16 volunteers joined the working in various projects, like education, food, art classes, office management, circus, sports, music, health care, accounting and movie making.

## **Projects**

The main goal from the project is to increase economics. Once people have more income, they also can pay for schools, health care and other and will have possibilities to reach a better quality of live.

Once doing this we noticed that everything is related; if you are sick you can't work, if you have no clean drinking water you get sick, if you are well educated but there are no jobs you will stay poor etc etc. This is why we have that many projects which effect in many different fields.

For the projects we structured it in three main fields:

- Education
- Health care
- Infrastructure and entrepreneurship

In the annex you will find a list of projects which are structured according this three subjects.



## **Future plans**

### *Lodge*

The Lodge is still getting improvements to make it more attractive and to improve services.

The main wishes are to replace the last three luxury tents with cottages

For the further future the idea is to transfer the ownership of the lodge to MamboSteunPunt as well as to establish the management of the lodge by MamboSteunPunt. The major reason of this is to guarantee the existence and well-functioning of the project even after the current owners of MamboViewPoint will retire. For the time being the goal is to establish this around 2020.

There are several initiatives like training form the staff which will be done to achieve these goals.

Unfortunately, especially skills on management level are not found locally yet and as far as it looks like there keeps a need for a western manager.

### *Activities*

Since the increasing number of activities the need to purchase more land is growing. As far as it looks like the best would be to purchase the plot next to the lodge to build there a theatre, a classroom, workshops and other. This land can be owned by the local foundation JamiiSawa to avoid confusion and a mixture of interests.

Since the new government also PPP (Public-Private-Partnership) projects can be considered again. One of this is to cooperate with the schools in tablet classes, sports and art classes.



## Accountings

During 2015 we were very happy to receive an increasing number of gifts from many guests. NGO's and companies which were owned by guest or where guests were working.

### Key figures for 2015 (in Euros)

		<b>Debet</b>	<b>Credit</b>
Balance 1 Jan 2015		` 14.355,59	
Total of donations in 2015		57,615.00	
Banking costs			216.74
Legal costs			312,24
Acquisition			282,97
Spent on projects			42.548,09
Total			43.360,04
Total Balance Dec 31, 2015		28.610,55	

### Local salaries

An increasing part of the spending is going to local salaries. Since people are poor voluntary work for locals is difficult and as long as they deliver good performances it is defendable to pay local salaries. Also we are using an increasing number of skilled workers like teachers who assist in their free time. There is set up a structure for management, teaching and other skilled work and unskilled work. In this way the sustainability of the projects is also better secured. The funding's for the different projects allow to work with paid local participants.

### Village fund in 2015:

The village fund is fed from a contribution of MamboViewPoint and a tip box which is situated with the reception. Although we collected a fair amount of money, the local village leaders were not able to spend it because of mistrust and political behaviour. Luckily the after Magufuli came in charge the leaders became nervous and got a drive to show off. From then the money is spent on new school desks and other.

### FamilyHouse LaSmoeff

Earlier an agreement is made with Gijs de Wit to build the FamilyHouse from his gifts. The benefits of this house give financial space to host volunteers for the various projects and to pay some less clear costs. For example, the Lodge manager is spending 90% from his time on talking with the stakeholders around in various matters including the projects. This manager is paid for 100% by MamboViewPoint but actually a main part of his work are benefiting the community projects.

The house became in use in 2014, officially is owned by MamboViewPoint and also the utilization is managed by MamboViewPoint. A part of the costs is not paid back but lend by MamboViewPoint and is expected to be paid in 2016.



## **Overview of the projects established in the period 2009-2015**

For an overview of the projects and the status have a look in the annex and at our website

[www.MamboSteunPunt.org/Projects/MamboProjects.htm](http://www.MamboSteunPunt.org/Projects/MamboProjects.htm)

and

[www.MamboSteunPunt.org/MamboProjectsGb.htm](http://www.MamboSteunPunt.org/MamboProjectsGb.htm)

## **Projects planned from 2016**

2016 will be dominated by several important projects like the drop-in project, health care and sports. One of the highlights will be the establishment of 2 sport centres, one in Mambo with a football field and runway which will be multi proposal.

Also the further activation of JamiiSawa will give the project a boost in the right direction where the local people will have an increasing say in the activities and will the community projects be made sustainable by income generation from other sources that MamboViewPoint and donors.



## Annex 1: Financial review 2015

### Balans

	<b>01-01-15</b>	<b>12-31-15</b>
Triodos	4,560.00	11,307.59
triodosartist	414.00	3,687.47
ASN savings	260.00	10,100.00
cash	782.07	3,515.49
<b>total</b>	<b>6,016.07</b>	<b>28,610.55</b>

### Spending

AnimalHealth	770.07
ArtClasses	149.28
ChildCircus	1,381.83
CommunityLearningCenter	141.16
ComputerCourses	202.90
Container	7,610.60
DispensaryHygiene	942.51
DropIn	268.51
EducationDevelopment	568.18
Fairwater water pumps	5,287.42
HappyCowsHappyFarmers	893.61
Health	681.38
History	39.74
JamiiSawa	762.02
Laboratories	161.36
Management	1,272.00
Music	865.38
Office	167.44
PrimaySchool	71.65
Push&Pull	96.25
Scholarships	5,192.50
Schooldesks	754.77
SchoolImprovement	1,594.72
Secondary school	398.00
Sewing	196.90
SmartBoards	105.48
SoupKitchen	1,452.82
Stoves	2,704.81
TBA	607.99
Teaching	685.01
TemaDispensary	20.73
Transport	4,633.15
Volunteers	1,510.50
Various	357.42
<b>Total</b>	<b>42,548.09</b>



## Annex 2: Facts and figures

Name of the foundation:	MamboSteunPun Prins Hendrikweg 82, 3451 CP Vleuten, The Netherlands
Email:	info@MamboStuenPunt.org
Website:	<a href="http://www.MamboSteunPunt.org">www.MamboSteunPunt.org</a>
Board members:	Marion Neidt, chairperson Monique Mertens, treasurer Maud Verheij, secretary
Bank Account number	NL NL45 TRIO 390450030 (Triodosbank Netherlands)
SWIFT code:	TRIONL2U,
IBAN:	NL45 TRIO 0390 4500 30
Physical address in Tanzania:	MamboViewPoint Mambo / Mtae / Lushoto Tanzania Tel +255 785 27 21 50 PoBox 157 Lushoto





## **Annex 3: Annual board tele-meeting MamboSteunPunt**

Date: May 1th 2015  
Concerns: Annual board tele-meeting MamboSteunPunt  
Attendance: Marion Neidt, chairperson  
Monique Mertens, treasurer  
Maud Verheij, secretary

### **1. Minutes 2014**

No remarks were made on the minutes from 2013

### **2. Annual report 2014**

No remarks were made on the annual report and all stakeholders were thanked for their efforts.

### **3. Progress**

An important event was the establishment of JamiiSawa, the local foundation in Mambo which will be responsible for the projects. Although the various people need a lot of education and guidance. The role of MamboSteunPunt will be reduced to Fundraising, selection of volunteers and Knowledge finding.

### **4. Finances**

The finances of 2015 were approved and will be included in the annual report.

### **5. Survey**

No further remarks or questions were made.