



MamboSteunPunt

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Date: July 1th 2017
Concerns: MamboSteunPunt Annual report 2016
Annexes: Annex 1: Facts and figures
Annex 2: Accountings 2016
Annex 3: Minutes annual board meeting MamboSteunPunt
Annex 4: Mission JamiiSawa

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 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.

In addition, in 2015 the local NGO JamiSawaa is established which is meant to run the projects in the field. With this the role of MamboSteunPunt is reduced to fund raising and acquisition and selecting of volunteers.

The lodge is focusing on the mid-range level in the market segment for eco tourism / sustainable tourism. The last is very important since, in our vision, 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.



After the elections end 2015 president Magufuli came in charge. Soon we started to notice 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 2017 we can say that his politics continued 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/one-year-magufuli-about-the-miraculous-way-to-prosperity-in-tanzania/>

MamboSteunPunt is excited to be part of this change in Tanzania. It increased the possibilities for sustainable development like MamboSteunPunt is aiming for. In 2016 we noticed already a lot of changes in Mambo and around. All of the sudden the governmental money is used where it is meant for and village leaders are getting nervous and are encouraged to do something for the community.

This, together with the growing possibilities and achievements lead MamboSteunPunt to a next phase in the project which was reached in 2016 and will be rolled out further in 2017.

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 2017 and beyond are good. In 2016 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 attracting 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 reducing corruption also more laws and levies are stricter enrolled and there is too much focus to increase tax income. Also visa for staff and volunteers, staying longer than 3 months, are terrible difficult or not to get.

This is putting even more pressure on the source of income to survive, also for the lodge. We are also eager waiting on measurements to increase the business climate. If this does not happen it can be disastrous as well for the lodge as well for the local entrepreneurs and the local economic growth which we try to encourage.

Development achievements <responsibility MamboSteunPunt>

On the project side the number and dimensions of the projects are growing to a new level. Highlights in 2016 were the health projects and the activities for children like sports and the child circus. For further details see 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 could be able to manage the development projects. This made us to establish a new local NGO, called JamiiSawa, which can manage the community projects and has to 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 continuing experiences however show that there is still a long way to go to reach the required skills and accountability within JamiiSawa. Luckily this time is available and we can work on it. A specific bummer was the turnaround from the local lodge manager and JamiiSawa chairman Ndege who went off track causing trouble and delay in some of the projects. We regret that this happened but since this phenomena of problem causing local managers is wide spread within Tanzania, it looks also a bit of unavoidable and in the end the atmosphere among the left people turned dramatically for the better.

MamboSteunPunt in the Netherlands

MamboSteunPunt in the Netherlands has activities like fundraising, selecting volunteers and bookkeeping. A steady number of people supported the activities in Mambo in 2016 in a fabulous way. With this we have to thank them so much. Sixteen volunteers participated in various projects, like education, food, art classes, office management, circus, sports and health care. Volunteers stayed between 14 days and over a year. Others returned even more times Since the contribution of some volunteers is overwhelming, we still are looking for a new word for this kind of volunteers which is expressing their position better.



Projects

The main goal from the projects is to bring development and to improve 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 four main fields:

- Education
- Health care
- Infrastructure
- Entrepreneurship

In the annex 4 you will find a list of projects which are structured according this four subjects.

Future plans

Lodge

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

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 and to start additional management in 2017.

There are several initiatives like training from the staff which will be done to achieve these goals. In the end of 2016 a better skilled local administrative worker, Abdul, is attracted which is doing work for the lodge and for the foundation MamboSteunPunt / JamiSawa. This appeared to be a bright and hard working person and a good addition to the management.

Also we enjoyed a yearly support from JanPeter and Maud from the French hotel "villa Moncoeur" who were training the staff and members of JamiSawa.

Unfortunately, especially further skills on management level are not found locally yet and we foresee for the near future a need for a western manager.

Activities

Since the increasing number of activities, the need to purchase more land is growing. Luckily there is an opportunity for a piece of land next to the lodge.

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 2016 we were very happy to receive an stable number of gifts from many guests, NGO's and companies which were owned by guest or where guests were working.

Key figures for 2016 (in Euros)

		Debet	Credit
Balance 1 Jan 2016		25.180,76	
Total of donations in 2016		42.531,00	
Banking costs			316,10
Legal costs			0,00
Acquisition			12,96
Spent on projects			55.097,77
Total		67,711.76	55.426,83
Total Balance Dec 31, 2016		12,284.83	

For a detailed review see annex 2

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 2016:

The village fund is fed from a contribution of MamboViewPoint and a tip box which is situated with the reception. We were happy to see that the village spent the money on several projects like building new school toilets and extension of the local medical post (dispensary). Apart from the gifts as mentioned above, in 2016 approximately 1.435 euro is collected for the village development fund.

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 equalized in 2017.



Overview of the projects established in the period 2009-2016

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

and

www.MamboSteunPunt.org/MamboProjectsGb.htm

See also annex 4

Projects planned for 2017

In 2017 we will continue work on several important projects like the drop-in project, health care and sports. One of the highlights will be the ongoing establishment of 2 sport centres, one in Mambo with a football field and runway which will be multi proposal. Also, other activities for kids like games will be established.

We will work on a further activation and training of JamiiSawa, which 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: Facts and figures

Name of the foundation:

MamboSteunPunt

Prins Hendrikweg 82,
3451 CP Vleuten,
The Netherlands

Email:

info@MamboStuenPunt.org

Website:

www.MamboSteunPunt.org

Board members:

Marion Neidt, chairperson
Monique Mertens, treasurer
Maud Verheij, secretary
Gijs de Wit
RoelfWeges
Kim Nieuwland

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 2: Accountings 2016

MamboSteunPunt		Financieel overzicht 2016				10/05/2017
Balans		01-01-16	12-31-16			
Triodos		11,307.59	2,986.57			
triodosartist		1,078.84	154.82			
ASN savings		10,278.84	5,286.11			
cash		3,515.49	6,537.64			
uitgaven in 2016			11,215.62			
		26,180.76	14,965.14			
Inkomsten en uitgaven		Debet	Credit			
Giften		42,531.00				
van balans		11,215.62				
Uitgaven			53,746.62			
Balans 31-12-16			0.00			
Total		53,746.62	53,746.62			
Giften in Natura						
Ipads			6,000.00			
Circus attributen			272.00			
Naai machines			363.00			
Muziek instrumenten			4,787.00			
Totaal			11,422.00			
Geadresseerde bedragen						
Drop-In project			6,146.00			
Health			7,136.00			
FootballPitch			-7,317.16			
ButterflyFarm			107.08			
Stoves			622.00			
Teaching			3,131.00			
Total			9,824.92			
Middelen en debiteuren						
Blue pumps			22,250.00			
Circus attributen			544.00			
Ipads			12,000.00			
LaSmoeff			2,795.88			
Music instruments			4,787.00			
Sewing machines			363.00			
Stoves			378.00			
totaal			43,117.88			
Uitgaven						
Aquicity			12.96			
BankingCosts			316.10			
Beekeeping			72.60			
Childcircus			947.72			
Computer courses			1,173.75			
Container			679.49			
Diversem			110.44			
Drop-In			813.45			
Education			12.10			
Fairwater(waterpumps)			4,875.00			
HappyCowsHappyFarmers			335.92			
Health & TBA			5,364.00			
Jamii Sawa / office			122.48			
Paid back loans			209.29			
Management (local)			2,500.00			
Music			1,157.32			
Push&Pull			3,072.00			
ScholarShips			3,807.67			
Smart boards			197.81			
SchoolArts			2,594.67			
Sports / foorballpitch			12,317.16			
primary school extra teacher			168.10			
Tablet classes			679.91			
TandjeErbij			295.87			
Transport			6,139.79			
TreeNursery			1,411.32			
Volunteers			4,670.90			
WaterPipes			37.68			
Total			53,746.62			
Toelichting						
Het totaal aan kas en bank middelen is in 2016 geslonken met		€	11,215.62			
Het huidige bedrag aan liquide middelen is		€	14,965.14			
Hiervan is geadresseerd		€	9,821.92			
Het totaal aan middelen is		€	40,322.00			
Nog te egaliseren voor LaSmoeff in 2017		€	2,795.88			



Annex 3: Annual board tele-meeting MamboSteunPunt

Date: Oct 24th 2016
Concerns: Annual board tele-meeting MamboSteunPunt
Attendance: Marion Neidt, chairperson
Monique Mertens, treasurer
Maud Verheij, secretary
Gijs de Wit
Roelf Weges
Kim Nieuwland

1. Minutes 2015

No remarks were made on the minutes from 2015

2. Annual report 2015

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

3. Progress

A new administrative worker by name of Abdul is working now in Mambo. JamiiSawa Chairman Ndege is making trouble but it looks like he will leave and JamiiSawa can look for a new Chair person.
Maud and JanPeter will join in March to train several people and to set up a program for entrepreneur training.
People in Mambo will make a regular report about the progress

4. Finances

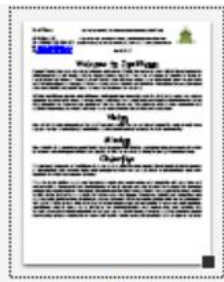
The finances of 2015 were approved and will be included in the annual report.

5. Survey

No further remarks or questions were made.



Annex 4: Mission Statement JamiiSawa and results



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