



MamboSteunPunt

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ANBI kenmerk 821783622

Date: March 12th 2013
Concerns: MamboSteunPunt Annual report 2012
Annexes: Annex 1: Overview of the projects established in the period 2009-2012
Annex 2: Overview of the projects planned from 2013
Annex 3: Facts and figures
Annex 4: Accountings 2012
Annex 5: Minutes annual board meeting MamboSteunPunt

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 Ndege Chomo from Lushoto area.

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 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.

Business achievements <responsibility MamboViewPoint ltd>

From July 2011 the lodge reached a breakeven point. Unfortunately the economic recession restrained the number of visitors from a further rise. Although in whole Tanzania the number of tourists descended in 2012 MamboViewPoint succeeded to keep the number about the same as in 2011. This was special thanks of the listing in some paper guides like the Lonely Planet.

The expectations for 2013 and beyond are good. MamboViewPoint is becoming a kind of famous, on Tripadvisor there are very good reviews and a statement MvP is number 1 from 8 lodged in Lushoto. Also important Tanzanian people among which the rich and famous and expats are finding the way to the cool and pleasant environment of Mambo.

Unfortunately business wise there are also some threats like 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.





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Because of this the spending's keep in step with the income and there was too less room to improve the lodge further and to build a secure amount of capital.

Kanyambo safaris <responsibility MamboViewPoint>

From 2012 we established a close cooperation with Kanyambo safaris. This is boosting the possibilities for guides and other staff and also the service level towards guests. The necessary garage and office will be built by MamboViewPoint and rented by Kanyambo. The cars will be owned by Kanyambo and rented to guests and MamboViewPoint. The owner of Kanyambo, Tony Traub-Evens is working closely with MamboViewPoint and has about the same approach.

Development achievements <responsibility MamboSteunPunt>

On the project side the number and dimensions of the projects are growing. Highlights in 2012 were the installation of 3 Fairwater blue pumps, the extension of the drink water pipeline, the school paintings, the scholarships, the smart boards, the extension of the waterpipe, the establishment of special operations with CCBRT, the microscope and equipment and basins and sewage of the dispensary. A complete review can be found on www.MamboSteunPunt.org/MamboProjectsGb.htm

Legal structure

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.

Support of similar initiatives

In 2012 we supported several similar initiatives by transferring our knowledge.

Among them where the following:

- Two Italian people who settled near Pangani. Unfortunately this initiative did not appear to go among similar guidelines and further contact is for the time being frozen.
- A Dutch couple under the name "TanzaniaSupport,nl" who is supporting the village Selela near Arusha. Unfortunately they did not manage yet to find a good base in Tanzania but they are very active in supporting the Selela from abroad.
- A USA based initiative to base several eco lodges in the East African lake region, starting in Rwanda. The current status of the project is not known.
- An USA individual who wants to start an eco lodge in Mkyasi near Moshi. The initiator is very enthusiastic and started some supporting projects already but needs more funds to build the lodge. Nevertheless it is a promising project which we continue to support.
- An initiative from a Dutch couple to start a lodge in Tanzania. This project is in an idea phase only.
- A German foundation who wanted to start a lodge/project in Lushoto district. Unfortunately they met some major legal issues and had to leave the country.

Support of other similar initiatives in other areas will be continued in 2013.



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Future plans

Lodge

The Lodge will have some improvements to make it more attractive and to improve services. There are plans to replace the remaining three luxury tents with cottages among one will be a family cottage with 2 bedrooms. Unfortunately an on-going court case where somebody sued the lodge is withholding any further major investments since capital has to be reserved in case we lose the case. The outcome became clear in 2013 and was negative. An embarrassing outcome since we lost in a unfair way and it makes further business very risky and make us (and others) a kind of lawless. Luckily the amount to pay was within the possibilities but it withholds major development of the project for at least one year.

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.

Also the outcome of the court case forces to have another look to a less vulnerable legal structure. 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.

Development

With the on-going projects MamboViewPoint is aiming to settle more private initiatives but simultaneously to improve the cooperation with the government like the district. This has high potential because also the national government has its policy geared towards improving Public-Private-Partnership. This could result in a lot more options and possibilities for the district as a whole. Luckily Lushoto district got a new District commissioner who appeared to be really concerned about his people and the development of the district. This is promising towards a good cooperation.



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Accountings

During 2012 we were very happy to receive gifts from many guests and companies which were owned by guest or where guests were working.

In the figures below all activities from from 2012 are included.

Key figures for 2012 (in Euros)

Total of donations	19,449.74	
Banking costs		142.30
Legal costs		0
Spent on projects		9,995.07
Balance Dec 31, 2012 bank accounts		7.405.81
Balance Dec 31, 2012 cash		7,089.39

Projects in 2012: (in Euros)

Dispensary		5,107.49
Fairwater (pumps)		1700.74
Schoolart		954.71
Scholarships		3,871.55
Smartboards		392.87
Teaching primary school		301.84
Various		1,632.28
Total		13,961.48

Village fund in 2012: (in Euros)

Collected in 2012	3,034.45	
Primary School, contribution new classrooms		1,952.00
Contribution goat project		123.80
Cleaning school toilets		114.76
Total	3,926.45	2,190.65

Results in 2012: (in Euros)

Total of donations	19,449.74	
Total of Village development fund	2,521.00	
Legal and banking costs		142.30
Balance spent and to be spent on projects		21.828,44
Contribution infrastructure MvP	12,000	
Effectiveness for the donated money		99%

The effectiveness is an important figure to measure one of our goals to reduce the overhead. Since the lodge is supplying the overhead and also generates money for the projects the effectiveness is high.

The accountings are controlled by Herman Erdsieck and accepted in the board meeting from May 1th 2013



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Annex1: Overview of the projects established in the period 2009-2012

Project	Goal / Achievement	Status
Drinking water for Mambo	To provide water from a water source in the rainforest	Established, about 5000 people are benefiting from clean drinking water. Improvements like more and better taps and washing places have to be made.
Drinking water for the Ward Sunga	To provide 50 hand pumps for remote area's without possibility for a pipeline.	The first 3 pumps were established and one is under construction. Another number is expected to come soon in 2013.
Scholarships	To provide scholarships for bright kids that drop out due to poverty	There are 12 scholarships for the secondary school, 2 extra teachers for the primary school are funded.
School toilets	New school toilets at Mambo and Mambo B are made	A permanent program for cleaning and hygiene is running.
Organic farming	To teach farmers how to grow organic without chemicals.	A group of 7 farmers are providing the lodge with organic grown products. This test turns out really well so we are linking these people now to the local market for organic products
Cheese making	7 Women in the village learned how to make cheese and yoghurt.	7 families have a better income with the same resources (cows and milk) they had already. The goal is to have an own workshop in the village.
Biogas	To establish biogas installation in the village to reduce the use of firewood.	SNV educated two workers how to make it. They made a demo plant which should be ready in 2013 as an example. From there people can order it.
Art	To establish an art centre where local artists can be trained and sell their products	A shop and workplace is set up and various artist have an income from there by selling their artefacts. We are working on an internet shop to enable them to get access to a bigger market. Several artist got a scholarship for a long or short course in Bagamoyo.
Games	Various games for the children are introduced to enhance creativity. In a later stage	The games are played and every now and then refreshed.
Computer courses	Computer courses were given to local teachers	Is waiting for new teachers.
Dispensary improvement	Improvement of the dispensary in Mambo.	The dispensary is connected to the water pipeline, a sewage and basins are made, a microscope, blood pressure meter and several other equipment and medicine was provided. A project for upgrading the dispensary to a health centre is in preparation



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Lectures	Improvement of the general knowledge of the people around.	Various lectures are organized about violence at schools, human rights, eco tourism, development and other subjects.
Cultural events	Various music groups are established, movies have been shown and performing music is becoming an important activity.	People having some income from through performances
Restoring damage from mining in the natural forest	Some illegal mining activities damaged the nearby Shagayu forest. In cooperation with the forestry, labour is organised to restore the damage	Programs will be established to create more awareness about the ecological importance of the natural forest. Moreover we are looking into ways on how the natural forest could be better and sustainably profitable for the people around
Supporting similar initiatives	To support people with similar initiatives of having a company together with local development in Tanzania and around	Several initiatives were advised.

School paintings	On the outsides from the 10 primary schools around nice paintings are made as well as the inside of some classrooms. This to create a more attractive teaching environment	The first paintings are made with help of volunteers, others are continuous made by a local artist.
Smart boards	Since there is a lack of teaching aids there was a course for 2 local women how to make teaching boards for the alphabet, body parts, maps and other for the schools. The board are sponsored by tourists and partly paid by the schools.	Project is established

And many other small initiatives, consult the MamboSteunPunt website for the actual list of projects

Annex2: Overview of the projects planned from 2013

Project	Goal / Achievement	Status
Information centre	To create an information centre for the Ward Sunga including a radio station, a library, internet connection etc.	Applied is to connect with a pilot project of Unicef and the world bank.
Forest conservation	To protect the rainforest	An overall plan is made.
Art	To set up an internet shop and sell local made artefacts all over the world.	A first investigation about the possibilities is made
Dispensary improvement	Improvement of other dispensaries in the ward	A plan for upgrading to a health centre is in progress
Better stoves	Using improved stoves to reduce the use of firewood and to create a better indoor environment	Investigation



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Butterfly farm	Creating jobs from the people living close to the forest by selling butterflies to zoos and collectors	Investigation
Bee keeping	Creating jobs from the forest by selling honey	Investigation
Solar cooking	Using improved cooking to reduce the use of firewood and to create a better indoor environment	Investigation
New bridges	Improving the access of remote area around Tema	In progress
Wood workshop	Creating jobs by making furniture from production wood instead of selling the logs	Investigation
Micro credits	Creating possibilities to get small loans for starting or improving business	Investigation
Banking	Creating better business conditions for small scale local businesses	Investigation
Market place and town hall	Creating a better starting place for trading and governance	Design ready, looking for funding
Ambulance	Establishing an ambulance for local transport of patients	Promised by Kanyambo safaris
Tree Nursery	A tree nursery has to be made. The idea is that tourist can compensate their carbon use by buying trees for the village.	The project is established early 2013
And many others, consult the MamboSteunPunt website for the actuals list of projects		



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Annex 3: Facts and figures

Name of the foundation:
Adress:

Email:
Website:

MamboSteunPunt
Burgtstraat 3,
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Board members:

Carla vd Bos, chairperson
Monique Mertens, treasurer
Marion Neidt, secretary

Bank Account number

NL NL45 TRIO 390450030
(Triodosbank Netherlands)

SWIFT code:
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Annex 4: Annual board tele-meeting MamboSteunPunt

Date: July 31th 2013
Concerns: Annual board tele-meeting MamboSteunPunt
Attendance: Marion Neidt, chairperson
Monique Mertens, treasurer
Carla vd Bos, secretary

Blog:

1. Annual report ledger, owned by everyone
2. State of play
3. Banking
4. ANBI

1. Annual report ledger

It's a very nice report. Thanks to Marion for this!
Monique has intensively examined and there is also very satisfied.

2. Situation

It goes well with the project and with the foundation. The network around MamboSteunPunt is growing and that is reflected in the gifts that come in.
Monique and Carla express their appreciation for the work that Herman and Marion do for the projects and for their tremendous commitment and enthusiasm. Also the broad support in both the area of Mambo as now in Netherlands and beyond appreciates the board.
With much anticipation and confidence the Board looks forward to the development of existing and future projects.

3. banking

There is something wrong with the card for the art project. May need to be converted to a Wereldpas.
Monique will contact with the Triodos Bank.
The account at ASN is a savings account. Monique put as much money in the current account is money in the savings account, so there is more interest in data.

4. ANBI

New rules to keep. ANBI statement after 1-1-2014 Should be the names of the board members listed on the website.
Meanwhile, Herman updated the website and it's all fine.