



# MamboSteunPunt

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Date: June 12<sup>th</sup> 2015  
Concerns: MamboSteunPunt Annual report 2014  
Annexes: Annex 1: Overview of the projects established in the period 2009-2014  
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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 of Tanzania. It is closely connected to the eco lodge MamboViewPoint which is owned by social entrepreneurs Marion Neidt and Herman Erdsieck from the Netherlands. They are working closely together with the local inhabitants.

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.

## 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 further rise. Although in whole Tanzania the number of tourists declined 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 fear for Ebola.

The expectations for 2015 and beyond are good. In 2014 a rising 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 get increased 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.





Another threat is that Tanzanian politics is aiming to increase tourism, but mainly by stimulating mass tourism as provided by the big companies in the famous safari areas. Although they are preaching to stimulate tourism the opposite is happening due to an increased number of levies and regulations. Since MamboViewPoint is small scale and mainly a benefit for the local economics this is not in the interest of policy makers and could be squeezed easily.

Because of this the spending's keep in step with the income and there was too little room to improve the lodge further nor to build a secure amount of capital.

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

On the project side the number and dimensions of the projects are growing. Highlights in 2014 were the start of the local JamiiSawa foundation, the computer courses the placement of new water pumps. For further details see [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 base 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 were found who are able to manage the development projects. This encouraged 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 take off will be in 2015.

### **MamboSteunPunt in the Netherlands**

MamboSteunPunt in the Netherlands has got more body since Monique, who was a board member already retired and is putting more time into the activities. Also Maud Verheij from Utrecht joined end 2014 and Kim from Alphen aan den Rijn offered her support. Time will learn how the support will be further structured.

### **After school activities**

After the success of the Child circus a range of idea's came up to extend the education and improvement of the creativity of the children. This includes sports, music, computer courses, tablet classes and other. The base of these activities is made late 2014 and will be implemented in 2015.

### **Health care**

Due to a lack of good public facilities and workforce we designed a plan to support the local herbalist healers, traditional midwives and dispensary committees. The advantage of this is that the stakeholders are connected to the region and that probably 80% of the problems can be tackled. An investigation is made for this new approach and will be implemented from 2015.

### **PPP (Private Public Partnership)**

Earlier it appeared that PPP projects are easily frustrated due to political and private reasons. As example can be named the bridges which we made but where the district did not fulfil anything of its part despite the signed contract. Another example is the CIC (Community Learning Center) which was closed by local authorities due to private reasons and later was frustrated by the project owner Unicef who, despite of our early warnings, was bringing the wrong computers that could not be used.



All this made us to concentrate more on commercial and non-governmental projects like the fairwater project with an own water company and the after school activities.

## **Future plans**

### *Lodge*

The Lodge will have some 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 end situation 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 continuation 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 the staff to play a major role to achieve these goals. Unfortunately, especially skills on management level are not found locally yet and as far as it looks like there will stay a need for a western-trained manager.

Also the outcome of the court case forces to have closer look to a less vulnerable legal structure. We need some better legal advice for this.

### *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.

### *Development*

With the on-going projects MamboViewPoint is aiming to settle more private initiatives. Despite of the high expectations the experiences so far with involvement of the government and politics unfortunately are not good. Projects which had governmental or political involvement were frustrated or delayed because of various reasons, but apparently mainly because personal and public interests were mixed up.

This made us decide to concentrate more on private initiatives and business.



## Accountings

During 2014 we were very happy to receive gifts from many guests and companies which were owned by guest or where guests were working.

### Key figures for 2014 (in Euros)

		<b>Debet</b>	<b>Credit</b>
Balance 1 Jan 2014		4,585.00	
Total of donations in 2014		24,547.00	
Banking costs			205.00
Legal costs and acquisition			26.00
Spent on projects			22,885.00
Outstanding promises to be paid in 2015			
Total		29,132.00	23,116.00
Total Balance Dec 31, 2014 bank accounts		6,016.00	

### Village fund in 2014:

The village fund is fed from a contribution of MamboViewPoint and a tip box which is situated with the reception. During 2014 the contribution from MamboViewPoint is suspended. The reason for this was the unexpected and embarrassing loss of a court case which drained the financial situation of the lodge that much that all extra goodwill became impossible to prevent the lodge from a bankruptcy.

Since justice is on number two of the corruption list this kind of losses occur. The positive side was that it gave a lot of insight in the functioning of the Tanzanian justice system. The expectation is that this contribution can be continued in 2015.

In 2014 actually no activities were paid from the village fund since the local village council was not able to make decisions out of fear to be blamed to use it wrongly. So one main issue here is to get leaderships training for the village council.

### FamilyHouse LaSmoeff

Earlier an agreement is made with MamboViewPoint to build the FamilyHouse from special donation 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 and is owned and managed by MamboViewPoint.

A main part of the costs is not donated yet but lend by MamboViewPoint and is expected to be paid in 2015.

### Overview of the projects established in the period 2009-2014

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

[www.MamboViewPoint.org/MamboViewPointMain/Projects.htm](http://www.MamboViewPoint.org/MamboViewPointMain/Projects.htm)

### Projects planned from 2015

2015 will be dominated by several important projects like the dropin project, health care and sports. Also the activation of JamiiSawa will give the project a boost in the right direction. In particular a stronger involvement of interest groups regarding the activities is a better guarantee for sustainability, especially if they can be made independent of MamboViewPoint and donors in the end.



## Annex 1: Financial review 2014

### Balans

	<b>01-01-14</b>	<b>12-31-14</b>
Triodos	1,261.00	4,560.00
triodosartist	1,414.00	414.00
ASN savings	6,627.00	260.00
cash	-4,717.00	782.07
<b>total</b>	<b>4,585.00</b>	<b>6,016.07</b>

<b>Income</b>	<b>Debet</b>	<b>Credit</b>
Gifts	24,547.00	
<b>Total</b>		

### Spending

Acquisition		26.00
BankingCosts		205.00
cheesemaking		115.00
Childcircus		831.00
Communityfund		61.00
homestay project		38.00
Fairwater(waterpumps)		545.00
HappyCowsHappyFarmers		1,630.00
JamiiSawa		380.00
Exchange rate differences		-710.00
Loans		2,136.00
LaSmoeff		2,199.00
Management (local)		398.00
Scholarships		4,737.00
Smart boards		94.00
School Arts		3.00
primary school extra teacher		287.00
Teaching		185.00
Tema Dispensary		345.00
Transport		2,597.00
Tree Nursery		9.00
Volunteers		3,620.00
Water Pipes		3,385.00
<b>Total</b>		<b>23,116.00</b>



## Annex 2: Facts and figures

Name of the foundation:

Address:

Email:

Website:

MamboSteunPunt

Burgtstraat 3,  
6701 DA Wageningen

info@MamboStuenPunt.org

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

Board members:

Carla vd Bos, chairperson  
Monique Mertens, treasurer  
Marion Neidt, secretary  
Maud Verheij, member

Bank Account number

NL NL45 TRIO 390450030  
(Triodosbank Netherlands)

SWIFT code:

IBAN:

TRIONL2U,

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  
Carla vd Bos, secretary

### **1. Minutes 2013**

No remarks were made on the minutes from 2013

### **2. Annual report 2013**

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

### **3. Progress**

In May 2015 a meeting is planned in the Netherlands to extend the board members of MamboSteunPunt and to discuss further projects

An import event will be the establishment of a local foundation in Mambo which will be responsible for the projects. The role of MamboSteunPunt will be more supportive.

### **4. Finances**

The finances of 2014 were approved and will be included in the annual report.

### **5. Survey**

No further remarks or questions were made.