



Mulimuli

Inspiration for Change

An entrepreneurial approach to capacity building
in urban communities in developing countries

A project by

TEDDY'S HOME
"feeling home away from home"



Annual Report 2019

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6th January 2019

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Projects & Activities 2019

Farming

Vegetable/crop farming

One of the main goals of 2019 was to start small scale vegetable/crop farming on the plot (on ca. 150-200m²). The activities started in late April and the garden has since grown to a flourishing place where the Mulimuli team farms a wide variety of crops together with people from the community.

Biggest challenge was the lack of water which occurred during the dry months (April to September) during which the water supply got interrupted due to construction of the road in front of the house. Rainwater was also collected and stored in the 20'000l water reservoir on the plot, however, the whole water collection system is quite inefficient and it is only possible to collect water after a few hours of rain (substantial investment would be needed to improve the water collection system – which sadly does not seem to be in the interest of the landlord). Moreover, the water used on the vegetable/crop farm is the recycled water from the fish farm (total volume of the fish farm is over 50'000l) which increases water use efficiency and helps to cope with water scarcity and inconsistent water supply.

Another challenge were monkeys from the nearby forest landscape (c.f. Figure 1, picture on the top right) which frequently stole veggies/crops from the plot.



Figure 1: First cultivation efforts to produce a wide variety of vegetables and crops on the Mulimuli farm (April – May 2019)

Total production for 2019 was recorded and accounts to a total of around 30kg of different vegetables and crops. The farm was managed by Olipa, Selina, Chenni and Joseph. Until now the produce was split among the farmers and sold on the local market. The vegetables/crops produced were: Pumpkin leaves, sweet potato leaves, okra, amaranth leaves, maize, coriander, spinach, carrots, cabbage, bell pepper (last three: the conditions seem not suitable, production was very low).

To improve the quality of the low nutrient, sandy soil cow and chicken manure were bought from a nearby farm and mixed sparsely with the soil. Moreover, the garden also received additional nutrients by the usage of the water from the fish farm. There were also first attempts to use mulch and compost to increase production and work on a long-term improvement of the soil.



Figure 2: A flourishing garden where everybody is working together – from the community members to the guests of the hostel – to produce fresh & tasty veggies such as pumpkin leaves and “matembele”(sweet potato leaves) seen in the bottom-right picture (June 2019)

Chicken farming

In the beginning of the year several Mulimuli members bought 7 goats to start livestock farming on the premises. Sadly, all the goats got stolen in March 2019 (as goats need a lot of space and food, they were mostly let free to wander around on the 0.6ha large plot and somebody seemed to have spotted the opportunity). The team therefore decided to focus the initial effort mainly on chickens, because they can be kept in a narrower, better protected space which makes them much harder to steal.

The construction on the chicken farm started in September and took several days. The result is a ca. 70 m² chicken stable with another 100 m² of protected outside area.



Figure 3: Chenny, Kenny and John working on the chicken stable (September 2019)

As of now there are 63 layer-chickens kept in the chicken stable. The chickens are ~4 months old and are expected to produce eggs on a regular basis starting mid of March 2020. The farmed chicken breeds are White Leghorn, Rhode Island, Black Australorp, White Sussex, Plymouth Rock, New Hampshire.

Over the course of the last months several chickens had to be treated for different diseases (avian influenza, fowl typhoid and coccidiosis). However, with the help of local veterinarians, regular checkups and accurate treatment/medication the mortality could be kept low at under 10%.

One of the main challenges in the chicken farming project is the feed. Currently there is a maize shortage in Tanzania which affects feed prizes as well as quality. Using commercial chicken feeds, the expected margin for egg production is very low (<20% gross margin!).



Figure 4: The Mulimuli chicken farm consisting of two 35m² stables and a protected 100m² outside area (December 2019)

Fish farming/BongoFISH

The fish farming facility on the Mulimuli plot has been expanded to a total of over 50'000l of tank volume. A total of over 1'000 broodstock fish (tilapia) are kept to produce a constant supply of fingerlings (baby fish) to nearby fish farmers and entrepreneurs. Additionally, one tank is used to produce table sized tilapia (~100kg per year). In 2019 the hatchery facility expanded with a more sophisticated incubator system and a 15'000l broodstock tank (c.f. Figure 5).



Figure 5: The tilapia hatchery on the Mulimuli premises, managed by Olipa, John and Teddy (pictures from 2019)

Although total egg production is substantially higher than in the beginning of 2019 (from a few hundred eggs per month in beginning of 2019 to over 10'000 eggs per month in the end of 2019) fingerling production is still a big challenge because of the high mortality rate of the small fish.

Currently a Swiss fish farming enthusiast (Alexander Willi) is supporting Olipa and John in hatchery management for one month to improve hatchery operations and increase survival rates to get production levels to a steadier level.

Another challenge apart from the high mortality rate of the small fish are feeds. Currently there is no commercial manufacturer of fish feeds in Tanzania and most feeds are imported and sold at very high prices. This is not only an issue for the fish hatchery but for all fish farmers in Tanzania (including the customers who buy fingerlings from BongoFISH).

Initially the plan was to build a small pond in the Mulimuli garden as a grow out pond to later use it as a “community fishpond” and involve Mulimuli members in fish farming. However, because of the interruption of the water supply in 2019 this plan was postponed to 2020 (the fishpond will have a volume of ~100'000l and needs a constant source of water).

Composting & Black Soldier Fly farming

In September 2019 a first composting site was established (Figure 6, picture on the left). The chosen design of the composting system seems rather unnecessary expensive, however, like most of Tanzanians the Mulimuli team was not familiar with composting before and the main idea of the system is to get the team familiar with the practice.

The unfamiliarity with composting was also the main challenge for successful composting as well as the lack of input for the compost.



Figure 6: The composting system and the first black soldier fly farming system (January 2020)

Additionally to the composting system and driven by the search for cheaper feed sources for the chicken farm, a first small scale black soldier fly (BSF) farming system was established (Figure 6, picture on the right). Before composting some of the inputs (especially the ones with high nitrogen content) are now first “cycled” through the BSF system where they are eaten by the BSF larvae. With their high protein content, the BSF larvae can then be used as valuable additional feed for the chickens/fish.



Figure 7: Daily harvest of BSF larvae (January 2020)

The BSF system is still very small producing only a few grams of larvae per day but could potentially be upscaled. Main challenge will then be the supply of larvae eggs (occurs “naturally” in a small system) and the system designing (the BSF farming sector is still at an infant level globally, but has enormous potential for organic waste treatment and feed production in tropical countries such as Tanzania;c.f. [EAWAG/SANDEC](#)).

Hostel

Teddy's Home Hostel – “a Home away from Home” – is the heart of Mulimuli. It serves as a platform for intercultural exchange and provides a steady income to those Mulimuli team members who are employed at the hostel and this ultimately makes the whole project feasible.

The mission of Teddy's Home Hostel is to make your stay in Dar es Salaam as comfortable and exciting as possible and to show travelers the real Dar. By combining the local culture with the tourists' cultures, the hostel creates an environment where everybody feels welcome and at home. The hostel offers 2 dorm rooms with 4 single beds (2 bunk beds each) with a shared bathroom as well as 2 rooms with a double bed and a private bathroom each.

In 2019 the hostel has become one of the best rated accommodations in Dar es Salaam on [booking.com](https://www.booking.com) with a rating of 9.4 out of 10 and the attribute “Superb”! Moreover, the hostel ranks 10 among 174 on [tripadvisor.com](https://www.tripadvisor.com) under the category “Specialty Lodging in Dar es Salaam” with a rating of 5 out of 5.

The overall number of individual bookings (dorm: per bed, double room: per room) have gone up from 43 in FY 2018 (when the hostel was started as a side business) to 93 in FY 2019. Although this corresponds to a remarkable increase of +116%, the hostel business was still not profitable in FY 2019 and only generated 50% of the breakeven revenue (revenue FY 2019: 9M TZS = 3'900 USD, breakeven: 18M TZS = 7'800 USD). 80% of the revenue came from guests staying at the hostel, whereas 20% resulted through sales of trips/tours/events/safaris.

An additional 390k TZS (~170 USD) revenue was made through sales of food and drinks, however, the profits from food & drinks went directly to the cook Selina so she can earn an additional income.

Total nights spent accounted to 200 in FY 2019 which equals an occupancy rate of only 6% (double room: 12%, dorm: 4%), seasonal fluctuations resulted in monthly occupancy rates of between 2% (March) and 15% (September). The average stay per guest was only slightly over ~2 days which suggests that most guests just travelled in transit through Dar es Salaam. 50% of the bookings were made through booking.com, 49% were direct bookings (e.g. through recommendations) and 1 booking was made through Airbnb.



Figure 8: Impressions of Teddy's Home Hostel (2018-2019)

Training

Chicken farming

In July to September 2019 the whole Mulimuli team (Teddy, Kenny, Selina, Olipa, John, Joseph) visited a chicken farming training in Dar es Salaam. The training was organized by an NGO called Open Mind and conducted by professional poultry farmers. Over two months, the trainings were split into different modules and took place twice a week. The starting population of chickens was bought during the training.

Hostel

To support Teddy, Selina and Kenny with the establishment of a marketing strategy, the Austrian student Elisabeth “Lilly” Gohla spent several months at Teddys Home Hostel in 2018 and 2019. She helped to set up profiles on several booking platforms ([booking.com](https://www.booking.com), [tripadvisor.com](https://www.tripadvisor.com), [hostelcentral.com](https://www.hostelcentral.com), [hostelclub.com](https://www.hostelclub.com) etc.) and trained Teddy and Kenny in social media marketing ([Instagram](https://www.instagram.com), [facebook](https://www.facebook.com)) and established a website for the hostel (www.teddyshomehostel.com).

Lilly is currently studying politics at the Ludwigs-Maximilian University in Munich and her long-term goal is to work in development and intergovernmental cooperation. She is frequently in contact with the Mulimuli team and apart from marketing efforts she has developed several project proposals with the team to acquire funds for the expansion of Mulimuli.

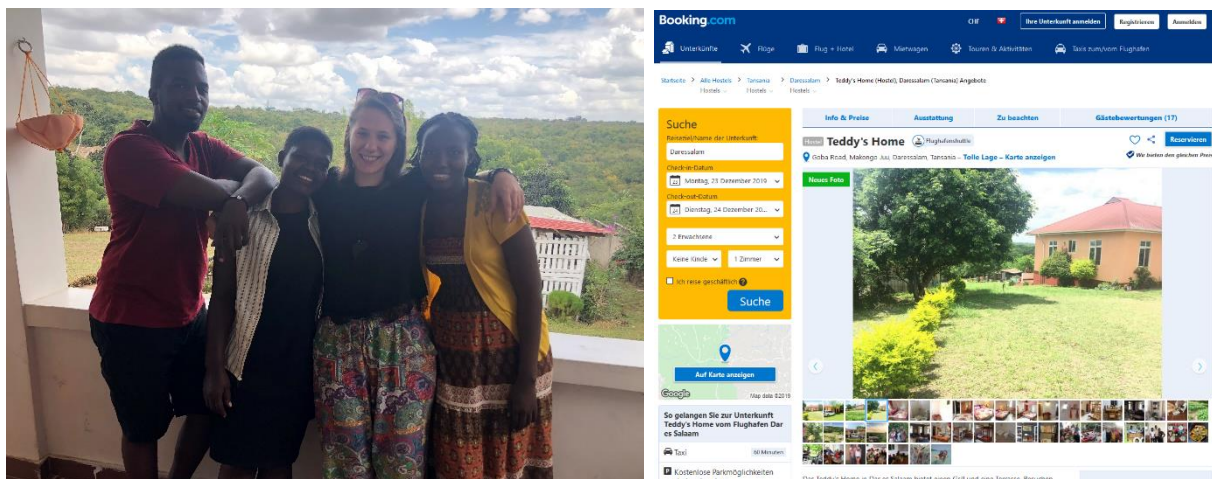


Figure 9: On the left: Kenny, Selina, Lilly and Teddy on the hostel veranda (December 2018)
On the right: The established booking.com profile of Teddy's Home Hostel (January 2020)

In June-July 2019 the young Swiss entrepreneur Romina Casutt also supported the development of the hostel on the ground in Dar es Salaam.

Fish farming/BongoFISH

From December 2018 to March 2019 the Swiss fish farmer Judith German supported the fish farming team on the ground to establish a healthy broodstock population and trained them in feed formulation and small-scale feed production.

Currently the Swiss aquaculture enthusiast Alexander Willi supports the fish farming activities on the ground to improve hatchery operations with the focus to increase survival rates of the young fish. Alexander has recently completed the «Fachspezifische Berufsabhängige Ausbildung (FBA)» in aquaculture at ZHAW ([Link](#)) and is interested to get involved in aquaculture and agriculture in East Africa in the long term.

Events/workshops & community outreach

OneMic session

On Valentine's Day 2019, Mulimuli together with the music organization OneMic organized a jam session on the Mulimuli plot. Various music performers came together and over 100 guests enjoyed an evening full of musical journeys. Teddy's Home Hostel thereby provided food & drinks to the guests.

These kinds of events represent a good income opportunity for the hostel and at the same time foster the mission of Mulimuli to bring people from different cultures together. However, one major challenge is the lack of sufficient sanitary facilities on the plot to host such a number of people. Mobile toilets could be an option but make such events much more expensive and financially unfeasible (mobile sanitary facilities seem not competitively priced in Dar es Salaam yet).



Figure 10: Impressions from the OneMic Valentine's Jam Session; picture on the bottom left: all involved musicians and other helping hands (February 2019)

Environmental awareness & teaching

With his enthusiasm for sustainable waste management Kenny organized frequent teaching classes for the nearby primary school Arise to teach the students from 2nd to 5th grade 3h per week about environmental conservation, the impact of littering and potential creative ways to recycle waste: E.g. making decorative utensils such as flower pots from used plastic and glass bottles (Figure 11).



Figure 11: Kenny with primary school children and their creative recycling of glass bottles (July 2019)

Impact

Team & personal development

The core of the Mulimuli team now consists of 8 young Tanzanians:

- Teddy (32): Founder of Teddy's Home Hostel, background in secretary studies, several years of experience in small-scale business administration, very passionate in business development as well as community development → social business enthusiast, partly involved in all Mulimuli activities – she is the main voice of Mulimuli and keeps things together
- Kenny (26): Manager of Teddy's Home Hostel and Lushoto Pazuri, background in environmental science (BSc), passionate about environmental conservation and waste management, very creative and enthusiastic craftsman, especially involved in the hostel and chicken farming as well as composting/BSF farming.
- Selina (30): Facility manager and cook of Teddy's Home Hostel, passionate about cooking and agriculture in general, especially involved in the hostel, vegetables/crop and chicken farming.
- Olipa (25): Manager of BongoFISH, background in aquaculture (diploma) and several years of experience in fish farming, apart from aquaculture also passionate about tailoring, mainly involved in fish and crop/vegetable farming.
- John ("around 28"): Farm worker and security guard at BongoFISH, owns several cows and goats in Ngorongoro area (relatives are taking care of them), passionate about livestock keeping and agriculture in general, involved in fish and crop/vegetable farming.
- Chenny (29): Studied environmental science, goal is to work as marketing and investment strategist in the future, joined Mulimuli in mid-2019, driving force behind the chicken project.
- Joseph (29): Joseph is the husband of Selina and recently joined Mulimuli, he is mainly involved in crop/vegetable farming and passionate about agriculture in general.
- Gallis (26): Photographer and arts enthusiast, recently joined Mulimuli and wants to learn about all the activities, several pictures in this report have been taken by Gallis.

Additionally, the Tanzanian team is supported by two Europeans Elizabeth Gohla (23, Austrian, mainly helping with communication and marketing of the hostel) and Severin Spring (27, Swiss, Co-Founder of BongoFISH, aquaculture and social business enthusiast).

The diverse backgrounds of all the Mulimuli team members and their various passions allow the project to flourish in different directions. Moreover, this also allows the individuals to learn from each other and fosters teamwork. With the size of the team and the loose structure also come some of the main challenges which are internal communication challenges and lack of leadership (~taking responsibility) in certain areas. This could be partly counteracted through the development of the incorporation documents for the registration of the community group in which clear organization structures had to be laid out and seemed to have sparked an intrinsic motivation to assign clear responsibilities to the team members (this had been done before, but has not been we before).

Community development

The goal of 2019 was mainly to focus on the internal development of the Mulimuli team and building up internal capacities. However, when spending only a few days on the Mulimuli plot, one can already feel that this will become an exchange hub for the community around it in the future. Already now almost every day, community members show up on the plot to get impressions and learn about the activities that the Mulimuli team is working on (especially fish and chicken farming).

First workshops in 2020 (fish and chicken farming) will show if, how and to what extent Mulimuli can bring sustainable impact to the community (especially young people) around.

Finance

Table 1 shows the consolidated expenses of the Mulimuli project in 2019 compared with the planned expenses.

Table 1: Consolidated expense statement of Mulimuli in 2019

Cost Center	Description	Planned Cost	Actual Cost	Multiple (actual/planned)
Plot/house	Monthly rent	CHF 3'913	CHF 6'522	1.67
HR training	Trainings	CHF 2'000	CHF 230	0.11
HR training	Advisor allowance	CHF 2'200	CHF 433	0.20
Farm	Farming plots	CHF 300	CHF 502	1.67
Farm	Aquaculture (15'000l system & incubator)	CHF 3'174	CHF 2'122	0.67
Farm	Livestock (chicken farm)	CHF 1'283	CHF 1'545	1.20
Farm	Water (in 1'000s of l)	CHF 487	CHF 403	0.83
Farm	Composting area	CHF 435	CHF 188	0.43
Farm	Electricity (in kWh)	CHF -	CHF 129	na
Workshop	Workshop area	CHF 696	CHF 204	0.29
Admin	Laptop	CHF 300	CHF 300	1.00
Admin	Salaries	CHF -	CHF 343	na
Admin	Community group registration	CHF 652	CHF -	0.00
Audit	Monitoring & evaluation (50% of flight cost)	CHF 250	CHF -	0.00
Misc	Miscellaneous (none of the above)	CHF -	CHF 50	na
Total Expenses 2019		CHF 15'690	CHF 12'921	

Total expenses accounted to 12'921 CHF. The balance to the total received funds for Mulimuli in 2019 (15'000 CHF) will be used for trainings in 2020.

A major difference between planned and actual expenses was the money spent on the rent. Planned contribution was 50% of total rent, but due to weak performance of the involved businesses (Teddy's Home Hostel and BongoFISH) the contribution to the total rent (7'826 CHF) was lifted to 83%.

To balance the higher rent several planned expenses were lowered: Aquaculture to 70% of the planned amount, composting to 40% and the planned M&E expenses were completely covered by The Spring Project member who conducted the evaluation. Training expenses were only 11% of the planned amount but will be increased to over 100% with the remaining balance (main challenges were scheduling conflicts). Advisor allowance could also be decreased to only 20% due to the commitment of the involved advisors (Elizabeth Gohla, Judith German, Romina Casutt and Alexander Willi).

The workshop area was mainly sponsored by Teddy and Kenny and therefore expenses were only 29% of the planned amount. Money spent on the development of the farming plots was significantly higher mainly due to inaccurate financial planning.

Instead of the registration of an NGO it was decided to register Mulimuli as a community group. Community groups are non-profits and hold a similar status as NGOs but are significantly cheaper to register and the auditing process is much simpler. However, the registration is still in progress and may still take 1-2 months.

Some expenses that had not been planned for: Electricity (fish and chicken farming), Salaries (for personnel to clean the plot and small gardening tasks over the year) and miscellaneous (food at various occasions and minor transportation costs, probably linked to trainings, but could not be clearly attributed).

Outlook 2020

Projects & activities 2020

Hostel

The major constraint for the further development of Mulimuli is the current unprofitability of the hostel. In 2020 the focus of the hostel team (Teddy, Kenny, Selina) will therefore be to move the hostel business to a profitable level.

The tourism industry in Tanzania has been growing over 300% in the past decade (2008-2018) and stands now at ~5 billion USD per year. Although Dar es Salaam is mostly not a main tourist destination (c.f. guests of Teddy's Home in 2019) it is a very important transit city with the biggest airport of the country with a capacity to handle up to six million passengers per year (new terminal opened in 2019). The city links most of the tourists with the rest of the country; most notably: The Northern corridor with the Serengeti and all other famous national parks and Zanzibar in the East which can be reached by ferry in a bit over one hour from the Dar es Salaam harbor.

In short: With the growing numbers of visitors and transit tourists, among which there are a substantial number of backpackers, Dar es Salaam holds a strong market potential for backpacker hostels. This can also be seen by the recent growth of backpacker hostels such as the [Slow Leopard](#) (compared to Teddy's Home Hostel: more central location, higher standards, ca. 2x the pricing, food & drinks 3-5x more expensive).

2019 clearly showed that the team can run a "world-class" hostel and provide splendid service once guests arrive on the premises. Now the main challenge is to let people know "that the hostel exists". As the hostel is some distance away from the center as well as the Eastern touristic part of Dar es Salaam (Masaki), only very few customers can be organically attracted through e.g. booking.com. The main goal in 2020 will be to increase the occupancy rate of the hostel to at least 30% using further marketing strategies (incl. paid advertisement).

Main action items for 2020 are:

- Update hostel infrastructure to be able to obtain a hostel/tour guide license (currently Teddy's Home Hostel is a registered sole proprietor business, but does not hold a tourism license to act as a tour operator nor to do marketing in open spaces)
- Establish a thorough offering portfolio (do not only offer "accommodation", but make use of the hostels exclusive intercultural setting and organize tours etc.); this also includes a food & drink menu – it can be estimated that through more active sales of food & drinks alone, the revenue of the hostel could be increased by 30-50%!
- Implement a marketing budget split into different channels: online (booking.com, social media, SEA/SEO), offline (advertise at the airport, bus station, establish and foster a network to other backpacker hostels all over the country)

To successfully implement the above, the idea is that a professional hostel consultancy firm (such as [Xotels](#)) is hired (remote, not on the ground) to give specific inputs especially on the marketing strategy and implementation. Thereby The Spring Project will assist with communication between the hostel management and the consultants and help with the implementation of the needed action items and training of the hostel management.

Farming

Vegetable/crops: Focus in 2020 will be to achieve a steady production of veggies and crops in the garden and constantly work on soil cultivation. The Mulimuli members mostly involved in the vegetable/crop farming are Olipa, Selina, John and Joseph.

The idea is that a number of interested community members are free to farm on the plot and harvest their produce. In exchange they must record their farming results and provide a commission of the sales to Mulimuli which can then be used to cover the running costs of the farm (water, fertilizers, composting etc.).

Chicken farming: The goal is to increase the layer chicken population to 500 and achieve a steady production of eggs and register a limited liability company by the end of 2020 (e.g. BongoCHICK Limited). The mission of BongoCHICK will then be to empower others to start their own profitable chicken farm. Therefore, an incubator machine will also be bought to be able to hatch and sell day old chicks (DOC) to interested community members. Furthermore, in partnership with Open Mind, a first workshop will be conducted in the end of 2020 similar to the one that the Mulimuli team attended in 2019. The Mulimuli members mostly involved in the chicken farming activities are Chenny, Teddy and Kenny.

Fish farming/BongoFISH: In 2020 the fish farming facility at Mulimuli will be expanded to produce over 1 million of fingerlings per year and 1 ton of table sized tilapia. Moreover, first sales on a microcredit basis will be conducted.

The Mulimuli members mostly involved in fish farming are Olipa (manager), Teddy (admin) and John (farm worker & security). In 2020 it is planned to get one further employee to work in the hatchery in Dar es Salaam.

A further expansion plan is to establish the BongoFISH Aquahub in Kipili in partnership with the team of the [Lake Shore Lodge](#). The goal is then to build up a fish farming training center and a commercial fish farm (2 million fingerlings and 50 tons of fresh tilapia per year) and a small aquaculture research facility.

Total investment for the venture is 250k USD CAPEX and 70k USD OPEX. BongoFISH currently searches for private investors as well as philanthropic funding to realize the venture.

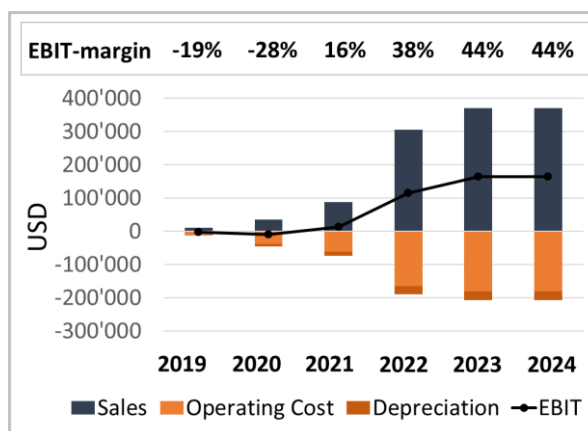


Figure 12: Financial plan BongoFISH 2019-2024

The potential impact of the BongoFISH Aquahub as from 2023 will be *i)* the direct employment of 18 people, *ii)* supply of high quality and affordable fish farming inputs and advice to 250 farmers and *iii)* indirect supply of fresh fish to over 50'000 people.

For 2020 BongoFISH still expects a negative EBIT (2020 EBIT: -24M TZS = -10k USD) and reach breakeven and first positive EBIT in 2021 (Figure 12).

Small-scale feed production: The Mulimuli team (especially the fish farming team consisting of Olipa, Teddy and John) already have substantial experience in small-scale feed production as ~50% of the feeds that are used in the fish farm are self-made feeds (Figure 13).



Figure 13: Producing farm made feeds: weighing and mixing the ingredients (left), pelletizing (center) and drying (right)

The combined feed consumption (chicken and fish) will reach over 50kg per day in 2020. Moreover, both the fish and the chicken businesses also have the potential to sell feed at an affordable price to their customers who buy fingerlings resp. day old chicks. Therefore, the idea is to set up a small-scale feed production line with a production capacity of 50-150kg/h. The feeds will then first be tested in and compared to commercial feeds in trials in the Mulimuli farming facilities.

Roughly estimated the small-scale feed production unit could double the gross margin of egg production and will facilitate further income and impact through the sale of feeds at an affordable price to community members.

Composting & Black Soldier Fly farming

Composting efforts will be continued in 2020. The goal is to get people more and more familiar with the practice. The idea is to also involve all the community members who are farming on the plot. They can bring their household organic waste to the Mulimuli compost and thereby get rid of their waste and also contribute to the long-term cultivation of the soil on the farm.

Moreover, the plan is to significantly expand the BSF farming efforts and build several small pilot systems to get the team familiar with the main challenges and hurdles in BSF farming.

The waste management and insect farming industry have vast potential in countries like Tanzania, however, the technology as well as the whole value chain are at a very early, infant stage. The focus will therefore be to gain as much knowledge and experience as possible with minimal expenses. Moreover, the BSF farming can be integrated with the planned small-scale feed facility to produce first prototype feeds containing BSF larvae meal.

Training

Due to time constraints and conflicting schedules it was not possible for the Mulimuli members to attend any agricultural trainings at [SAT](#) in Morogoro during 2019. It is planned that at least 2 team members attend the organic farming course in 2020 (with the leftover funds from 2019).

Additionally, we are constantly searching for further suitable training opportunities in the area of agriculture (especially organic farming and chicken farming), aquaculture, composting, waste management in general, BSF farming, hostel management and accounting.

Financial needs 2020

Table 2 shows the financial needs of Mulimuli in 2020, including investments into the hostel, chicken farming as well as fish farming. Salaries are excluded.

Table 2: Financial needs of Mulimuli in 2020

Hostel	House rent (70%)	CHF 5'478
	Sanitary facilities	CHF 2'391
	Consultancy, training & marketing	CHF 5'000
	TOTAL Hostel	CHF 12'870
Farming	House rent (30%)	CHF 2'348
	Chicken farm extension (500 layer chickens & incubator)	CHF 3'739
	Small-scale feed production unit	CHF 4'261
	Black Soldier Fly Systems	CHF 565
	Fish hatchery expansion (1 million fingerlings per year)	CHF 22'800
	TOTAL Farming	CHF 33'713
GRANT TOTAL		CHF 46'583

Funding Recommendation

In 2019 The Spring Project received funding of 15'000 CHF to disburse the funds as initial capital to Mulimuli and assist with the establishment of the project. The results have been summed up in this report. In relation to the created impact and the opened-up opportunities, we rate this as a very efficient use of funds. This especially because only a very small part of the funds was used for administrative and salary purposes. Moreover, the funds have also been leveraged by months of commitment of the Mulimuli members as well as some of their private funds.

The Spring Project only supports projects which show sustainability potential in the ecological, social as well as the economic context. Mulimuli overall is highly dependent on the involved businesses and although those businesses have not delivered according to the initially projected statements, we still believe that the project can become sustainable and independent in the near future. This especially because of the passionate, visionary and diversely talented Mulimuli team members.

The Spring Project continues to support the project and all the members in any way we can. As our association's financial sources are very limited, we would like to encourage other people and organizations to consider supporting the project.

We expect that funding of the three main cash-generating components of the project (Hostel: 12'870 CHF, chicken farm: 3'739 CHF and the small-scale feed production unit: 4'261 CHF) could already jumpstart the project and generate enough revenue to cover the rest of the planned activities of 2020 (probably with a slight delay into 2021).

The Spring Project will also continue to closely monitor the project and track necessary KPIs to see if the project is on track and react accordingly. Finally, we would also like to emphasize that Tanzania is currently in a less favorable economic position and unpredictability in the business and the overall environment has been increasing in the past years. Nevertheless, we think that this reinforces the reason why such an inspirational project with passionate young people should be supported!