

# Annual report

January to December 2017



*International Women's Day Celebration 2018*

TATU  
PROJECT

# Annual Report January to December 2017

**WATER**

Conducted the first community water research on access, supply and sanitation method knowledge

- Population access to water: 61% clean water
- 3% clean and safe water

**ENVIRONMENT**

- 110 *Neem Trees* planted
- 100% survived
- Agricultural research made. It concludes 10 areas of interest: water, soil, land, credit accessibility, marketing, training, seeds, pests and diseases.

**W.E. GROW**

Seminars about: group cohesion, trust, self-awareness, self-esteem, problem solving, decision making and public speaking

**MICROLENDING**

- 2,000,000tsh in capital
- 83% loan success
- 29 loans:
  - 18 business loans
  - 11 social loans

**BICYCLES**

- Annual profit of more than 3.5 million TZS
- Contribution of 2 million shillings to KNS profit sharing
- 64 total bikes

**MASAA**

- Annual savings by the group more than 500,000 TZS

**KILIPADS**

- 9 schools visited and 624 students reached
- 418 pads given
- TBS process started

**AFYA**

- 2 medical caravans / 287 people checked.
- 222 kids participated in Kucheza ni Afya
- 3 weeks training the HBCs by CPSi nurses
- an average of 61 patients received a medical visit at their home, by the HBCs.
- 484 primary school students attended 6 seminars run by CHW.

**TATU ADVENTURES**

- 83 clients in 2017
- 5 Mt. Meru and 5 Kilimanjaro climbs
- 20% of TATU Project budget 2017 covered by TATU Adventures benefits

**KAZI NA SALA**

International Women's Day Celebration in Msitu wa Tembo with Kazi na Sala women's group

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Pierre & Imelda owe TATU community and Tanzania a lot. Four years ago, we were invited to spend two months helping, the Young TATU family as much as we could, to us, it was a rejuvenating experience to be accepted despite our age (we are both 84 today) in your organization.

First and foremost, we had repeated opportunities to attend the weekly Kazi-na-Sala meetings and its outstanding group of women. Friendly, open and always joyful hospitable and smiling, they shared with us, despite the enormous difference in background and history, their extraordinary and so basic life experience. Very often do we evoke these sunny afternoons under the trees as we sat together, us awkwardly on our benches while some were so elegantly sitting on the ground! Very often through pictures we do recognize most of them with a deep emotion.

Since then, Imelda has been very eager through your reports to follow the groundbreaking progress of the community, the individual achievements as well as the failures of the community. Thriving in such adverse environment is a miracle: your miracle.

Empowering human beings are exhilarating experiences. Today more than ever we realize what enormous potential lay in your community. Very little effort on our part has awaken tremendous talents within your group. In no place have we experienced the transforming power of women as we did within your local community and within the group of volunteers.

We did not make any distinction between local community and "outsiders". We want to stress that together they do represent a meaningful and farsighted group of people toiling to make our world more livable. They are accepting to make up for what the previous foreigners failed to do in their own time.

Together "outsiders" and "insiders" are opening wide new avenues through the darkness of time. To our great TATU family we are thankful: TATU is an example and an inspiration to accept "venturing the impossible".

Pierre & Imelda

Advisors of TATU Project

May 2018

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## Women Empowerment (W.E.)

### ▲ Kazi na Sala

Kazi na Sala is an independent community-based organization (CBO) that aims to provide a venue for economic and social development to the women of Msitu wa Tembo and Londoto. This CBO is one of TATU Projects main avenues for working in the community, and as such we have many projects that support Kazi na Sala initiatives. Kazi na Sala provides a space for self expression, peer support, inter group charity distribution, development of small entrepreneurship endeavors.



In early 2017 Kazi na Sala reelected Bertila Samweli and Maines Jesaya, and elected 3 new leaders; Asha Ngina, Susana Hendry and Salome Edarrd. The group gathers for weekly general meetings at the Kazi na Sala Shop and smaller weekly project meetings for the numerous project that Kazi na Sala runs. In 2017 Kazi na Sala oversaw the Masaa project, Kilipads, the KNA Bike Shop, the Microlending Initiative, the Kazi na Sala Shop and geographically based sub committees.



Bertila Samweli



Maines Yesaya



Asha Ngina



Susana Hendry



Salome Edward

## ▲ W.E. Grow (Personal Empowerment Program)

W.E. grow is a personal empowerment project that aims to empower the women of the Kazi na Sala women's group in the social and interpersonal areas affecting their lives.

Our key activity in 2017 was providing interactive and educational seminar about a variety of issues including group cohesion, trust, self-awareness, self-esteem, problem solving, decision making and public speaking.



*Seminar Nov. 2017 - Solving group issues with role play*

On March 11th Kazi na Sala celebrate international women day and W.E. Grow supported by organizing activities and guest speakers. The guests from Nafgame and the District Government discussed women's and children's rights, female genital mutilation and the systems for reporting abuse in Tanzania. Other activities at International Women's day included a drama exploring gender norms, dancing and painting opportunities.



*Soap making training - SIDO*

Responding to requests from the group, W.E. Grow partnered with SIDO to lead seminars about recycling plastic waste, soapmaking and other small business practices. Some of the women are still using the skills taught by SIDO to make recycled mats for their homes and for selling.

## ▲ W.E. Thrive (Economic Empowerment Program)

### ▲▲ Masaa



*During the weekly meeting, July 2017*

Masaa is a personal and economic empowerment project specifically for the Masai Women of Kazi na Sala. The project aims to promote selling traditional Masai jewelry as an alternative source of income and to provide the women with a basic education in small business practices. 2017, 13 women participated and collectively they saved more than 5000,000 Tanzanian shillings (€2300) through this initiative.

Masaa took a big step towards independence this year when the women took over all orders and supply logistics at one selling points in Moshi Town.

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Masaa made two notable sales in 2017, one to an American charity to launch their “She’s Here” menstrual health education fundraising events. The second sale was to a group of volunteers from the local co-working space, Kili-Hub, where Masaa has a small sales stall.

Overall the Masaa group had a very successful 2017 including record sales in July (938,000 TZS / €446) and again in August (1,500,000 TZS / €714). TATU supports the Masaa project with logistical support, small business education and weekly numeracy trainings.

*Masaa leaders: Elizabeth Isac, Sabina Tere, Even Kerma*

## ▲▲ Bicycle Project

The Bicycle project is a bicycle rental business run by a sub group of Kazi na Sala and marketed for the communities of Msitu wa Tembo and Londoto. It offers a stable income to the bike shop managers and employs several bicycle mechanics on a needs-based basis. The community rent bicycles at low rates for transportation within the community and to the agricultural areas, saving time and money.

TATU Project continues to support the bike shop by providing training on resource management, responsible income management and by incentivizing savings.



*Agathe James, bicycle mechanic*

The bike shop continues to receive support from Globalbike, a partner of TATU Project. Globalbike has donated 64 bicycles, trainings for the bike mechanics, toolkits and access to spare parts.

2017 was a very successful year for the Bike Shop project! The women succeeded in keeping all bikes in a working state to maximize rental income. The team created and implemented an insurance policy that helps to provide consistent revenue to pay bike mechanics and to offset the cost of spare parts. The bike shop was also the largest profit generation project for Kazi na Sala, and contributing 2,000,000 TZS (€952) to Kazi na Sala’s end of year profit sharing.

*Bike Leaders: Luice Stephano, Lucia Peuru, Neema Moses, Hamida Kawilo and Agatha James*



## ▲▲ Microlending Initiative

Since 2015 one aspect of Kazi na Sala has been to provide opportunities for members to access capital and to use the group as a saving/lending platform. As such, a formal Microlending Panel (MLP) was created in 2016 to assess loan applicants, follow repayment guidelines and to invest with a unified strategy. After months of discussions and learning the first loans were disbursed in 2017. The MLP encourages entrepreneurship through direct investment and the repayment structures reinforce saving habits. The panel provides two types of loans with tailored repayment plans; medium scale business loans to grow businesses and smaller social loans to ensure that immediate/personal needs can be met. TATU Project worked with the Microlending panel to build the credit structure and to provide trainings on business management, accounting, recordkeeping and strategy.

The Microlending Project started 2017 with 2 Million Tanzanian Shillings (€952) provided by the Kazi na Sala group savings.

With that initial investment the MLP was able to provide 28 loans in 2017 (11 social loans and 17 business loans), far exceeding its 10-loan goal! Interest on the loans enabled the pool of capital to grow by 270,000 TZS (€128) (13.5%), equal to the average business loan.

85% of loan recipients were able to repay their loans fully and on time. TATU carried out monthly business visits to check in on the loan recipients, in all cases the women gave positive feedback about how the loan was able to affect their lives.



*Margreth selling maize after getting her business loan*

*MLP leaders: Susana Hendry, Bintuni Mvamba, Asha Ngina and Mwajuma Issa*

## ▲▲ Wholesale shop

The Kazi na Sala shop is the first major investment of Kazi na Sala as part of the Microlending Initiative. The shop sells home necessities like salt, sugar, and soap and basic building materials. The shop itself was constructed by CRE-AID in 2016 and other start costs of 1.7 Million TZS, including initial stocking costs, were provided by the first Micro Lending Initiative. Unfortunately the shop was robbed in July 2017!

There was a formal police investigation, a revisioning of the security situation of the shop and a partial reimbursement by the guard who was responsible for the safety of the shop at that time. The community was supportive of Kazi na Sala during this difficult situation, including the Msitu Village Chairman.

The result of the theft and generally low profit margins was that Kazi na Sala decided to temporarily close the shop at the end of 2017. TATU is working with MLP and KnS leaders to design a more profitable shop for 2018.



## ▲ W.E. Care (Community Empowerment)

### ▲▲ Kilipads

The Kilipads project is a small social business that produces reusable sanitary menstrual pads and provides **menstrual** health education to local schools. Margreth and Mariam (the Kilipads team) have been making reusable pads for women and girls since 2016.

In 2017 they started the formal Trades Beuro and Standards (TBS) registration process of their wonderful Kilipad Enterprises brand. Their products are currently available locally but with the TBS certification they will begin selling in local supermarkets and to international aid organizations.

In July their initiative caught the eye of the Manyara Regional Government and they were requested to represent female entrepreneurs at the Saba Saba international trade fair in Dar es Salam. Apart from the business of Kilipads Margret and Mariam also try to reduce stigma about menstruation by providing health seminars to women and girls in their area.

In 2017 they were able to run their Menstrual Health Seminars to 9 schools, where they distributed more than 400 pads that were donated by Femme International. This social enterprise had a total annual income of more than 3,500,000 TZS!

TATU Project continues to help Kilipads communicate with partners, manage sales and navigate the TBS certification process. We look forward to a strong and independent Kilipads Enterprises in the near future.



*Menstrual health seminar at Kiruani school, July 2017*

*Kilipads Team: Mariam Salim and Margreth Vitus*

## ▲ AFYA (Health Program)

The Afya program supports community health initiatives in Msitu wa Tembo and Londoto in three strategic areas; Dispensary and Care, Scholarly Health, and Prevention and Awareness. Dispensary and Care supports home based care nurses and medical caravans at the local dispensary. Scholarly Health provides after school sports, fitness and healthy habits programming at the 3 primary schools in Msitu wa Tembo and Londoto. Prevention Awareness works with community health workers to provide education campaigns in local schools and to the community at large.

In 2017 it completed a strategic review of the above mentioned initiatives and build toward sustainability.

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*Triage during the VII Medical caravan, February 2017*

effectiveness of local healthcare providers we aim to build trust in those institutions by community members.

Kucheza ni Afya (to Play is Healthy) is a school based fitness program that promotes healthy habits at 3 primary schools in Msitu wa Tembo and Londoto. Healthy habits includes warming up before sports, stretching after a workout, drinking water and washing up after playing. Programming is every Tuesday and Thursday, while school is in session. The sessions were attended by an average of 200+ students on any given day. Kucheza ni Afya is administered by local teacher and TATU provides support with basic materials, oversight and sports training to those teachers. Each term ends with interschool sports Bonanza, where students from the three schools get together to play football, basketball and compete in track events. The Kucheza ni Afya team is very proud that half of all 2017 participants were girls!



*Bonanza day, basketball match, December 2017*



*Warms Seminar at Msitu wa Tembo school, January 2017*

Deworming, Clean & Safe Water and Pregnancy.

Our main avenue for promoting Prevention and Awareness of disease in Msitu wa Tembo is the group of volunteer Community Health Workers. With support from the Afya Program the Community Health Workers provided 6 seminars to students in the 3 local primary schools. Each seminar was attended by an average of 484 students. Topics included nutrition, deworming and clean & safe water. The community health workers also provided health seminars to the general community at the two medical caravans. These community focused seminars included Tuberculosis, Urinary Tract Infections, Pneumonia,

## ▲ Research

During 2017, the much-awaited research on water had been carried out!

The water research analyzed access to clean and safe water, the supply of water wells compared to the social demand and the level of knowledge of sanitation methods in the community. The results show us that the construction of wells and providing informative seminars from TATU Project and our partners have had a positive impact on the community and its development. This research has also helped us to detect an underlying problem in relation to safe water that we had not yet taken into account. Fluoride. A little fluoride can be very good for your teeth, however too much fluoride can cause debilitating joint pain as a result of skeletal fluorosis. In the community, we calculated that 61% have access to clean water but only 3% have access to water that is both clean and safe, which according to the Tanzanian water quality standard contains less than 4mg/l of fluoride. TATU carried out a follow up survey of all the water sources of the community to analyze their situation and quality. Of 16 water points identified, 6 are acceptable under the Tanzanian standard.

The Research and Development (R & D) department continues to work with TATU's projects to insure that research methods are appropriately applied. One process has been to organize TATU Project indicators with the global sustainable development goals (SDG), the process to specify the R & D department to be able to evaluate the development process over the next few years community, will be finalized for next 2018.

In addition, thanks to a great year in 2017, the figure of research has taken much more strength, and therefore, each project and program can enjoy the experience and focus on research to approach a more fruitful data acquisition.

## ▲ Water

"70% of the population of Msitu wa Tembo and Londoto have access to clean and safe water" is the main goal of water project. In making sure the main goal is achieved, TATU Project and our partner DOROTHY's well has been able to install solar powered wells in the year 2015 to 2016.

In the year 2017, the Water Project has completed most of the activities towards achieving the main goal. In collaboration of the Water Project and the Research & Development department, the teams worked together to first conduct research and publish a report on water access, supply and sanitation. The report shows the amount of time people spend fetching water according to their areas of residency and the sources they depend on. [See report here](#). The report identified has identified areas with a higher need of water than other areas, listed are, Londoto, Majengo and Kiwoi. In making sure these area also get clean and safe water, during 2017 TATU Project had applied for a grant with partners (Rotary, Energy for all and BEwater) for drilling a new well and areas considered were Majengo and Kiwoi.

Furthermore, the Water Project has conducted quality water test to 16 water sources in the community, 4 among the tested water sources are professionally drilled wells and the rest are locally made. Results shows only 6 sources are acceptable to drink due to fluoride, according to WHO standards drinking water should not exceed 1.5.mg/l for international standards and 4mg/l for Tanzanian standards. TATU Project organised a meeting with fluoride expert (Rebecca

Saunders) for further knowledge about fluoride and later shared this to the community. Among the four professionally drilled wells, two were found with high amounts of fluoride.

## ▲ Environment – Tree planting

In collaboration with Afya project and HBC, Water project conducted water sanitation seminars to three primary schools (Londoto, Msitu wa Tembo, J.M Kiwete) and one secondary school (Msitu wa Tembo Secondary) these seminars will continue in the year 2018 in the community.

Agriculture research was finished in 2017, where by 10 key problem areas were viewed, such are: water, soil, land, credit accessibility, marketing, training, seeds, pests and diseases. A research found that market and agriculture knowledge are the major problem farmers are facing. TATU Project aims to connect farmers with potential partners who will be able to work together towards solving agriculture challenges, such partners are TAHA, SEVIA, WEST EAST SEED AND various SACCOS, Research also found there are common pests and diseases that are challenging farmers as a whole.

[See a research here](#)



*Planting a tree in Londoto school, May 2017*

Furthermore, the Environment Project started a Tree Planting Project in Londoto primary school and decided for this to be the pilot project while a concrete framework is made, until the end of 2017 60 neem trees were already planted around school and students managed them very well, 100% of the trees survived despite of different challenges like livestock. 50 neem trees were also planted around the Kazi na Sala Wholesale Shop upon our partners GlobalBike visit (this activity was not due to any project objectives) in the year 2018 the Environment Project aim to establish environment school club.

## ▲ TATU Adventures

In 2017, TATU Adventures kept on developing its travel offers and responsible tourism. This year, we had 83 clients traveling with us, all of them included a safari in their itinerary, most of them choosing to do a 3 or 4 days safari. In total, 5 people climbed Mount Meru and another 5 climbed Mount Kilimanjaro.

Regarding Mount Kilimanjaro, TATU Adventures made a further step towards sustainability, working with a partner that registered for KPAP (Kilimanjaro Porters Assistance Program), an organization that works to improve the working conditions of the porters on Kilimanjaro, whom very often are exploited in order to reduce the costs of the climb. This organization ensures that all the companies registered have an ethical treatment towards their porters.

For the day trips, TATU Adventures continued working with its 3 guides: Hollo, Christopher and Amani. In 2017, the guides trainings have mainly focused on responsible tourism. They have also

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been trained to improve their product knowledge and customer service, as well as to know better about the work that TATU Project does.

This year, a new day trip was included, the Maasai Hike and Visit our Projects. This day trip allows the clients to get a better understanding of the Maasai culture in a respectful and responsible way, as well as it gives an insight to the projects carried out by TATU Project in Msitu wa Tembo and Londoto. The trip that brings the clients to Lake Jipe and the Pare Mountains were also modified and adapted in order to include it in the travel itineraries.

Last but not least, TATU Adventures managed to get a partner in Zanzibar that organizes airport pick-ups, guided tours, different activities and bookings for the hotels. This partnership has worked very well until the end of the year and so far 11 of our clients could already enjoy the island.



*Canoeing in Lake Jipe*

## ▲ Accounting

### Income

2017 was a successful year in terms of fundraising. We received a good deal of support from various donors and we successfully raised money through our TATU t-shirts.

Also it was amazing to see some of our supporters transforming personal events (birthdays, retirement, funeral, weddings...) into a generous outreach transforming traditional gifts into donations towards our projects. This is not only great support but also raises awareness and fosters solidarity!

The yearly TATU Party in Mallorca was amazing again, thanks to the beautiful setting and the presence of our trusted associates and TATU family.

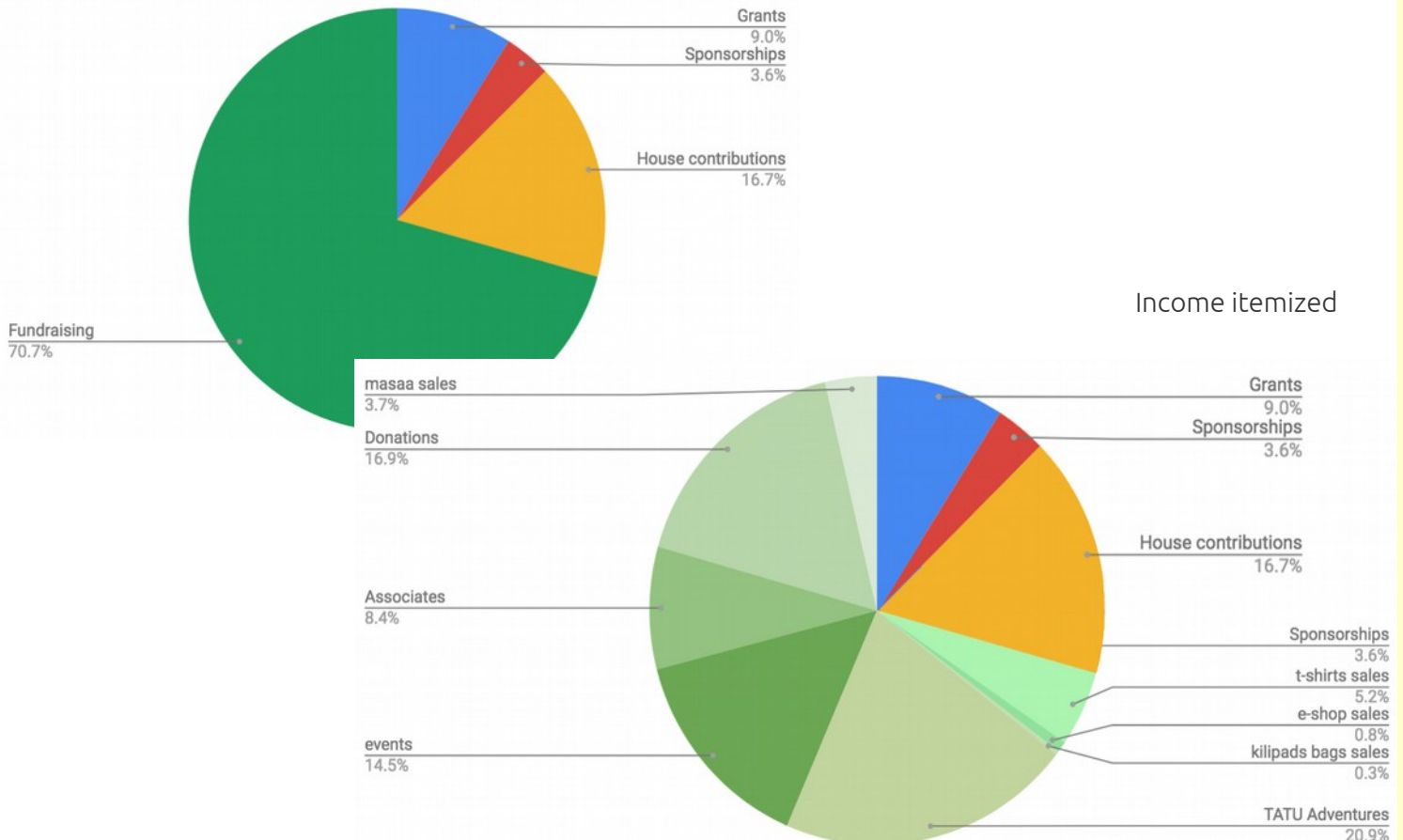
The beautiful Tanzanian products were also a success this year: Masai Jewelry, local fabrics, TATU t-shirts and KiliPads bags, also entrance tickets and a raffle.

Through TATU Adventures 83 people visited Tanzania. Their donations supported the projects in Msitu wa Tembo and Londoto, what a great way to share the love of the culture and the people we are lucky to work with!

We are so grateful for all of the support we get, from collaborators, volunteers, donors, associates, our fantastic Fundraising and Communications Team, and all of the many contributors of TATU Project who strengthen our mission.

Last but not least, funding for various projects was provided by our partners from Lush, CAIB, Wofford College, , Colonia and Rotaract Paris.

### Income distribution



## Outcome:

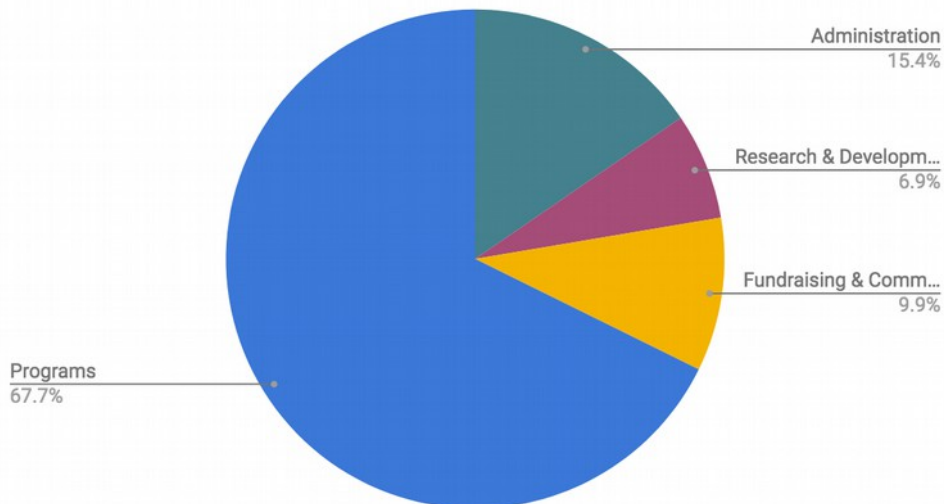
Our spendings have been relatively stable from 2016 to 2017 - with the exception of the creation of our Research and Development (R&D) department.

This R&D department resulted in extra costs, mostly in terms of Human Resources, however resulting in more in depth knowledge about the community and the areas of work that we want to target which is invaluable to make sure we bring forward the right solutions. The amount of research done in only one year and the accumulated data from the community will be helpful throughout the next ten years as a main reference.

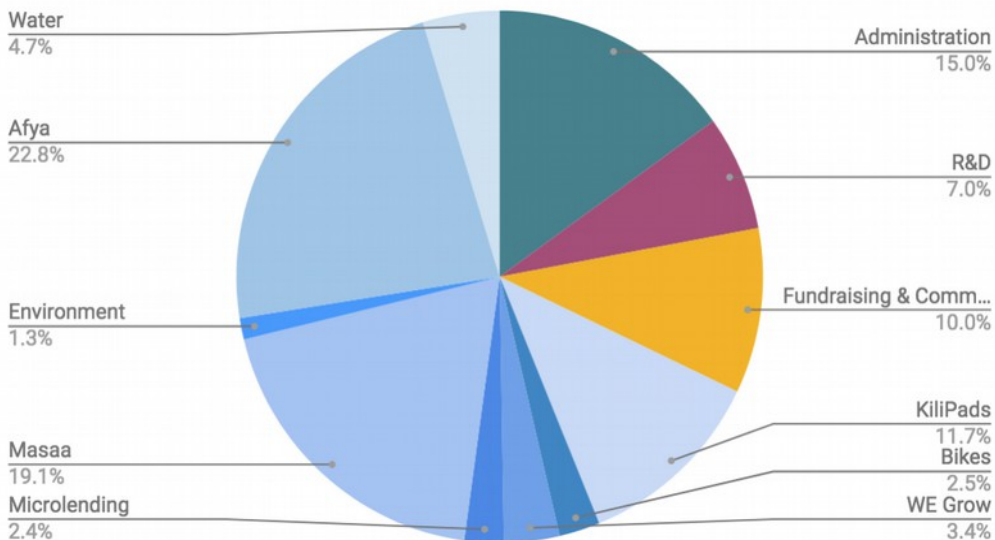
We have also expanded the space for our international team in the house which resulted in higher administrative fees, but better conditions for our long term international staff.

In terms of program expenses, we've had more activities in the sector of Water and Environment - mainly with water and sanitation awareness campaigns in the community and the start of a tree-planting program. We hope to expand both programs, Water being a main priority and our tree-planting program being so well implemented by the schools.

### Outcome distribution



### Outcome itemized by projects



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FINANCIAL RESULTS 2017				
TATU PROJECT				
RESULTS BY EXPENDITURES TYPE and IN TZH				
OUTCOME TYPE	ADMIN ACTUALS	PROGRAMS ACTUALS	F&C ACTUALS	R&D ACTUALS
Salaries and staff costs	10763956	50666104	5939080	5939080
House/Office Expenses	829018.1818	5181363.636	2279800	829018.1818
Materials and furnitures	0	9140900		
Supplies and Stationery	177880	4895840	88940	88940
Research and Development	13425	1784850	13425	1146300
Transport and travel	1825917.6	6887438.2	1141198.5	228239.7
Rental	693636.3636	4835227.273	1907500	693636.3636
Training costs	0	2839500	0	0
Telecommunications	171000	912000	513000	171000
Equipments	0	283000	0	0
Marketing and Communication	388461.22	1433496.64	1523525.155	220248.5155
Other expenses	5933865.71	2383775	0	0
<b>TOTAL</b>	<b>20797160.08</b>	<b>91243494.75</b>	<b>13406468.66</b>	<b>9316462.761</b>

## ▲ Partners

A special thanks to our wonderful partners:





▲ For this 2018 we want...

**Women Empowerment:**

- WE Grow focus: the economic empowerment initiatives thrived in 2017 (with the exception of the wholeale shop), fostering feelings of independence, which we want to match with confidence, self-awareness and group cohesion. We hope to solidify this group of always stronger women! Hopefully new members will join us as well!
- MLI has been extremely successful and growing at an astonishing rate, we will need to solidify its model to allow such growth and reduce risks attached. The Wholesale Shop shall implement new business strategies in order to become profitable and start paying back its startup loan.
- Masaa will need to be profitable again although the focused was shift from the business goals to literacy trainings for the women, we will need to find a balance for the sake of its sustainability.
- Kilipads will hope to resolve its infrastructure issues in order to move forward with TBS, while continuing its feminine health awareness trainings for young girls.
- The Bike Project shall take a step further into sustainability by taking over some operational costs currently subsidized by our partners Globalbike and also thinking more about risk management.

**Green programming:** growing our tree-planting initiative in schools towards a more holistic environmental program in schools: students have been so caring of each one of the 100+ trees planted, we want to build on this and build an eco-responsible generation of students and teachers in all primary schools in the community.

**Water initiatives:** we hope to increase access through a new water point and start building a program to strengthen the governance of the water infrastuctures and the general community awareness around water and sanitation.

**AFYA** hopes to continue trainings and motivating more home based care volunteers to expand the support to patients with limited-mobility

**F&C:** continue finding longer term sources of funding in order to grow our initiatives and accelerate positive changes in the community

**R&D:** We will continue undertaking various research works to deepen our understanding and knowledge of the community, starting with women from Kazi na Sala, Water, Tree-Planting and preparing for our 2019 Baseline Survey

Continue to appreciate and grow our beautiful TATU Team and their amazing work!

We are excited to continue the adventures with your support and available for any other information / question !

With love and care,

*TATU Team*