

5-YEAR POLICY PLAN

Juli 2024-2029



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INTRODUCTION

Stichting Beter Malawi was founded on September 7, 2012.

Statutory objective:

The objective of the Foundation is included in article 2.1 of the statutes and reads as follows:

"To combine and deploy knowledge and resources so that Malawians are better able to improve the quality of their own lives."

Malawi has a very low standard of living. For years, Malawi has been among the bottom 20 of the 188 countries on the UN's 'Human Development Index'. There are many problems regarding basic necessities:

- Food
- Education

Although the foundation's objective was initially described more broadly, the focus has now been internally narrowed to these basic needs, and projects in other areas such as security, clothing, shelter, healthcare, and hygiene are generally not undertaken. As a small foundation with limited capacity, choices must be made. Our priority lies in improving their situation regarding the aforementioned two topics. Any other projects are categorized as Special Projects but will be limited as much as possible. This objective is intentionally broadly defined so that we can be flexible if necessary. In practice, we are currently focusing on the people in the CBO Mawa ndi anthu Otisamala. It is registered with the Social Welfare Office in Zomba (Malawi). This concerns a small 20,000 people. This area has a governance structure with 2 Groups of Village Headmen, and each village has its own Chief (a total of about 30). However, our objective does not exclude other regions. For example, with our Leading Farmer Project, we also collaborate with the CBO Yodep.

The principle is that the community itself comes up with ideas and executes them. We only assist with the startup until they can work independently of us.

Organisation:

Board: The board of SBM meets approximately 12 times a year and consists of 5 roles, filled by 4 people as of September 1, 2024, each with their own area of focus within the foundation.

Naam	Functie	Aandachtsgebied
Bas Bosma	Voorzitter/Penningmeester	Educatieve projecten
Dick Aantjes	Secretaris	Agrarische projecten
Marleen Ijsseldijk	Bestuurslid	PR en Communicatie
Erik van Happen	Bestuurslid	Adviserend
Vacature	Bestuurslid	Diversen

There is 1 project member who is not on the board, namely:

Naam	Functie	Aandachtsgebied
Wim Smulders	Project lid	Financiën en jaarrekening

There are 4 local project managers who meet every month, namely:

Naam	Functie	Aandachtsgebied
Joseph Mariko	Voorzitter	Leading Farmer Project
Asante Aofi	Bestuurslid	Talent projec
Hannes Galero	Bestuurslid	Schoolfee project
Eveles Chaukula	Bestuurslid	Diversen

There is an Advisory Board that meets once a year with the board to discuss policy. The Advisory Board consists of 3 roles and is currently filled by 2 people.

Naam	Functie	Aandachtsgebied
Rob Luimers	Adviseur	Diversen
Joan Roach	Adviseur	Diversen
Vacature	Adviseur	Diversen

Compensation Policy:

The board members and/or advisors of the Foundation do not receive any compensation for their work. Expenses are no longer reimbursed by the Foundation unless otherwise agreed upon by the board. These costs are then detailed and published in our operations and balance sheet under the heading "overhead balance."

Accountability:

To stay informed about all project progress, the Foundation receives a report from the local project managers every month. Each quarter, the Foundation then sends out a newsletter on the progress of the projects to everyone who has signed up for it. We also regularly publish updates on our website and Facebook page to inform a broader audience about our activities. Annually, one of the board members travels to Malawi to visit ongoing projects or investigate new ones. This visit is conducted at their own expense.

Administrative Organization:

The Foundation's administration is managed under the responsibility of the treasurer (Bas Bosma). Each quarter, the Foundation's operations and balance sheet are updated, discussed, and published on the website www.betermalawi.nl/index.php/info/financien. Details are available for inspection upon request to the treasurer. Additionally, an annual compilation statement is prepared and also published on the website. This compilation statement will be posted online by April each year.

There is one current account (EURO) in the name of our Foundation at Rabobank. In Zomba (Malawi), there is one current account in MWK (Malawian Kwacha) and one current account in USD in the name of 'Friends of Beter Malawi'. Joseph can independently deposit money into these accounts but can only withdraw funds if prior email permission is given to the bank by Wim, Bas, or Dick. Wim maintains the entire administration and sends a summary to Bas (treasurer) at the end of each quarter before it is posted on the website.

Fundraising and Allocations:

At Beter Malawi, we strive to create a significant impact in the communities we serve. We are committed to managing our fundraising in a transparent, responsible, and effective manner. Here's how we do it:

Social Media & Crowdfunding: We understand the power of social media and the engagement of our supporters. Through platforms such as Facebook, Twitter, and Instagram, we keep our community informed about our projects, successes, and needs. We regularly launch crowdfunding campaigns to finance specific goals. These campaigns give everyone the opportunity to contribute to our mission, regardless of the size of their donation.

Knowledge Network and Companies/Schools: Our Knowledge Network and partnerships with Companies and Schools are key targets for sponsorship. We invite professionals, businesses, and schools to support us by sharing financial contributions, expertise, advice, and guidance. These collaborations are invaluable for realizing our mission and increasing our impact. Our policy is that the



funds must be available before we start a new project. For example, we have also collaborated with 'Stichting Wilde Ganzen'.

Fund Allocation: At Beter Malawi, transparency is of the utmost importance. We ensure that approximately 90% of all received funds are directly allocated to our projects in Malawi. This means that the majority of your donation is used directly to improve the lives of Malawian youth. The remaining 10% is reserved for overhead costs, including managing our website, bank account fees, and administrative expenses.

Ambitions:

- Provide as much knowledge as possible to Malawians so they can inspire others and improve society as a whole.
- Potential collaboration with NGOs in the field of IT. Currently, the IT sector in Malawi is emerging and will continue to develop over the coming years. Aligning with this trend will have a significant impact on long-term development.
- Make the website English-language accessible to facilitate more international and Malawian collaborations.
- Focus on sustainability of the projects, meaning that financial resources are generated within the local community to enable the projects to function independently.

Finally:

In this policy plan, the board of Stichting Beter Malawi (SBM) essentially sets out the current policy for the coming five years (2024-2029). Below, we have provided a description of each project including a 5-year budget. In practice, we find that the path to our objectives often needs adjustment, so we monitor and adjust every 3 months as necessary.

The fiscal year runs from January 1st to December 31st (one calendar year). Therefore, financial reporting and accountability will be conducted on a calendar year basis.

Projects often run from July 1st to June 30th (for example, one school year or agricultural season culminating in the maize harvest in April/May), spanning two fiscal years.

This policy plan was adopted in the board meeting on July 5, 2024. The responsibility for project implementation in Malawi lies with MAWA. The policy plan will be reviewed annually in April/May with them.

SCHOOL FEE PROJECT

Project Objective:

The goal of the project is to provide basic education to all young people whose families cannot afford secondary school costs, thereby raising the overall level of basic knowledge.

Target Group:

The target group consists of primary school graduates in the Zomba area, Malawi, who have the ambition to continue their education and are selected by the Malawi National Examination Board (MANEB) to attend secondary school.

Project Details:

Young people who have successfully completed primary school exams and are selected for secondary school can apply to the Beter Malawi MAWA team (henceforth referred to as the project leaders) for sponsorship of their secondary school costs. All students must motivate themselves with a letter and a photo to be sent to the project leaders. These local project leaders will handle the selection process, ensuring that the students genuinely need financial support.

Once the selection is complete, Beter Malawi Netherlands (henceforth referred to as the board) will link the students to individual sponsors who donate specifically for this project. In Malawi, there are 4 years of secondary school, called Form 1 to Form 4. Selected students can be sponsored for each year.

At the beginning of each new school year (September), the project leaders send a note with a photo of each sponsored student for that school year to the board. The board sorts all received letters into 2 categories to send to the sponsors. The first category includes sponsors who receive a letter from the same student they sponsored the previous year. The second category includes sponsors who receive a letter from a new student because their previous year's student is no longer in school, usually because they graduated, but it can also be for other reasons.

After each term (3 in a year), the project leaders conduct a general evaluation, discussing progress with the students and define if they underperform. Parents will also be heavily involved in the meetings to remind them of their responsibilities towards their children's education.

In secondary school, we have a junior section (forms 1 and 2) and a senior section (forms 3 and 4). In the junior section, students take 12 subjects, and in the senior section, students may choose at least 6 subjects (out of those 12) they want to study. Most students choose 8 subjects.

The Beter Malawi Foundation has sponsors who are willing to pay the school fees for a number of students. However, this does not apply to students who are underperforming. We have decided to define underperformance in this context as follows:

To pass the exams a student must pass 6 subjects, including English, with a score of more than 40%. In this regard, underperformance means that a student does not pass six subjects out of all the subjects they are taking in a class including English subject (it is a must for students in Malawi to pass English and any other subjects for him or her to be awarded a pass or a certificate if its MANEB examination). An academic year has 3 terms, each ending with a report. Each student therefore has a maximum of 3 chances in that year. The aim is not to remove students from the sponsorship but to encourage them to work harder and perform better in school. If a student does not pass any of the 3 terms, the decision to stop sponsoring will be made at the end of the academic year.

To monitor the students' development, the local Beter Malawi team will have meetings with the students to discuss issues related to their education and try to address the challenges that may lead to failure.

Expected Results:

Each year, a minimum of 60 students will receive sponsorship. In September 2024, we will ask the project leaders for a report on the total number of students who passed and failed in Form 4, broken down by gender. From this, we will derive the pass rate (the baseline measurement). We will then ask the project leaders what they think of this percentage, whether it can be improved, how much it could improve next year, how much it could improve in 5 years, and what they can do to achieve this goal. We will request and discuss these figures annually in September.

All students who do not pass can be supported with a retake after a thorough evaluation with the local project leaders. By providing this support, this project enables more young people to enter society with further education, giving them more tools to further develop themselves.

SMART Goal - School Fee Project:

- **Specific:** The project aims to provide basic education to primary school graduates in the Zomba area, Malawi, who have the ambition to continue learning and are selected by the Malawi National Examination Board (MANEB).
- **Measurable:** Each year, at least 60 students will be sponsored for their secondary school fees. Over the next 5 years, we will support the project leaders with ideas to significantly improve the pass rate from the baseline measurement. Currently, we are not assigning specific numbers, but we will make this concrete starting September 2024.
- **Acceptable:** The local project leaders will carefully select students to ensure that only those who genuinely need financial support are sponsored. Annually, at the end of each school year, they will assess whether any students should stop receiving sponsorship. The board will ask the project leaders by September 2024 to define underperformance (make it concrete), how they monitor it, and when underperformance results in stopping sponsorship.
- **Realistic:** By providing support to these students, we increase the chances that they will complete their secondary education and gain access to further educational and self-development opportunities.
- **Time-bound:** The project takes place each school year from September to July. Students can be sponsored for their entire secondary school period (a maximum of 4 years), depending on their progress and evaluations. Students who continue to underperform may lose their sponsorship under conditions to be further described, allowing other students to receive support.

Budget Forecast:

The cost per student is currently about €60 per school year, divided over 3 terms, and paid by us to the project leaders, who in turn pay the headteachers of the respective schools. For this project, we have many individual sponsors whom we ask to contribute monthly (€6.50), semi-annually, or annually for the sponsored students. We account for the possibility of rising costs for public schools due to inflation, estimating an increase of 5% per year. The costs in MKW rise faster on average, but we also receive more MKW for our EUR.

Kalender Jaar	Aantal leerlingen 1e kalenderjaarhelft	Aantal leerlingen 2e kalenderjaarhelft	Gemiddelde schoolkosten pm per leerling 1e jaarhelft in EUR	Gemiddelde schoolkosten pm per leerling 2e jaarhelft in EUR	Inflatie	Totale jaarlijkse kosten in EUR
Jaar 2024	49	60	5,00	5,25	5%	3.360
Jaar 2025	60	60	5,25	5,51	5%	3.875
jaar 2026	60	60	5,51	5,79	5%	4.068
jaar 2027	60	60	5,79	6,08	5%	4.272
jaar 2028	60	60	6,08	6,38	5%	4.485
Totaal begroot voor 5 jaar:						20.060

Funding Forecast:

There are currently 36 sponsors for 49 students. Some sponsors pay for 2 or more students. The estimate is that annually a maximum of 10% of the children will lose their sponsor. For an expansion to 60 students, initially, 11 new sponsors are needed. If we find more, some sponsors among us may give up their student and place themselves on the reserve list (but continue to pay). We will likely need to find 6 new sponsors annually. The board has sufficient capacity within their circle of family, friends, and colleagues to replenish these 6 vacant sponsors.

Monitoring

Every 3 months, Wim presents the expenses per project, and it is assessed whether they are according to budget. If not, additional measures need to be taken.

COLLEGE TALENT PROJECT

Project Goal:

To create a stream of educated youth who, through their work and entrepreneurship, improve the overall standard of living in their community and inspire others.

Target Audience:

High school graduates with determination and ambition in the vicinity of Zomba, Malawi.

Project Details:

We seek talented young individuals who are determined to achieve their educational goals but require financial support. We select these youths through a meticulous selection process. This includes a local motivation interview, a motivation letter, a motivation survey, the presentation of their high school diploma, and providing photographs of themselves. Our local leaders play an active role in the selection process, highlighting specific preferences which Beter Malawi board considers in her decision-making. Each candidate must demonstrate a proactive attitude based on the information/materials provided. This can be shown by participation in activities related to their field, volunteering related to their intended studies, or even efforts to (partially) fund their own educational expenses.

After selecting the talents, our local project leaders ensure feedback at least once per semester and collect all relevant information about their education. We support our talents by providing school fees, exam fees, a bicycle, and a smartphone. They are also added to a WhatsApp group with our local project leaders and our team, ensuring short and efficient communication lines. At the end of each semester, after the examination period, we ask our talents for feedback in the form of a written letter or Word document. Once the talents have obtained and received their diplomas, the local project leaders inform us.

If a talent fails their exams, the reasons for their failure will be evaluated, and it will be determined whether we will support a sponsored re-examination. This gives the talent an additional opportunity to obtain their certificate (part of the diploma). However, the decision may be made not to allow the talent to participate in the project for the following school year.

During or after their training, talents have the opportunity to do internship, work with employers, or become self-employed entrepreneurs. This is facilitated by the network of our local project leaders and the schools where the talents pursue their education. Each program in Malawi includes the subject "Entrepreneurship," which is recurrently related to the training itself, providing additional flexibility.

Expected Results:

Annually, we aim to place 3 to 5 qualified talents in the Malawian job market. Through their work, we strive to offer more inspiration, knowledge, leadership, and employment opportunities to their community, impacting economically and stimulating the growth of thriving communities.

SMART Goal - College Talent Project:

Specific: The goal of our project is to annually train and support 3 to 5 talented young individuals from the vicinity of Zomba, Malawi, so they can sustainably improve the standard of living and inspire others in their communities through their work and entrepreneurship.

Measurable: We measure our success by placing 3 to 5 qualified talents in the Malawian job market each year.

Acceptable: This goal is acceptable as it promotes the empowerment of youth, education, and entrepreneurship, benefiting local communities.

Realistic: We have the infrastructure and partnerships needed to achieve this goal and provide support to the selected talents.

Time-bound: We aim to place this number of talents annually and remain committed to achieving this goal within the specified timeframe.

Budget Forecast

The cost of one year of education, including exams, averages €450 per student and is paid directly. We also provide a bicycle, smartphone, and potentially other tools, which on average amounts to a one-time costs of €150 per student. Please note that an inflation rate of 5% per year is accounted for in subsequent years. Costs in MWK rise faster on average, but we also receive more MWK for our EUR.

Jaartal	Aantal talenten	Gemiddelde schoolkosten per talent in EUR	Eenmalig kosten per talent in EUR*	Totale jaarlijkse kosten in EUR
Jaar 2024	5	450.00	150.00	3,000
Jaar 2025	5	472.50	157.50	3,150
Jaar 2026	5	496.13	165.38	3,308
Jaar 2027	5	520.93	173.64	3,473
Jaar 2028	5	546.98	182.33	3,647
Totaal begroot voor 5 jaar:				16,577

Fundraising

For the financing of the College Talent Project, we focus primarily on fundraising from individuals. Through our website, LinkedIn, sponsorship campaigns, and crowdfunding, we raise sufficient funds to cover the subsequent annual costs of education, materials, and support for our talents.

Monitoring

During our regular meetings, two fixed agenda items are consistently discussed to monitor the progress and financial status of our activities:

- Progress of the currently supported talents.
- The status of funding for the education of new talents.

MAWA LEADING FARMER PROJECT

Project Goal:

To improve food security, promote the use of less fertilizer, and educate people, including youth in school, on how to cultivate more crops on a small plot of land and grow plants effectively even with little or no rain.

This project has been ongoing since 2016. It has not been well-managed for many years and commitments were increasingly not met. In October 2023, we indicated our intention to discontinue this project. However, at that time, we had just appointed a new, young, and motivated local team who requested us to give them a chance and keep the project running for at least another year. By July 2024, nearly all loans provided by us should be repaid. If this condition is met, we will work with them to outline a 5-year plan for this project and integrate it into our overall 5-year plan. If, however, most loans are not repaid, we will discontinue this project.

PROJECT ON HOLD; awaiting completion of current season. Depending on those results, a new 5-year program will/will not be initiated.

YODEP LEADING FARMER PROJECT

Project Goal:

To improve food security, promote the use of less fertilizer, and educate people, including youth in school, on how to cultivate more crops on a small piece of land and grow plants effectively even with little or no rain. This project was initiated in 2022 and runs until mid-2027.

Target Audience:

The project is implemented in Likangala EPA in Zomba and Mtonda EPA in Ntcheu districts. These areas are known for low food production. The project initially targets 70 farmers from Zomba and Ntcheu. YODEP focuses on this number of farmers (70) because they believe in starting small and growing gradually, and they prefer to work only with farmers who are committed.

Project Description:

So far, YODEP has registered 400 farmers in Zomba and 400 farmers in Ntcheu who are already motivated and have started making compost fertilizer. In June 2022, YODEP registered a total of 70 farmers who received loans of compost fertilizer and maize seeds. In Ntcheu, 35 farmers were registered, and in Zomba, 35 farmers, and we will continue with the loans to them.

In the first year (season 2022/23), the farmers learned the basics. In the second year, they were able to improve. All this with the help of the field guide. In the third year, they have to do it themselves again, but they can ask the experts for additional information. In this program, we want to help many farmers for at least 5 years, as indicated in the table.

In the first two years of the project, farmers received 3 bags of compost fertilizer, 10 kg of chemical fertilizer, and 5 kg of maize seeds each year. Organic manure was used as an experiment for the community to learn from. YODEP provided the 3 bags of organic manure as a loan, and this loan was only provided from November 2022 to those who showed interest in repayment. Each farmer was asked to repay the loan by the end of June 2023. YODEP, with the help of expert farmers, was and is responsible for collecting the loan. YODEP designed forms that each farmer who took out the loan also signed. Village leaders continue to recommend honest, hardworking farmers. YODEP will allow other interested farmers to participate in this project, although they will not receive a loan. The interest on the loan is 15%.

Expected Results:

To strengthen the capacity of 800 farmers from poor/vulnerable households in 20 villages of Likangala EPA in Zomba and Mtonda EPA in Ntcheu District to improve food security over the 5-year duration of the plan.

SMART Goal - YODEP LFP:

Specific:

Increase food availability at household level, raise household income, and diversify income sources for approximately 360 male-headed households and 440 female-headed households in 20 villages of Likangala Extension PA in Zomba District and Mtonda EPA in Ntcheu by mid-2027.

Increasing resilience against climate-related disasters and ensuring that all households practice sustainable agriculture by mid-2027.

Measurable:

- Increase maize production by 4 to 10 times the normal yield. Normally, in Malawi, it is 63 kg per plot of 16.2 x 39 meters.
- Reduce the use of chemical fertilizers significantly by using organic compost/manure, resulting in lower costs and only a minor reduction in production, making it more sustainable.
- Train a small group of farmers to expert level so they can educate all farmers. Begin training at primary schools next year. Then, there will be our own program to work with our experts with the full cooperation of school staff.
- Gradually increase the number of participating farmers according to the schedule below:

Number of farming families	2022/ 23	2023/ 24	2024/ 25	2025/ 26	2026/ 27	Total farmers reached
Total new with a loan	70	30	220	180	300	800
Overall total (Number of farmers in the programm per year)	70	100	250	400	480	

Acceptable:

There is a strong ambition to teach 800 farmers a different farming method over 5 years + to shift from chemical fertilizers to manure/compost. Additionally, promoting experts visiting schools to convey the same message.

Realistic:

The higher yield per square meter and lower costs through compost use should serve as intrinsic motivation for farmers to embrace this method.

Time-bound:

This project started in September 2022 and runs until June 2027. By the summer of 2024, we concluded the 2nd year of this 5-year plan. The idea is that after 5 years, enough farmers will have the knowledge to farm without chemical fertilizers, enabling them to educate others in the community and potentially phase out this program.

Budget:

The first two years have already been completed and paid for using available own funds. We are now in the process of completing the second year. A total of 5,850,000 MWK needs to be recovered from the loans. We are calculating with an inflation rate of 10% and a 95% repayment rate of the loans. For the next three years, an update has been made to the 5-year plan with Yodep. This update was necessary partly because compost/manure alone is not sufficient [still some fertilizer is needed] and partly due to fewer farmers participating in the second year, as well as prices increasing more than expected.

For the remaining 3 years, the following is required:

Seizoen	Budget in MWK	Koers MWK	Budget in €
2024/2025	14.000.000	1850	7.600
2025/2026	14.000.000	1900	7.400
2026/2027	10.100.000	1950	5.200

For the next 3 years, we will more closely measure whether we are on track with our intended objectives. At the end of this program, repayment of the total loans for that year (ending in June 2027) will be made to Beter Malawi. This allows them to evaluate our new plans and decide whether to continue with us on a new project. A very extensive budget per year is available on request.

Fundraising:

In 2022, we had significant reserves and decided to finance this project from them. In the coming years, it is necessary to find sponsorship. We will focus our search on parties already active in Malawi in the field of agriculture.

Monitoring:

The YODEP team will monitor the project's progress through field visits, community meetings and feedback, monthly reports, and testimonials from the farmers themselves. There is a simple calendar with all months and steps from the hand-out, so each farmer can show the experts when he has done his work for that step. The Beter Malawi board in the Netherlands will discuss the project progress monthly.

MAWA CONNECTED (PROJECT)

Project Goal:

The goal of the Mawa Connected project is to provide affordable access to the internet and various technologies to everyone in and around the Mawa Community.

Target Audience:

The target audience includes every Malawian in the vicinity of the Mawa Community, with or without a smartphone, laptop, or the means to pay for computer services. This encompasses individuals, businesses, and schools.

Project Description:

Technology is the key to the development of nations and their communities. The young people leading in this field ensure a prosperous future. Therefore, it is our (Mawa NGO) desire to deliver technological services within our community. The service that can achieve this is a computer café. To get the project off the ground, equipment and knowledgeable personnel are required.

We aim to realize this project with the following products/services:

Providing a Wi-Fi network, where daily, weekly, and monthly subscriptions can be purchased. We can offer this Wi-Fi network through a TNM Indoor 5G Router to all smartphones, tablets, laptops, and computers.

Offering print, scan, and copy services using printing equipment.

Providing access to PCs with Microsoft Office and an internet connection.

Offering school and office supplies.

After conducting local market research in and around Zomba, it appears that businesses of this type thrive on central roads due to the high flow of customers from all areas. It is also essential to ensure the security of our hardware. The location we intend to operate is Four-Ways, a central point with a substantial flow of people within the community.

In the initial stages, we anticipate potential losses because Mawa Connected is not yet well-known. Through marketing efforts, including word-of-mouth, social media, and distributing self-made flyers, the number of customers will increase.

Expected Results:

To establish a sustainable internet café within five years that provides the Mawa community with affordable access to the internet and technological services. This will lead to increased technological literacy, improved economic activities, and broader access to education and information for individuals and organizations in the area.

SMART Goal – Mawa Connected Project:

Specific:

The goal of the Mawa Connected project is to establish a well-functioning internet café in the Mawa Community within five years, providing affordable access to the internet and technology for local residents, schools, and businesses. The core activities include offering Wi-Fi, print and copy services, access to computers with Microsoft Office, and the sale of office supplies.

Measurable:

We measure success by having at least 100 regular customers within the first year and achieving an average monthly revenue growth of 5% in the first two years.

Acceptable:

This objective is acceptable as it supports the Mawa community by increasing technological access, creating employment, and stimulating the local economy, without individuals personally profiting from the income.

Realistic:

This objective is realistic because we already have partnerships with local schools and organizations, have secured a central location, and have access to the necessary equipment and support to set up the café.

Time-Bound:

We aim to have the café operational within six months of starting preparations, with a focus on marketing and customer acquisition during the first three months after opening.

Budget:

For the budget, please refer to the [Mawa Connected Financial Plan](#). This plan includes startup costs such as hardware costs, inventory costs, other costs, and fixed monthly costs. Additionally, we have included a list of our product inventory with current purchase and sales prices, along with a cautious estimate of the turnover numbers for each product.

Fundraising:

Since all necessary financial resources and hardware (laptops & printers) have already been received, the focus is now on efficiently managing and deploying the available resources to achieve the project's goals. Fundraising is currently unnecessary, allowing all attention to be directed towards the execution, marketing, and future growth of Mawa Connected. However, we do not rule out possible future plans for the project.

Monitoring:

Monitoring the Mawa Connected project focuses on financial performance and operational efficiency. Weekly, revenue figures are closely tracked and compared against set goals. Operational costs, such as rent, utilities, salaries, and supplies, are regularly analyzed to ensure profitability.

The project leader oversees all financial transactions, including purchases and sales records, and prepares financial reports at the end of each week. In the first three months, which are crucial for marketing and growth, extra attention is given to evaluating the profit and loss statement to make timely adjustments as needed.

Interested in the full business plan? See [Mawa Connected Business Plan](#).

5-YEARS BUDGET

Below is a table of the financial resources we need annually, and therefore over the total of 5 years, to realize all our projects. The agreement is that we will only start a project once the necessary funds are secured. This is not always achievable. For example, in the school fee project, sponsors contribute monthly. Therefore, together with Wim, we monitor the financial progress of each project quarterly and make adjustments as necessary.

At the release of this 5-year plan, it is still unclear whether we will actually proceed with the projects 'Mawa LFP' and 'Mawa Connected'. The decision will be made in August 2024, and if necessary, the project plans will then be developed and added as an addendum to this 5-year plan.

Required funds in EURO to finance all our projects						
	Schoolfee Project	College Talent Project	Mawa LFP	Yodep LFP	Mawa Connected Project	Total
2024	3,360	3,000		7,600	1,500	15,460
2025	3,875	3,150		7,400		14,425
2026	4,068	3,308		5,200		12,576
2027	4,272	3,473				7,745
2028	4,485	3,647				8,132
					Total	58,337