



MZUZU - E-HUB

REPORT 2021



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Word from the Board Chair

To our Distinguished Partners, Stakeholders and Eco System

The year 2021 started on a positive note with a number of organizations collaborating with Mzuzu E Hub. As an organization, we opened numerous opportunities for our entrepreneurs including the business incubation and digital skills transfer programs which have already yielded impact in the lives of 6,695 beneficiaries. Our satisfaction is derived from seeing these entrepreneurs and trainees make meaningful and positive strides in their everyday lives through financial independence and job creation. All these opportunities would not have been possible without the support from our donor community and stakeholders.

On behalf of Mzuzu E Hub, let me extend my profound gratitude to the new partnerships that were created over the past year both locally and internationally. We also continue to work with the existing partners who are enablers of our programming through implementation of joint projects which enables a wider reach. We believe that the acceleration of the entrepreneur's and trainees journey are incomplete without meaningful engagement, networking and collaboration. In spite of COVID 19 continuing to cause havoc in Malawi, Mzuzu E Hub has managed to extend its reach to numerous stakeholders through digital platforms. These have enabled the organization to reach an audience beyond the Northern Region of Malawi with different interventions. To achieve self-reliance, innovation and growth, Mzuzu E Hub looks forward to the usual cooperation of its partners in supporting our ecosystem.

Mzuzu E Hub commits to continue to improve the operations of the organization to ensure flexibility and agility through engaging meaningful partners in re-designing and re-modeling its programming to ensure that it showcases strong performance and position itself in the growth path.

The organisation welcomed new members of staff that have joined in 2021. This is one of the organization's strength registered in the previous year. The new staff members have demonstrated willingness to align with the organisation's vision. We look forward to serving our clients better with our dynamic and dedicated team.

Julius Ng'oma

A handwritten signature in blue ink, appearing to be 'Julius Ng'oma'.

Board Chairperson



Message from the Managing Director

Reflecting on the just ended year, Mzuzu E Hub looks back with so much pride to highlight that the rising number of beneficiaries engaged which signify our progression on the impact registered across our communities. Collectively, we managed to scale our programming including the Bizcubation and Media information literacy education (MILE) through the Digital Skills For All Project to hard-to-reach areas in Malawi including Likoma and Chizumulu Islands towards enhancing INCLUSION for youth and women participation in the digital society and entrepreneurship sector. Towards promoting our values which include collaboration, Mzuzu E Hub established new partnerships and maintained existing partnerships with organizations that share similar commitments including Save the Children International in unlocking young people's and women's potential to contribute towards job creation in Malawi. For Mzuzu E-Hub to progress towards growth and scale with support from the Dutch good Growth Fund, we revised our existing business model to allow implementation of additional revenue streams and value-added services for our beneficiaries especially startup entrepreneurs. This amazing work is never possible without YOU-our great community of stakeholders including funding partners, implementing partners, community beneficiaries, management and staff. Thank you for your continued support!

Wangiwe Joanna Kambuzi

Founder/Managing Director

3.0. About Mzuzu E Hub

Mzuzu E-Hub is a social enterprise registered under company's incorporation Act TMBRS 1010145 based in Mzuzu, Northern Malawi that was established with aim of building a community of entrepreneurs creating innovative solutions for their communities to foster job creation and poverty eradication. Mzuzu E-Hub provides enterprise support programming including a dynamic co-working space, conference and meeting facilities, business incubation, technology skills transfer and networking events for startup and emerging enterprises. We facilitate this through skills and knowledge transfer, information sharing and provide access to resources, opportunities and networking platforms.

Mzuzu E-Hub was established in June 2017 and full operations began in January 2018 implementing activities contributing towards the United Nations 2030 Sustainable Development Goals including SDG 1- No poverty, SDG 2-Zero Hunger, SDG 3-Good health and well-being, SDG 4-Education, SDG 5-Gender equality, SDG 6-Clean water and sanitation, SDG 7-Energy, SDG 8-Decent work and economic growth, SDG 9-Industry, innovation and infrastructure development, SDG 10-Reduced inequalities, SDG16- Peace, justice and strong institutions and SDG 17-Partnership for the goals. Our target audience includes youth (18-35), women, small and medium enterprise owners, startup and early stage companies.



Mission Statement:

To provide capacity building, linkages and networks for youth led startup and early stage businesses in order to amplify their growth and success

Vision Statement:

Young people at the center of private enterprise driving social and economic development in Malawi

Values:

Our core programming and engagement represent the principles of being:

- Innovative
- Collaborative
- Passionate
- Dynamic
- Resilient
- Visionary

4.0. Our Flagship Programs

4.1. Bizcubation

Business Incubation (Bizcubation) is a flagship program for Mzuzu E Hub. The program commenced in 2019 with an aim of recruiting 25 startup entrepreneurs annually to undergo intensive 6 months' business incubation training.

The program provides capacity building trainings in modules including financial management, business ideation, marketing and development of business models. Networking events, learning visits, Coaching, Mentorship and Seed Capital funding are other services rendered to the entrepreneurs.

The 2021 cohort had entrepreneurs were sector agnostic including health, tourism, agriculture, information and communications technology, fashion and design, production, photography and videography.



Figure 1: Bizcubation and Women in Biz 2021 Graduates.

4.2. MEDIA INFORMATION AND LITERACY EDUCATION

Media Information and Literacy Education – MILE targets young people with information on digital literacy and online usage i.e cyber security, online safety

We provide digital skills trainings, awareness and literacy workshops to bridge the digital literacy gap amongst youth and women in Malawi. Skills trainings include photography, videography, computer programming, digital marketing, website designing, graphic designing, end user computing, kids coding classes and data management. Awareness and literacy sessions vary according to topic of discussion and community needs and these may range from financial technology, digital rights, online safety to cyber bullying.



Figure 2: Digital Skills Training Computer Lab in Mzuzu City

4.3. ENTREPRENEURSHIP EDUCATION OUTREACH

The EEO collaborates with secondary and tertiary schools creating awareness on entrepreneurship to students through inspirational talks, awareness campaigns and information sessions. Mzuzu E-hub works with existing women's club, youth clubs and youth organizations building their capacity in financial literacy, entrepreneurship education and life skills. Currently we have groups and schools in Mzimba and Nkhatabay districts. The EEO supports infrastructure development projects for education and health facilities through collaboration with communities to enhance access to quality health and education.



Figure 3: Students at Chipunga CDSS with Mzuzu E Hub staff members

5.0. Program Impact Stories

5.1. Incubating dreams of a young entrepreneur

Madalitso Muhakeya is one of the 2021 Bizcubation program. He owns Pilgrim Poultry Farm located in Ekwendeni, Mzimba, where he rears Quails, Kroiler, Mikolongwe and Local chicken breed. Madalitso, during the capacity building, benefitted from the Business Model Canvas and affected his business model and business plan. Through a monitoring visit by Farmer to Farmer, one of our partners, Madalitso raised an issue of egg incubation as being one of the activities that increases expenditure for the business. Madalitso was linked to Farmer to Farmer and the challenged was addressed with a donation of an egg incubator which will be able to incubate eggs for the farm and other farmers, at a price around his area.



Figure 4: Muhakeya (R) with his wife receiving the incubator at their farmer

5.2. Mastering the art of Digital Skills through story telling

The Digital Skills for All Trainings under the Digital Malawi Project impacted 205 trainees in Chitipa, Karonga and Mzuzu City in the 1st year of implementations. Various digital skills that were acquired will materialize in job creation or job employment. One of the modules covered was the Photography and Videography skills. Elisa Correa from the United States, under our volunteer program engaged 13 young people in a mentorship program on shooting videos and pictures as an art of storytelling. One of the trainees, Temweka Msiska says the practical knowledge gained in the classroom set up aided his engagement in the story telling workshop and has a new look to creating visuals that tell a story without narrations.



Figure 5: Elisa Correa (standing) during the story telling workshop

5.3. Tech It Kids Club: Learning using digital technology

The Tech It Kids Club tutors young students between 9 and 12 years old with basic and creative computer usage to help them master the use of the computer and its related packages from a young age. This year, we reached out to 39 young students from Katoto and Masasa Primary schools in Mzuzu City. This are fun lessons for students who were using computer for the first time. One could easily pick up the excitement of the students as they designed and created graphic content of their profiles and edited pictures using Microsoft Word. The learning process of technology is an exciting and important part to motivate students to explore other learning platforms other than classroom set up.

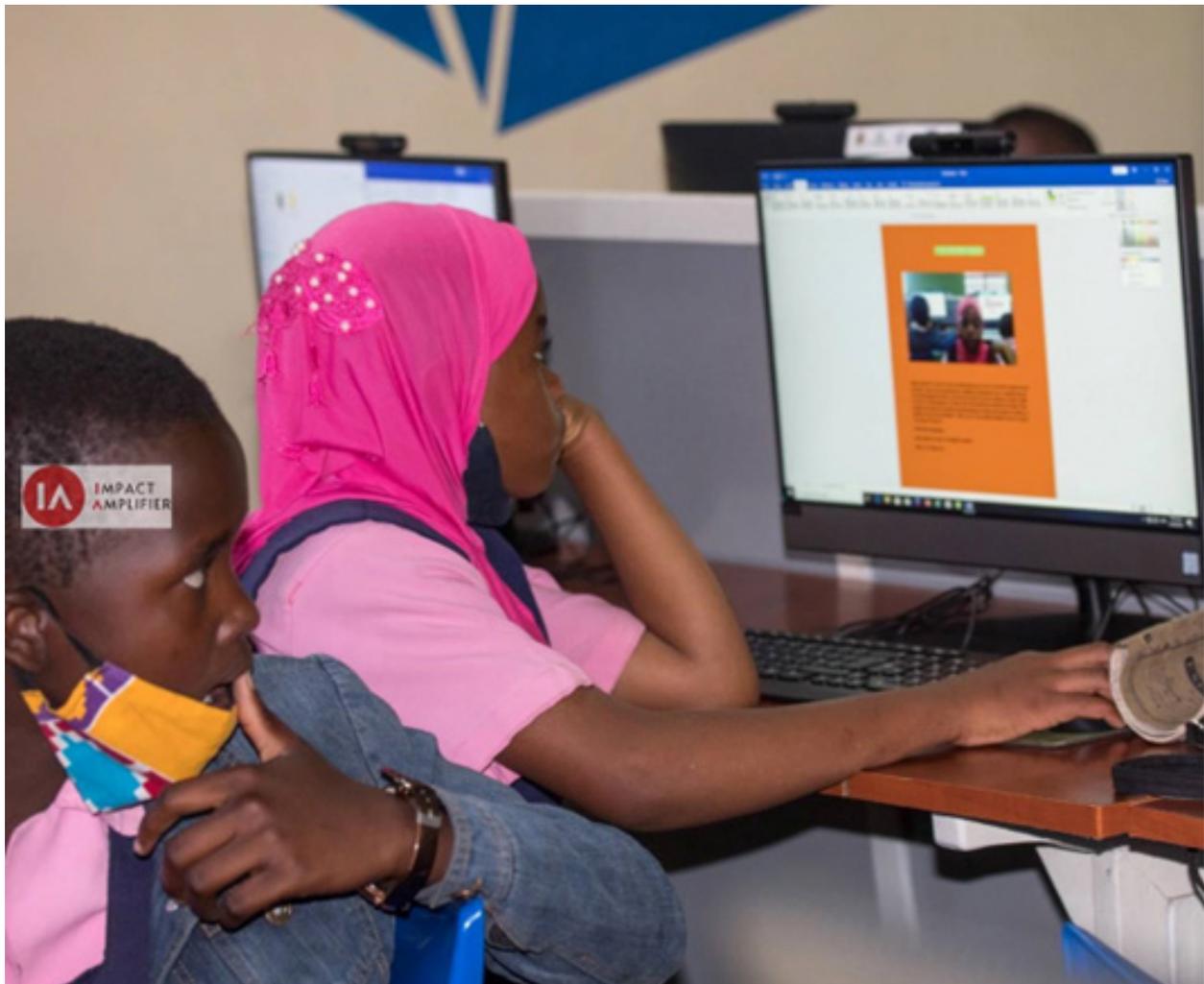


Figure 6: Students from Masasa Primary school during one of the Tech It Kids Club

5.4. Pet and Grooming animals for a living

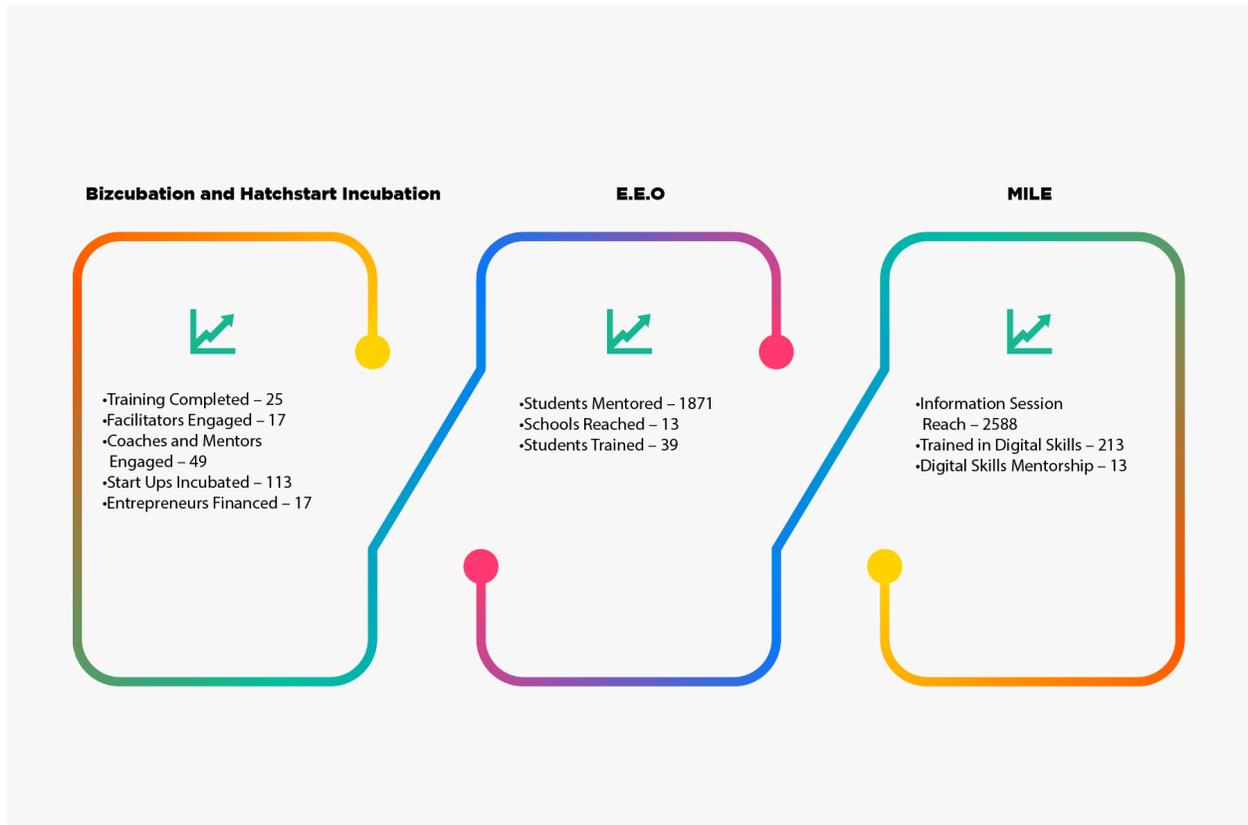
Tamara Chirwa, an incubate under the Hatchstart Incubation program emerged winner of the seed capital funding under the pitching competition conducted at the end of the 1st cohort that commenced in 2022. She is among the 4 incubates that received the seed capital funding under the program which was under a consortium of Mzuzu E Hub, mHub and ACADES. Tamara provides pet grooming and care services to residents in Lilongwe and surrounding areas, remotely. The grant will help Tamara and her partner secure an office space for easy location by clients. She attributes her winning in the pitching competition to a revised business model canvas that she acquired during the capacity building trainings under Mzuzu E Hub.



Figure 7: Tamara Chirwa pets one of the dogs at a client's house

6.0. Years in Number

The 2021's key achievements for the organization demonstrate mutual and cordial partnership in reinforcing our work supported by our partners, beneficiaries, dedicated team and the ecosystem. The numbers below demonstrate the progress made by Mzuzu E Hub.



7.0. Partnership and Collaboration

7.1 TEVET Pilot Project.

Through Save the Children – Italy and Technical Vocational and Entrepreneurship Training Authority, we are implementing a joint project called TEVET PILOT PROJECT that will aid young people with upskilling training and business incubation program to enable youth from ultra-poor families to improve their employment potentials, the project aims to create a pathway for 200 youth (female/male) 15-24 years with an informal competence from ultra-poor families to formal TEVET, enhance employability and increased income opportunities. This is a one-year pilot project that seeks to drive change through a transition a model that includes a combination of a preparation course for informal and formal TEVET training and support for business start-up and development or industrial attachment and job seeking.



Figure 8: A TEVETA graduate during an internship monitoring visit

7.2 Dodigi Project

We partnered with Dream Factory Foundation for a mentorship and pitching competition under the Hubs in Residence organized by AfriLabs during the AfriLabs Annual Gathering in Abuja Nigeria marking 10 years of existence. Dream Factory Foundation and Mzuzu E Hub's collaboration was one of the winners in the Business Growth and Development Category and secured a 15,000 Pound grant to implement the DODOGI project which will provide entrepreneurs in Malawi and Botswana a platform to advertise and sell goods and services using an online platform called Meeticks.



Figure 9: Award presented to Mzuzu E Hub and Dream factory Foundation

8.0 Financials

STATEMENT OF FINANCIAL POSITION AS AT 28 FEBRUARY 2022

ASSETS

Non-current assets

Property and equipment 27,000,000.00

Current assets

Account receivable 0
Cash and cash equivalent 13,313,614.84

Total assets **40,313,614.84**

EQUITY AND LIABILITIES

Capital grants 13,911,194.19
Net surplus 26,402,420.65

Current liabilities

accounts payable 0

Total equity and liabilities **40,313,614.84**

STATEMENT OF SURPLUS OR DEFICIT FOR YEAR ENDED 28 FEBRUARY 2022

INCOME

Funding 130,677,488.15
Other income 2,097,725.64
Total income **132,775,213.79**

EXPENDITURE

Activities 34,213,500.00
Administration 72,159,293.14
Total expenditure **26,402,420.65**

Surplus for the year **33,994,841.34**

STATEMENT OF INCOME AND EXPENDITURE FOR THE YEAR ENDED 28 FEBRUARY 2022

INCOME

funding		130,677,488.15
hall hire		<u>2,097,725.64</u>

Total income		<u>132,775,213. 79</u>
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EXPENDITURE

Project expenses		34, 213, 500. 00
Rent		9, 337, 600. 00
General office expenses		17, 437, 250. 00
Supplier		24, 384, 037. 00
Bank charges		551, 356. 14
Salaries		<u>20,449,050. 00</u>

Total expenses		<u>106, 372, 793. 14</u>
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Net surplus		<u>26, 402, 420.</u>
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OUR ADVISORY TEAM



Julius Ng'oma
Chairperson



William Chibwe
Company Secretary



Conceptor Bamusi Kachoka
Treasurer

OUR DYNAMIC & DEDICATED TEAM



Wangiwe Joanna Kambuzi
Managing Director



Austin Moyo
Programs manager



McDonald Chikusi
Monitoring, Evaluation and Learning Coordinator



Litness Chaima
Communications & Engagement Officer



Blessings Chipeta
Logistics Officer



Projects Officer
EEO



Slyvester kapondera
Monitoring and evaluation officer



Joseph Kumwenda
Technical Integration Coordinator



Sylvia Mhango
Accounts Clerk



Steve Mithi
Office Assistant



vincent chikwembeya
ICT Support Officer
MILE



Simbarashe Mutsago
Gender Equality Advisor



Kingsley Chimaliro
Enterprise Support Officer



Bright Selemani
Procurement Officer

OUR SUPPORT PARTNERS





TO SUPPORT OUR WORK, CONTACT US;

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