



ANNUAL REPORT 2019 - 2020



TABLE OF CONTENT

- **Message from the Executive Director**
- **Our Mission**
- **Entrepreneurs spotlight**
 - Agricentre**
 - Purple innovation**
 - Alinane Academy**
- **Community projects**
 - TX Chipunga Community Secondary School**
- **Impact Analysis**
- **Financial Analysis**
- **Our Partners**
- **Our Team**



MESSAGE FROM THE MANAGING DIRECTOR



Dear friends,

Building a community brings together a collective of people working towards a common goal to enhance livelihoods. Entrepreneurs contribute highly towards job creation, economic growth and community development.

As Mzuzu E-Hub, we commend young entrepreneurs who work tirelessly to develop their ideas into sustainable enterprises whilst uplifting others in the course of it. Our entrepreneurial community is an epitome of Malawi rising through their innovations and demonstrates passion to rise against all odds.

Mzuzu E-Hubs 2019/2020 Annual Report highlights various entrepreneurs within our community, community development project milestones and progress from our various programs that bring together a growing startup ecosystem.

What's exciting? We celebrated our 30 young entrepreneurs who graduated out of the Bizcubation program creating 58 job opportunities for others. We worked with Chipunga community to construct TX Chipunga library and resource center which will support 200 students and 1800 youth within the community with access to information and digital skills transfer.

Mzuzu E-Hub having emerged the 2018 Social Impact Incubator Awardee continues to collaborate with various stakeholders nationally and globally with growing partnerships with corporates, development partners, impact investors, governments, CSOs and most importantly entrepreneurs to create an enabling environment for all to thrive. We are grateful for all the support rendered towards our growth.

Wangiwe Joanna Kambuzi
Founder/Managing Director

Mission

To provide shared working space and assistance to start-up and early stage companies by linking them to a network of services for success.

We believe that growth in the number of small businesses formed, job creation, establishment of an entrepreneurial environment, and contribution to the diversification of the economy will lead to a better Malawi.



WHAT'S BETTER THAN A VIBRANT COMMUNITY OF YOUNG ENTREPRENEURS...

Mzuzu E-hub is passionate about supporting the entrepreneurs within our community through insightful trainings to enhance their capacity whilst linking them to opportunities for growth.

1. Patrick Kuyokwa, 25, runs a start-up known as Agricentre, a social enterprise providing access to information and market linkages to farmers in Malawi. Upon graduating from the 2019 Bizcubation program, he emerged the Social Impact Award winning start-up due to the commendable support the enterprise has rendered to transforming livelihoods and contributing towards SDG 1-Zero Hunger.

Agricentre supported 50 farmers in 2018 and experienced challenges with their business model, investment support and measuring social impact with which he was inspired to join the E-Hub community. Through the training and mentoring support, the enterprise developed an enhanced business model with multiple income streams for sustainability. Agricentre currently supports 120 farmers with access to markets through contracts with Mzuzu Central Hospital and various organisations creating job opportunities for 4 people



2. Women mostly lack support in a quest to become economically independent. This is why Patricia Mtungila was inspired to start a Purple Innovation for women and girls, a social enterprise providing creative skills and production of essential services in Malawi. Looking at her journey the enterprise was at stall due to lack of clear direction and business plan.

Struggling with lack of skills and knowledge in developing a viable business plan, she took a learning journey to enhance her capacity and the enterprise. In 2020, Purple Innovation for women and girls works with 80 women producing clothing, carpets and newly introduced products including hand sanitizer and masks. The enterprise raised \$10,000.00 to support construction of a production and resource centre through World Connect to scale their production and access to markets.

3. Maggie Msowoya is a dreamer, and a visionary woman full of courage and eager to grow personally. Running an early childhood development startup, Alinane Academy in Mchengautuba, Mzuzu supporting education for preschool children in preparation for Primary School whilst enhancing their nutritional value to reduce malnourished number of children within Malawi.

Understanding the value of financial management was less of a priority until she started looking for investment opportunities. Through the financial management coaching the enterprise strengthened their processes and systems for easy tracking of revenue from fees contributions and expenses including rentals, salaries and infrastructure development. The future looks bright and plans to introduce primary education from level 1- 6 in the 2021/2022 academic year are underway.



COMMUNITY PROJECTS

Mzuzu E-hub is committed to improving the lives of people in rural communities in Malawi to become resilient and self sustaining and pro-active to development.

In 2018, Mzuzu E-hub constructed TX Chipunga Community Secondary School which saw 52 students (27 male, 25, female) enrolled into the first Form One class at the school. Congratulations to our young leaders!

Expanding the infrastructure development at TX Chipunga Community Secondary School, Mzuzu E-hub with the community constructed TX Chipunga Library and resource centre with support from World Connect to support 200 students at the school and over 2,000 people from the community with access to information and digital skills knowledge transfer.

Every child and young adult deserves to have access to education.



“The project will go a long way improving literacy levels and access to information in our community,” Raphias Mbewe

IMPACT ANALYSIS

32
Start-ups
Incubated,

38
sessions conducted

18
mentors engaged

80
entrepreneurs accessed business development
support

145
youth and women able to access technology
tools

8
Partnerships
Created among
Entrepreneurs,

8
Start-ups with
Access to funding,

4
opportunity information
sessions conducted,

12
new Enterprises
created,

58 Jobs Created

80%
enterprises environmentally sustainable

1
community project completed

52 students enrolled into secondary education

**“The
coming in of
Mzuzu E-hub with their
co-working offices/space
has reduced the misfortunes of
NFS to fortunes whereby the
business had the opportunity to
occupy a spacious office. The office
in general has boosted the revenue
generation for the institution due to
exposure to clients”**
**Alufeyo Manda,
Executive Director for
Nthandizi Financial
Solutions**

Financial Overview

income	Note	2020 USD	2019 USD
Donor fund	3	28,425.34	122,217.13
Bank Interest		11.38	13.3
Other income	4	1,000	2.7
Total Income		29,436.70	122,233.13
Expenditure			
Administration costs	5	21,208.15	12,135.7
Projects costs	6	21,224.45	132,576
Audit fees	5	0	0
Total Expenditure		42,432.60	144,711.70
Surplus for the year		13,029.23	22,477.68
<i>Deficit/surplus brought forward</i>		2,188.99	24,666.70
Deficit carried forward		10,840.24	2,188.99

OUR PARTNERS



Supporters

\$150,000 +
Tx Foundation

\$30,000 - \$149,999
Segal Family foundation

\$1000 - \$29,999
World University of Canada
World Connect

\$1 - \$999
Amy French



OUR TEAM

ADVISORY BOARD



Julius Ng'oma
Chairperson



William Chibwe
Company Secretary



Conceptor Bamusi Kachoka
Treasurer

OUR DYNAMIC & DEDICATED TEAM



Wangiwe Joanna Kambuzi
Founder/Managing Director



Austin Tebogo Moyo
Programs Manager



Sylvester Kapondera
Monitoring & Evaluation Specialist



Sibongile Ngonga
Finance and Administrative Officer



Kate Kumwenda
Program Officer-EEO



Benevolence Chinyama
Program Officer-MILE



Vincent Chikwembeya
ICT Support Intern



Patience Sichali
Business Development Intern