

# Project Proposal

## Guesthouse Agabu



zäme  
unterwägs



### Background

The village of Agabu in Malawi is developing into an **innovative training location** for farmers, craftsmen and business people. Malawi is rich in natural resources. During the on-site training the participants learn to think big and to use the existing wealth. There is currently **too little accommodation** for students, lecturers and guests - therefore we are building a guest house.

### Purpose

The zäme unterwägs guesthouse is intended to **support the further growth** of the location and enable the exchange of knowledge between local people and foreigners. The accommodation is to be run economically by appointed stakeholders from the community, and thus function independently of Western support in the medium term.

### Realization

A guest house with 4 rooms and 22 sleeping places will be built **by the end of 2022**.

The house has individual bathrooms with running water, an indoor and outdoor kitchen, independent electricity, a large living room and a wide terrace.

We want to support the project locally from the beginning and therefore hire a project coordinator on site. This person is actively mentored and a **gradual transfer of responsibility** takes place.

A realistic budget and consistent reporting of investment expenses is regularly requested at the **weekly meetings**.

When awarding contracts for the different construction phases, we actively involve the village community and thus create acceptance for the project.

**zäme unterwägs**

Extending Hope Organization

Leuenweg 9

5022 Rombach

*Enabling African communities to thrive and innovate.*

*Encouraging people for passionate and responsible living.*

[www.zaemeunterwaegs.ch](http://www.zaemeunterwaegs.ch)



## Business Plan

Once in operation, we expect an average annual turnover of 10'000 CHF. This will cover the running costs and amortize the initial **investment of 50,000 CHF** over 10 years. The profit generated will be reinvested in future projects of *zäme unterwegs*.

With **22 beds**, the guesthouse has an annual capacity of around **8,000 overnight stays**. We expect a 25% occupancy rate by guests from Africa, and an additional 5% occupancy rate by visitors from abroad. For example, a 10-day outreach with 8 people equals 80 overnights, and thus a 1% occupancy rate.

## Status September 2022

Mathews, our local coordinator, has been employed by *zäme unterwegs* since February 2022. Together we **completed the main construction** in August and have already been guests in the house for a week with a group of 8 people.

Fundraising has so far **raised 32,000 CHF**, which is a good two-thirds of our annual budget. In order to complete the construction and start running the guesthouse, we still need **another 18'000 CHF**. The following work is still pending: Interior finishing, plumbing, water tank, electricity, furniture and furnishings.

Investment	one-time	Income	annual	Expenses	annual
main construction	CHF 30'000	400 nights western 5% occupancy 10 CHF/night	CHF 4'000	salaries	CHF 3'000
plumbing & energy	CHF 10'000			maintenance	CHF 1'000
interior construction	CHF 7'000	2'000 nights local 25% occupancy 3 CHF/night	CHF 6'000	land rent	CHF 1'000
furnishing	CHF 3'000			amortization (10y)	CHF 5'000
<b>Total</b>	<b>CHF 50'000</b>	<b>Total</b>	<b>CHF 10'000</b>	<b>Total</b>	<b>CHF 10'000</b>



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