

The „GOLDEN MANDAZ“ business

Around 3 months ago I visited the catering class while the students were frying a **Ugandan pastry called „Mandaz“** as a practical lesson. When I saw them I thought that we could **sell the Mandaz in the community to create some income for the students**. So they made me a few samples and I went out here in Nkumba to find market for us. I found three costumers on that day who ordered some Mandaz for the next day.

Since that we are producing Mandaz from Monday to Friday every morning before the lessons.

At the beginning we went out daily to market the Mandaz and find new costumers. **The people like them** and also the fact, that the students benefit from it. We have found **7 customers** who are **selling our Mandaz in their shops** and we can find more if we have enough ingredients to produce the orders. **1 Mandaz is for 300 shillings** and if a costumer buys 10 pieces, we give them 2 more for free.



Our Brandlabel

I have asked the students if they really want to do this business in a long run, and if yes than **who will be the ones responsible and committed** to do it.

Two boys, **Ivan** and **Tony** decided to run the business. They **prepare the dough, fry and supply** the Mandaz, **do the accounting, communicate with our costumers** and **together we find ways of enhancement**. They begin at six in the morning and at around eight I'm coming to supply together with Ivan.



Tony frying Halfcakes

In the first months I contributed money to make the business run. We bought the ingredients daily, and as we increased, **more and more things had to be bought**. things like a bensin, polythen caverras, and as the orders increased I had to top up more to buy the ingredients for our production. Then **i wrote a proposal to Huys Link** to support us with a capital. **They gave us 160.000 shillings**.

In the beginning we worked with no profit at all and really struggled to keep it moving. Many times the ingredients weren't enough or the costumers complained about the size of the Mandaz. So we increased on the size to satisfy them but made losses at the same time. **It was not easy but some of our costumers encouraged us to continue because they love the Mandaz**.

We continued and encouraged eachother saying that it will be fine! Lets do it!

One day Ivan told me about **Maama Ashley**, who stays near Huys Link with her own and other children providing food and shelter for them. He said that she had a Mandazbusiness before and she **can give us some tips to improve**.

Maama Ashley is a very lovely Lady and after a few conversations about our project **we decided to work together**.

We gave her a part of our capital and now She is producing „Dadies“ and Yamcrisps from home, **supplying her own costumers in our name**, and giving us a profit of 20.000 shillings in a week. **We all benefit from that** because we can supply more costumers and increase our income and **Maama Ashley can work from home** and top up on her income as a chef in Kampala. And it's just nice to see that we are improving together.

Around two weeks ago I've talked to a friend called **Paul**. He stays in my neighbourhood and I told him about the Mandazproject. He told me that **he is a chef and has 14 years of experience** working in hotels and also baking pastries. Since he is free in the morning hours, he offered me to come to Huys Link and **teach the students how to produce Mandaz and Halfcakes in a proper way to improve the business**.

He also teaches us how **to do the accounting in the right way**. Without me even asking he said that he wants to do this for free because he likes the project. I'm only paying his transport. **Paul is a great help** and since he is there we are more settled and professional.



Emanuel Rehak,
08.07.2018, Entebbe

A handwritten signature in black ink, appearing to be 'E. Rehak', enclosed within a decorative, swirling oval border.

Ivan, Me and Tony