

# AEC LAUNCHES IN TANZANIA! MEET THE ENTREPRENEURS

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Last week, AEC welcomed 10 entrepreneurs into our new business accelerator program in Tanzania - Anza 360°. They are an amazing bunch of determined, creative and driven individuals who all share a commitment to drive social impact and employment opportunities through their businesses. We had the pleasure of meeting and spending time with each of them last week in Moshi, Kilimanjaro.

Let us introduce you to the inaugural cohort of Anza 360°:

- Affordable Computers and Technology of Tanzania – Robert is making tech-enabled classrooms a reality in TZ, stocked with refurbished computers pre-loaded with educational software
- Arusha Women's Entrepreneurs – David is producing high-quality peanut butter to support small holder farmers
- Iko Eco Recycling – Evance is implementing plastic recycling across the Kili region, adding value to plastic waste and creating jobs for youth
- Jasmin Bee –Jasmijn (or “Mama Bee” as she is called) works with local beekeepers to produce raw honey for local and international markets, also leading to forest preservation
- Last Mile – Liz runs a distribution network of trained local sales agents delivers life-changing products to the hardest to reach communities
- MicroHealth Initiative – John offers 3-tiers of affordable health insurance to low- and middle-income people; a product that is much needed for the country’s 39M uninsured Tanzanians
- Silverleaf Academy – Gordon uses curriculum-filled tablets and improved teacher training to differentiate his new chain of affordable private primary schools
- Safe Water Ceramics of East Africa –Kim’s patented clay water filters are already winning awards and saving lives
- Totohealth TZ – Giulia’s pregnancy education SMS system, birthing supplies, and infant care packs ensure a safe start for moms and babies.



Among these entrepreneurs is standout Mesiaki Kimirei, known to most as Mr Kim. Mr Kim has been a potter all his life, like his parents and grandparents before him. “Clay runs in my blood,” he says. “I will always be a potter”. But Mr Kim doesn’t just make any pots – his are ones with a simple, life-saving difference.

The idea was sown when a friend showed him a diagram of a ceramic water filter – could the clay from the slopes of nearby Kilimanjaro be used to create something similar? Now, Mr Kim has turned his potting skills into a water filter business, making clay pots in a small factory in Arusha. These clay filters last for 5 years and cost \$40, a price affordable to Tanzanian’s living on \$2 per day. Standing in front of an audience of more than 100 community members, Mr Kim conducted a demonstration with the showmanship of a magician – but instead of pulling a rabbit out of a hat, he turned a cloudy, filthy glass of water into one that was crystal clear, which he proceeded to gulp down -- to a big round of applause.

Joining the Anza 360° programme, Mr Kim is eager to develop his business plan and financial models to help find new markets, scale his business, employ more potters and reach more of the 46% of Tanzanians that currently don’t have access to safe drinking water.