

**PROJECT DESCRIPTION**  
**TATA SOMBA ECOLODGE**  
**BENIN**

**I. Introduction**

This appendix describes the activities to be undertaken and the results to be achieved with the funds obligated under this Agreement. Nothing in this Appendix A shall be construed as amending any of the definitions, conditions, or terms of the Agreement.

**II. Background**

La Perle d'Atacora was established in 2008 for the purpose of improving and expanding ecotourism services and facilities in Koussoukoingou village, a community of 225 inhabitants in Boukoumbe commune. Ecotourism is a key source of income during the extended dry season that provides an important incentive for improved natural resource management in this fragile ecosystem, where almost 80 percent of residents live below the poverty line. The association provides homestay lodging for tourists, catering local food for tourists, sale of local artisan products, guided tours in and around the village, and advocacy for the protection of traditional architecture and biodiversity in the Koussoukoingou area. Koussoukoingou's unique Tata Somba architecture, rich traditional culture and beautiful landscapes make it attractive to tourists. However, due to the lack of comfortable lodging facilities, most of the tourists who visit the village do not spend the night there.

**III. Funding**

**A. ADF Contribution**

The financial plan for ADF's contribution is set forth in Appendix A-1 to this Agreement. The Parties may make changes to the financial plan without formal amendment, if such changes are made in accordance with Article 8 of the Agreement and do not cause ADF's contribution to exceed the obligated amount specified in Article 4, Section 4.1 of the Agreement.

**B. Grantee Contribution**

La Perle d'Atacora members will contribute labor and locally available materials valued at approximately FCFA 500,000 to the Project for land clearing and construction of the ecolodge. The association will also contribute land for the lodge construction.

#### IV. Project Goal

The goal of the Project is to improve the standard of living of the residents of Koussoukoingou village.

#### V. Project Purpose

The purpose of the Project is to increase the association's income. Achievement of this purpose will be measured by the following performance indicators.

- A. La Perle d'Atacora's annual net income will change from a baseline of FCFA 285,120 to:
  - 1. FCFA 64,612 in Project Year 2; and
  - 2. FCFA 771,707 in Project Year 3.
- B. The association's annual income from food and drink sales will increase from a baseline of FCFA 279,000 to:
  - 1. FCFA 1,179,900 in Project Year 2; and
  - 2. FCFA 1,238,895 in Project Year 3.
- C. The association's annual income from arts and crafts sales will increase to:
  - 1. FCFA 550,000 in Project Year 2; and
  - 2. FCFA 577,500 in Project Year 3.

#### VI. Outputs

The Project will strengthen the capacity of La Perle d'Atacora members to provide quality lodging and tourism services as indicated by the following:

- A. La Perle d'Atacora's annual sales revenue will change from FCFA 1,056,000 to:
  - 1. FCFA 5,759,900 in Project Year 2; and
  - 2. FCFA 6,046,395 in Project Year 3.
- B. The number of tourists lodged by La Perle d'Atacora will increase from the current level of 130 per year to:
  - 1. 284 in Project Year 2; and
  - 2. 298 in Project Year 3.

- C. The number of guided tours given by members will increase from 200 per year to:
1. 760 in Project Year 2; and
  2. 798 in Project Year 3.

## VII. Activities

### A. Ecolodge Construction

La Perle d'Atacora will hire a qualified construction contractor and construction supervisor to build a tourist lodge using traditional Tata Somba architecture, on a two-hectare plot of land owned by the association. The construction will include nine guest rooms, restrooms using "Eco-san" composting technology, a reception room, an external kitchen, a watchtower and a well. The lodge will be equipped with a generator, furniture and kitchen supplies and utensils. Three bicycles will be purchased for use by the ecolodge tour guides.

### B. Technical Assistance and Training in Financial Management and Tourism

La Perle d'Atacora will recruit qualified consultants to provide training in financial management for the association's management team and other staff who will be working with the Project, functional English and French for the management team and tour guides; and professional food preparation for association members who will provide local food catering to ecolodge guests consistent with international ecotourism standards and principles. The association will hire an accountant and purchase a computer and accounting software for the establishment of a computerized financial management system.

### C. Marketing

La Perle d'Atacora will produce a commercial to be aired on national television, and will create and distribute brochures and signs to advertize the ecolodge.

## VIII. Roles and Responsibilities of the Parties

La Perle d'Atacora has primary responsibility for ensuring that the Project's activities are properly implemented. Within the organization, the Board of Directors will be the highest decision making body, subject to review by the General Assembly. Day to day management of project activities will be carried out by the Management Committee. ADF staff will provide technical support and guidance.

**IX. Monitoring and Evaluation**

Within sixty days of the effective date of this Agreement, the Grantee will form a monitoring and assessment committee composed of a representative cross-section of the Grantee organization. The committee will provide the Partner with input for the Project monitoring plan. In addition, during implementation the committee will be responsible for ensuring that the Project follows the implementation plan and that problems identified through monitoring and evaluation are adequately addressed in a timely manner.

**X. Other Implementation Issues**

Prior to use as fertilizer, the Grantee will ensure that waste from the Ecosan toilets will be composted for at least six to twelve months and lime or ash will be mixed in to increase the pH for pathogen destruction.