

Cephlen Thobias, liquor shop and restaurant	
<b>Title</b>	
<b>Name &amp; Sex</b>	<i>Cephlen Thobias, female</i>
<b>Location</b>	<i>Sengerema</i>
<b>Age</b>	<i>11 December 1991</i>
<b>Marital status</b>	Married
<b>No of children</b>	<i>4 children</i>
<b>Organization</b>	<i>YEP Tanzania, Sengerema foundation</i>
<b>Program</b>	<i>SF in 2011</i>
<b>Description</b>	<i>Before she joined the Sengerema foundation program she was working in her mother's restaurant and she was selling products at the Sunday market in Sengerema. She could not live from the money she then made and was depending on her family.</i>
<b>Income and livelihood</b>	<i>She has her own house, she build it herself with the money she saved from her restaurant. It is a big house, she has 4 bedrooms, a big living room and a kitchen. She lives there with her husband and her children.</i>
<b>Business and natural environment</b>	<i>When she started the program she was working with her mother, she was a waitress in her mother's restaurant. It is a small restaurant and with the money she made then she could not</i>

	<p><i>support herself. Now she has her own restaurant and since a year she also has a liquor shop.</i></p>
<p><b>Personal skills and confidence</b></p>	<p><i>What she learned from the program is entrepreneurs skills, such as bookkeeping, marketing etc. But she also now has much more confidence than before. She knows that she can do things even if it takes time. She did get a lot of knowledge for the program. She also is a trainer for YEP. She teaches what she learned herself for the program to other young entrepreneurs.</i></p>
<p><b>Achieved Impact</b></p>	<p><i>The impact of the program is that she started her own restaurant and didn't had to work for her mother anymore. Because of that and a loan of Sengerema foundation she could buy a plot to build her own house. Now the house is finished and she lives there with her family.</i></p> <p><i>Because of the program she also now has knowledge about other things which helped her to made the decision to open a liquor shop. The reason for her to open the liquor shop is, that if she doesn't sell all the articles in once, she doesn't lose any money because the products remain their value. For the restaurant this is different. She can cook for 30 people but if it starts raining or something else happens, they people don't show up and she can't do anything else with the food. She will have a big lose. Even though the margin on the food is higher than in the shop. She has 3 people employed.</i></p> <p><i>The profit she makes in the shop and restaurant is about 500.000 THS a month. This money she is using to pay school fees and the rest she saves for her dream. Because of her businesses, she is able to send her children to a private school.</i></p>

*Her dream is to have her own hotel. She already started to build the hotel on her own land. She wants to have 5 rooms in the hotel and also to have a restaurant and a bar there. The plot where she is building is near her house. She also wants to expand her liquor shop into a wholesale shop for all the businesses in Sengerema.*

*Cephlen is still in contact with the other entrepreneurs from her program year and other years. Sometimes they come together and share ideas and giving each other advice. If she has a business problem she sometimes calls with Andrew (YEP program manager in Misungwi) to discuss the issues she has.*



Cephlen in front of her liquor shop in the center of Sengereme. On the last picture you see her with her youngest. He is born in December 2021.