



**MZUZU UNIVERSITY**  
**TOURISM INCUBATION CENTRE**  
**MORE INCOME AND EMPLOYMENT IN RURAL AREAS (MIERA III) PROJECT**  
**PROVISION OF BUSINESS DEVELOPMENT SERVICES (BDS) TO**  
**ENTERPRISES IN THE TOURISM SECTOR**

**APPLICATION FORM**

**SECTION A: PROJECT BRIEF BACKGROUND**

GIZ is implementing the third phase of the *More Income and Employment in Rural Areas* (MIERA III) programme, which aims to enhance the competitiveness of tourism-sector SMEs, particularly women and youth. The programme focuses on fostering growth, job creation, climate resilience, green transformation, and gender-responsive business practices.

In partnership with the Malawi's Department of Tourism and working through GOPA AFC and Mzuzu University's Tourism Incubation Centre, GIZ-MIERA will deliver business development services to tourism enterprises. In the short term, the initiative seeks to improve SME business processes, service delivery, creativity, innovation, and operational efficiency. In the medium term, it aims to increase profitability, improve incomes, and create jobs, ultimately strengthening the competitiveness, growth, and climate resilience of tourism SMEs.

Mzuzu University Tourism Incubation Centre is therefore, inviting applications from suitably qualified SMEs (this includes but is not limited to tour guides, tour operators, travel agents, accommodation establishment operators, restaurateurs, curio sellers, arts and crafts, club/bar owners, cultural troupes and village owners) to participate in the incubation programme which is scheduled to commence on **9<sup>th</sup> February 2026**.

The successful candidates will undergo an intensive business development service (BDS) provision programme for a period of two (2) months (**February and March 2026**).

If you are interested in participating in this BDS programme, please complete this application form.

## SECTION B: BUSINESS AND PERSONAL DETAILS

|   |                 |  |   |  |  |
|---|-----------------|--|---|--|--|
| 1. Your name                              |                 |  |   |  |  |
| 2. Name of your business (if applicable)  |                 |  |   |  |  |
| 3. Nationality                            |                 |  |   |  |  |
| 4. Age of applicant                       |                 |  | <b>6. Gender</b><br>1. Male<br>2. Female<br>3. Other/non-binary |  |  |
| 7. Any disabilities?                      | 1. Yes<br>2. No |  |   |  |  |
| 8. If YES, please describe the disability |                 |  |   |  |  |

## SECTION C: BUSINESS STATUS (Tick the applicable option)

|  |                      |            |              |          |               |                        |
|--|----------------------|------------|--------------|----------|---------------|------------------------|
| 1. Type of tourism business (sector)                     | Sector (Please tick) |            |              |          |               |                        |
|  | Accommodation        | Restaurant | Tour Guiding | Car Hire | Tour Operator | Others (Specify below) |
| 2. Contact Details                                       | Postal Address:      |            |              |          |               |                        |
|  | Cellphone number:    |            |              |          |               |                        |
|  | Email address:       |            |              |          |               |                        |
| 3. Location of business                                  | District/city:       |            |              |          |               |                        |
| 4. Do you have a smart phone?                            |                      |            |              |          |               |                        |
| 5. Are you able to access information / training online? |                      |            |              |          |               |                        |

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**6. At what stage of development is your business?**

- a. Start-Up Stage – *My business has recently started and is still setting up operations.*
- b. Early Growth Stage – *My business has customers and is beginning to grow.*
- c. Growth/Expansion Stage – *My business is expanding its products, services, or markets.*
- d. Mature/Established Stage – *My business is stable with consistent operations and revenue.*
- e. Decline/Revitalisation Stage – *My business is facing challenges and needs improvement to grow again.*

**7. How long has you been operational?**

- a. 1 to 5 years
- b. 6 to 10 years
- c. More than 10 years

**8. Is your business registered with the Office of the Registrar General?**

- a. Yes (Registration number: \_\_\_\_\_)
- b. No

**9. Is your business registered with the Tourism and Hotels Board?**

- a. Yes (Registration number: \_\_\_\_\_)
- b. No

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**SECTION C: BUSINESS OPERATIONS INFORMATION**

|  |              |  |               |
|--|--------------|--|---------------|
| 1. When did your business start operating? (MM/YYYY):                                  |              |  |               |
| 2. Operational premises  | <b>Owned</b> |  | <b>Rented</b> |
| 3. Are you in charge of the business' daily operations?                                | <b>YES</b>   |  | <b>NO</b>     |
| 4. Do you keep basic business records?   | <b>YES</b>   |  | <b>NO</b>     |
| 5. Have you ever participated in any business training programme?                      | <b>YES</b>   |  | <b>NO</b>     |
| 6. If you answered YES to the previous question, what business skills did you acquire? |              |  |               |

## SECTION D: CLIMATE-SMART SOLUTIONS & GREEN TRANSFORMATION

- 1. What climate-smart practices are you already using in your business? (You may choose more than one).**  
a) Saving energy (e.g., switching off lights, using efficient bulbs)  
b) Using solar power  
c) Reducing waste  
d) Recycling or re-using materials  
e) Planting trees or keeping green spaces  
f) Using water wisely (e.g., fixing leaks, using less water)  
g) None of the above  
h) Other (please specify) .....
  
- 2. What climate-smart solutions or green transformation practices are you currently implementing in your business, and which additional practices do you plan to adopt after participating in the trainings? (Examples: eco-friendly packaging, renewable energy, better waste management, or environmentally friendly product.)?**  
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- 3. Does your business teach customers or workers about protecting the environment? If yes, how?**  
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- 4. What type of support will you need in order to effectively implement new climate-smart solutions in your business?**  
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- 5. How would climate-smart practices help your business grow or reduce costs?**  
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## SECTION M: DECLARATION

I (Applicant's full Names) ..... hereby certify that the information provided on this form is, to the best of my knowledge, correct. I also realize that if any of the information is determined to be false and/or incorrect, I may be disqualified and/or prosecuted.

Signature.....

Date.....

### Post to:

The Project Coordinator,  
Mzuzu University Tourism Incubation Centre,  
Mzuzu University, Faculty of Tourism, Hospitality and Management,  
Private Bag 201,  
Luwinga, Mzuzu 2

Email: [tourismincubationcentre@mzuni.ac.mw](mailto:tourismincubationcentre@mzuni.ac.mw)

WhatsApp: +265 888 858 737

Alternatively, filled application forms can be scanned and sent to the address via WhatsApp/email.