



Trans-SEC

Innovating pro-poor Strategies to safeguard Food Security using Technology and Knowledge Transfer

Contractnumber: 031A249A

Baseline report: Inventorying national and regional stakeholder platforms and upgrading strategies across food value chains

Laetitia William

Agricultural Council of Tanzania



TABLE OF CONTENTS

1. LIST ABBREVIATIONS	2
2. BACKGROUND ON FOOD SECURITY IN TANZANIA.....	3
i. Importance of Agriculture in Tanzania.....	3
ii. Performance of the Sector and Food Security status.....	3
iii. Present Policy Options	4
iv. Agricultural Sector Development Programme (ASDP)	5
3. INITIATIVES WHICH COMPLEMENT ASDP IMPLEMENTATION	9
i. Agriculture First (Kilimo Kwanza in Kiswahili) Resolve.....	9
ii. Southern Agricultural Growth Corridor of Tanzania (SAGCOT)	10
iii. Staples Value Chain – NAFKA project.....	11
iv. Rural Micro, Small and Medium Enterprise Program (MUVI)	13
v. Big Results Now (BRN) Initiative	14
4. OTHER INITIATIVES TO COMPLEMENT THE ASDP SECTOR WIDE PROGRAMME.....	15
i. Tanzania Agricultural Partnership (TAP)	15
ii. Tanzania Agrodealer Strengthening Program (TASP) under TAGMARK.....	19
iii. Oxfam Tanzania Agricultural Scale-Up Programme.....	21
iv. Smallholder Horticulture Out grower Promotion (SHOP) project under Rural-Urban Development Initiative (RUDI).....	22
5. OTHER RELATED PROJECTS OF INTEREST TO TRANS-SEC	24
i. Integrated Training Programme for Women Entrepreneurs in the Food Processing Industry under UNIDO and SIDO.....	24
6. NATIONAL PLATFORMS AND THEIR POLICY RELATED ACTIVITIES.....	26
i. Land Rights Research and Resources Institute (LARRRI / HakiArdhi).....	26
ii. ActionAid Tanzania.....	26
iii. Agricultural Non-State Actors’ Forum (ANSAF)	28
iv. Tanzania Alliance Against Hunger and Malnutrition (TAAHM)	29
7. RECOMMENDATIONS AND WAY FORWARD	30
8. REFERENES.....	32



1. List of Abbreviations

ACT-Agricultural Council of Tanzania	USAID- United States Agency for International Development
MDG-Millennium Development Goals	DADPs- District Agricultural Development Plans
TAAHM-Tanzania Alliance Against Hunger and Malnutrition	SHOP- Smallholder Horticulture Out grower Promotion
ANSAF-Agricultural Non-State Actors' Forum	SME-Small and Medium Enterprise
CSO-Civil Society Organization	SCF-SME Competitive Facility
NGO-Non-Governmental Organization	HVV-High Value Vegetable
HIV-Human Immuno-deficiency Virus	RUDI-Rural Urban Development Initiative
AIDS- Acquired Immune Deficiency Syndrome	WALEO-Ward Agricultural and Livestock Extension Officers
TAFOPA- Tanzanian Food Processors Association	TASU-Tanzania Agriculture Scale Up
ASDP-Agricultural Sector Development Programme	TSAEE-Tanzania Society of Agricultural Extension Education
LARRRI- Land Rights Research and Resources Institute	DCP-District Contact Persons
CHAKIWAVYA-Chama cha Kina Mama Wasindikaji Vyakula	TASP-Tanzania Agrodealer Strengthening Program
SIDO-Small Industries Development Organization	AGRA-Alliance for Green Revolution
UNIDO- United Nations Industries Development Organization	TAGMARK- Tanzania Agricultural Market Development Trust
GDP-Gross Domestic Product	CNFA-Citizen Network for Foreign Affairs
WRS- Warehouse Receipt Systems	CIP -Commodity Investment Plans
MUVI-Muungasho wa Ujasiriamali Vijijini	LGA-Local Government Authority
NFRA-National Food Reserve Agency	TAP- Tanzania Agricultural Partnership
ZARDEF-Zonal Agricultural Research Development Fund	NKRA-National Key Result Area
SAGCOT-Southern Agricultural Growth Corridor	BRN-Big Results Now
FtF-Feed the Future	RMSMES-Rural Micro, Small & Medium Enterprises
PPP-Public Private Partnership	MKUKUTA-Mkakati wa Kukuza Uchumi na Kupunguza Umaskini
TIB-Tanzania Investment Bank	ZARDI-Zonal Agricultural Research Institute
MIT-Ministry of Industry and Trade	TAFSIP-Tanzania Agriculture Food Security Investment Plan
CAADP-Comprehensive African Agricultural Development	NSGRP-National Strategy for Growth and Reduction of Poverty
Ag-SWAp-Agricultural Sector Wide Approach	



2. Background on Food Security Tanzania

i. Importance of Agriculture in Tanzania

Agriculture remains the predominant sector in Tanzania and instrumental in poverty reduction. The sector account for 24.6% of Tanzania's GDP and provides employment for the majority of the nation's population. Agriculture in Tanzania plays a significant role in inflation control as more than 95% of food requirements in the country are obtained from locally produced crops. It also provides 65% of industrial raw materials in the country and contributes 20% of export earnings. The agricultural sector therefore, is still the main source of livelihood for the majority of the population and its performance determines the overall improvement in people's living standards and development of the economy.

ii. Performance of the Sector and Food Security status

Although agricultural sector is a key driver of social and economic development in Tanzania, its annual GDP growth has averaged nearly to 4 per cent for the past decade. This is below the national average economic growth which currently stands at 7 per cent. The low performance of the agricultural sector has been brought about by among other factors low investment in productivity enhancing technologies such as fertilizers, pesticides, improved seeds and agricultural machinery. Others factors include low investments in agricultural research, inadequate extension services; low investment in irrigation and overdependence on rainfall, climate change and variability, inadequate rural infrastructure, limited access to financial services, high post harvest losses due to inadequate post-harvest processes (handling, storage, value addition and processing). All these factors in totality contribute significantly to low productivity, and hence impede the national efforts to reduce poverty. In such situations, national the food security is also affected in one way.

The low agricultural productivity has to a large extent a negative impact to the level of food security because it directly affects the level of production and incomes. Therefore, innovation strategies to improve food security should target among other issues to improve the level of productivity and production so as to reduce hunger and poverty.



In Tanzania, food insecurity arise in some parts due to variability in food production, which is attributed to unpredictable rains and limited use of agricultural technologies, poor access to extension and financial services. On the other hand, insufficient resource allocation, limited input-output markets, poor linkages to other sectors such as infrastructure, information and communication limit the development of a well functioning food value chain in Tanzania.

iii. Present Policy Options

To accelerate agricultural development, rural transformation and improve food security in Tanzania the Government formulates several agricultural related policies, strategies and programs which are consistent with National Strategy for Growth and Reduction of Poverty (NSGRP)- MKUKUTA II as a mechanism to achieve the National Development Vision 2025 and Millennium Development Goals (MDGs). These emphasize the modernization and commercialization of agriculture for increased productivity, profitability and incomes as per Kilimo Kwanza; and which targets to achieve 8% GDP and 6.0% growth rate of the CAADP compact.

These policies pose direct impacts on all players along the agricultural value chains. Through policies and strategies, the public and private sector institutions are able to design and formulate programs and projects to suit the needs of farmers and other beneficiaries.

The Government thus, has initiated a number of initiatives in collaboration with local and international private sector and development partners to support the above-mentioned policy frameworks.

These are supported in a more systematic way using a sector-wide (Ag-SWAP) approach, implemented under the agricultural sector development programme (ASDP). Through ASDP the Tanzania's agricultural sector strategic priorities have most recently been outlined in the Tanzania food security investment plan (TAFSIP) as part of the country's Comprehensive African Agriculture Development Programme (CAADP). From this level, it is envisaged that all agricultural development initiatives in Tanzania be rooted to the Agricultural Sector Development Programme (ASDP).



iv. Agricultural Sector Development Programme (ASDP)

ASDP is a sector wide programme which is coordinated at national level but implemented at local level (district) through the District Agricultural Development Plans (DADPs). The objectives of ASDP are:-

- i. to enable farmers to have better access to, and use of, agricultural knowledge, technologies, marketing systems and infrastructure, all of which contribute to higher productivity, profitability, and farm incomes;
- ii. to promote private investment based on an improved regulatory and policy environment.

The objectives were to be achieved through a set of complementary interventions aimed at:

- (i) improving the capacity of farmers, including food insecure and vulnerable groups, to more clearly articulate demand for agricultural services and to build partnerships with service providers;
- (ii) reforming and improving capacity of both public and private agricultural service providers to respond to demand and provide appropriate advice, services and technologies;
- (iii) improving the quality and quantity of public investment in physical infrastructure through more devolved, technically-sound planning and appraisal;
- (iv) improving market institutions, including strengthening the policy framework and coordination capacity at national level.

ASDP components and interventions at the national level

1. Agricultural support services.

This intervention focused on field of research and extension by:

- (i) Improving management and accountability of Zonal Agricultural Research and Development Institutes (ZARDIs)
- (ii) Establishing, financing and expanding Zonal Agricultural Research and Development Funds (ZARDEFs) across all agro-ecological zones



- (iii) Facilitating policy and institutional reforms, such as preparation of a code of practice for extension and research, and finalization of agricultural services reforms.

The key outputs of this component are summarized as follows:-

- i. ZARDEF research projects increased from 73 to 126
- ii. 31 PhD, 76 MSc and 37 Bachelors supported to improve human resource capacity of the research institutes
- iii. 64,469 farmer field schools were established
- iv. 774,156 farmers were trained
- v. 441 private sector service providers were contracted
- vi. 319 Ward Agricultural Resource Centres were established.

2. National irrigation development.

This entailed the preparatory work for small- medium- and large-scale irrigation investments in national and international basins; technical designs, studies, and environmental impact assessments; capacity building of national, zonal and district levels, including monitoring and evaluation; and awareness raising campaigns to attract private investment; and improve policy environment for public-private partnerships; and carrying out physical infrastructure investments in irrigation at the national level in national water basins through public-private partnerships. The following was the key output of this intervention

- i. 1,325 irrigation schemes were rehabilitation/constructed

3. Marketing and private sector development.

This marketing and private sector development component focused on the new approaches to private sector-led agricultural market development, including support to smallholder marketing associations, linkages to external markets, and capacity building and investment along the entire marketing chain; empowerment of producer marketing groups at district level; improvement of formulation of agricultural regulations and laws and strengthening



capacity for their implementation; support for agricultural policy analysis and formulation; carrying out of annual assessments of public expenditure in agriculture, at both national and district levels; and annual sector reviews. The key achievements were:-

- i. 170 warehouses and marketing centres were established in 26 LGAs
- ii. Wholesale price information for major food crops in 20 regions and for 58 livestock markets were documented
- iii. An improved legal and regulatory framework in crop production was established
- iv. New regulations for agricultural marketing and cashew nuts were introduced
- v. Cluster model for sunflower oil processing was established at Mutinko village
- vi. Number of users (companies) of Tanzania GS1 barcode system increased from 120 to 515 and registered products using barcodes in the market increased from 2,200 to 9,942.

ASDP interventions under the District Agricultural Investment Plans (DADPs) related to Trans-Sec Project

4. Local agricultural investments.

This focused on the following areas:-

- (i) Public infrastructure, such as rural roads, small-scale irrigation schemes, for crops and livestock. Under this intervention, 31,813 km of feeder roads were rehabilitated/constructed.
- (ii) Processing facilities where 626 oil extracting machines and 13,525 milling machines were installed.
- (iii) Food storage facilities; where 608 storage facilities constructed
- (iv) Market infrastructure; where 365 livestock primary markets built
- (v) Reforestation of degraded areas and community nurseries

5. Local agricultural services.

This focused on advisory services on agricultural production and marketing, and facilitation of farmer-to-farmer visits and learning through contracting of private agricultural service providers. The results for this intervention over 7 years were as follows:-



- i.* 306 extension staff trained in marketing and processing skills
- ii.* 3,498 extension staff trained in fish production, Public Private Partnership, Procurement, Records and Book keeping and contract research trainings

6. Food security.

This comprised of activities for inclusion of vulnerable and food insecure groups in planning, preparation and implementation of DADPs through technical advisory services and training to LGAs, and conduction of rural vulnerability assessments. Key outputs of this subcomponent are summarized below.

Key outputs of the subcomponent are summarized in the table 11 below.

- i.* NFRA purchased 59,886.8 tonnes to augment 27,846.8 maize stock. National Food Reserve (NFRA) also purchased 3,694.4 tonnes of sorghum.
- ii.* 53 farmers groups and 1,593 farmers were identified for value addition activities.



INITIATIVES WHICH COMPLEMENT ASDP IMPLEMENTATION

1. Agriculture First (Kilimo Kwanza in Kiswahili) Resolve.

Kilimo Kwanza is aimed at spearheading government efforts to bring about agriculture revolution in the country. This initiative operates under ten pillars with emphasis of promoting green revolution and enhancing agricultural productivity and growth by:

- i. Improvements to the rural road network and irrigation infrastructure, including rain water harvesting; improvements to storage facilities for agricultural crops and livestock products and assistance to farmers in identifying reliable markets.
- ii. Strengthening the capacity of the national food reserve agency to buy and store sufficient grains consistent with national food requirements; ensuring the timely availability of inputs for arable agriculture and livestock farming, including improved seeds, fertilizers, mechanization, agro-chemical and veterinary medicines and that the agricultural input trust fund is sufficiently funded.
- iii. Prioritizing in the allocation of farm implements and other inputs to the major food crop production regions of Mbeya, Ruvuma, Rukwa, Iringa, Morogoro, and Kigoma;
- iv. Identifying and surveying land for large scale food crop farming to take advantage of the existing opportunity in terms of local and world market demand.
- v. Supporting research institutions to develop improved seeds and encouraging other institutions to scale-up seed production; reduction of unsustainable forest harvesting.

Supporting the agro-processing industries, with private sector participation;
- vi. Improving access to credit by setting up of a special window for lending to agricultural ventures at the Tanzania Investment Bank (TIB); establishment of an agricultural development bank; vat and customs duty charges.



Kilimo Kwanza is implemented through the Southern Agricultural Growth Corridor of Tanzania (SAGCOT) supported by Feed the future (FtF) and Bread Basket Transformation. The transformation is engaging the private sector in commercialization and modernization of agriculture.

2. Southern Agricultural Growth Corridor of Tanzania (SAGCOT)

SAGCOT is part of the plans under the Kilimo Kwanza (Agriculture First) initiative emanating from the to promote the development of the agriculture sector .It is a public-private partnership (PPP) aiming to achieve rapid and sustainable growth in Tanzania's Southern Corridor, a very large area stretching west from Dar es Salaam through Morogoro, Iringa and Mbeya to Sumbawanga near the border with Zambia. The programme aims to attract local and foreign direct investment and facilitate the development of profitable agricultural businesses in 'clusters' along this corridor to achieve economies of scale, synergies and increased efficiency. The partnership is the centrepiece of Tanzania's high-level *Kilimo Kwanza* strategy for enhancing food security, poverty reduction and reducing vulnerability to climate change.

The SAGCOT benefits from good 'backbone' infrastructure – including road, rail and power and passes through some of the richest farmland in Africa. The area could become a globally important producer of crops and livestock. Today, however, its agricultural potential is largely dormant and the majority of the rural population remains poor and food insecure.

One of SAGCOT's main objectives is to provide opportunities for smallholder producers to engage in profitable agriculture, by incentivizing stronger linkages between smallholders and commercial agribusinesses, including '*hub and outgrower*' schemes that allow smallholders in the vicinity of large-scale farms to access inputs, extension services, value-adding facilities and markets. SAGCOT also aims to support smallholder producer associations, helping them enter into equitable commercial relationships with agri-processing and marketing businesses. In many cases, irrigation expected to be made available through professionally-managed farm blocks.



Under the Smallholder commercialization and agrodealer programme, SAGCOT is expected to promote provision of extension services, inputs, weather insurance and market access to large numbers of smallholder farmers.

Expected Outcomes

The SAGCOT targets are expected to be achieved over the next 20 years. Some of these achievements are smallholder farmers and farming households related, including:-

- 350,000 hectares in profitable production, serving regional and international markets
- Tens of thousands of smallholders become commercial farmers, with access to irrigation and weather insurance
- At least 420,000 new employment opportunities created in the agricultural value chain
- More than two million people permanently lifted out of poverty
- Annual value of farming revenues \$1.2 billion
- Regional food security would be assured

3. Staples Value Chain – NAFKA project.

The NAFKA project is US Government supported project under the Feed the Future (FtF) Initiative. The project works with rural communities in Tanzanian and the Ministry of Agriculture Food Security and Cooperatives to analyze the local maize and rice value chains and develop a strategy to strengthen them. It uses a multifaceted approach to: improve productivity through a strong program of public and private extension services; increase incomes of vulnerable farmers, including women and young people, by building robust marketing groups to increase their capacity to generate assets, capital, skills and knowledge; improve competitiveness and trade by encouraging greater trade investments and facilitating win-win demonstration initiatives; and increase investment and innovation through a \$2 million grant fund to buy down the risk of value chain actors to adopt new technologies and practices.

The interventions focus on the geographic region of the Southern Agricultural Growth Corridor, primarily in the Kilombero and Mvomero districts in Morogoro, as well as



undertaking activities in the Kiteto district in Manyara, Kongwa district in Dodoma and Zanzibar.

The overall goals of this initiative (FtF) are:-

- a. increase agriculture productivity;
- b. maintain the natural resource base and promote adaptation to climate change;
- c. stimulate the private sector;
- d. increase trade;
- e. support policy reforms and good governance;
- f. ensure underserved groups benefit from growth; and
- g. expand knowledge and training by supporting research and development.

The overall NAFKA goal is sustainably fostering economic growth to reduce poverty and hunger by improving the competitiveness and productivity of the smallholder-based maize and rice value chains.

Project objectives

The objectives of the NAFKA program are to:

- a) Improve the competitiveness and productivity of maize and rice value chains;
- b) Facilitate improved domestic and regional trade;
- c) Expand the depth and breadth of benefits from the growth of the maize and rice subsectors, including increased benefits to women and youth; and
- d) Enhance rural household nutrition by promoting women-focused value chain development and improved consumption of a quality diet.

Project Components/ Outcomes

NAFKA project has 5 Components namely



1. Value Chain Analysis and Strategy Development;
2. Improved Competitiveness and Trade;
3. Improved Productivity;
4. Increased Incomes for Vulnerable Smallholders;
5. Unleashing Innovation and Private-Sector Investment.

4. Rural Micro, Small and Medium Enterprise Program (MUVI)

Rural Micro, Small & Medium Enterprise (RMSMES) is a programme commonly known as Muunganisho wa Ujasiriamali Vijijini (MUVI), which was initiated to support the Government in poverty reduction strategy, which broadly aims at transforming Tanzania's agriculture based economy into export & market led, competitive semi industrial economy.

MUVI programme is the results of the Government second phase poverty reduction strategy commonly referred by its Kiswahili acronym MKUKUTA, which is strongly supported by IFAD.

The program is coordinated by small industries development organization (SIDO) under the Ministry of Industry and Trade (MIT).

The goal of the programme is to support value chain to deliver sustainable margins to produce and thus increase their incomes and reduce poverty.

The goal focused to increase incomes of primary value chain actors as well as permanent and casual labor employees.

MUVI works in six regions of Iringa, Manyara, Mwanza, Pwani, Ruvuma and Tanga with five selected value chains as follows:

- Sunflower – Iringa, Manyara, Mwanza, Ruvuma and Tanga.
- Cassava- Ruvuma, Pwani and Mwanza.
- Livestock - Manyara.
- Fruits: **Pwani**



- Pineapple, Mang and Citrus- **Tanga**

The targeted rural entrepreneurs (including the rural poor, women and youth) have improved skills, knowledge and access to market, technology, extension services and other business development services in order to increase household food security and cash income.

The target groups of MUVI: -

- Rural micro enterprises, mostly owned by economically active poor households including women and youth as well as households with chronically ill, disabled & HIV/AIDS affected members.
- Small farmers and fishermen with potential to produce and sell their products to processing enterprises.
- Rural economically active poor households with available workforce to seize increasing employment opportunities in improved chains.

Stakeholders and partners implementing the value chain activities

- Business Care Services – Iringa
- University of Dar Es Salaam – Manyara
- Price water-house coopers Ltd (Mwanza & Ruvuma)
- Match Maker Associates (Tanga)

5. Big Results Now (BRN) Initiative

As part of supporting overall national strategy of monitoring the speed and quality of performance in the implementation of key Government priorities and initiatives, Tanzania has recently launched the “Big Results Now Initiative” with a goal of ensuring effective and efficient delivery of agreed initiatives in the National Key Results Areas through coherent priority setting and robust performance monitoring and evaluation. **This national initiative focuses on the five key priority sectors namely, energy, transport, agriculture, education and water.**

Under the Agriculture sector, the BRN initiative focuses on improving agriculture GDP growth and smallholder income through accelerating attainment of specific targets in increasing production and productivity of rice, maize and sugar. These are critical for



addressing food insecurity and growth in the country.

The Agricultural BRN Initiatives is expected to be achieved through three big ideas:-

- a) promoting 25 commercial farming deals;
- b) enhancing 78 smallholder rice irrigation schemes;
- c) developing 275 collective maize warehouses linking maize famers to the market.

The agricultural BRN activities are coordinated through a small unit under the Ministry of Agriculture, Food Security and Cooperatives, whose functions are:-

- a) Performance tracking and management of National Key Results Areas (NKRAs)
- b) Data driven problem solving and analytics
- c) Stakeholder coordination on National Key Results Areas
- d) Facilitating implementation and catalytic incubation (in rare circumstances)
- e) Capacity building

OTHER INITIATIVES TO COMPLEMENT THE ASDP SECTOR WIDE PROGRAMME

1. Tanzania Agricultural Partnership (TAP)

Tanzania Agricultural Partnership (TAP) is an inclusive Public-Private-Partnership (PPP) with partners at district, national and International levels. TAP uses Value-Chain Approach (VCA) to enhance agricultural development in Tanzania. The overall objective of TAP is to deliver appropriate agricultural inputs and improved markets for Tanzanian farmers through effective value chains facilitated by a public-private partnership.

The specific objectives of TAP are to:

- a) increase accessibility and affordability of appropriate agricultural inputs to Tanzanian farmers;
- b) improve output market linkages;
- c) increase profitable agricultural production;

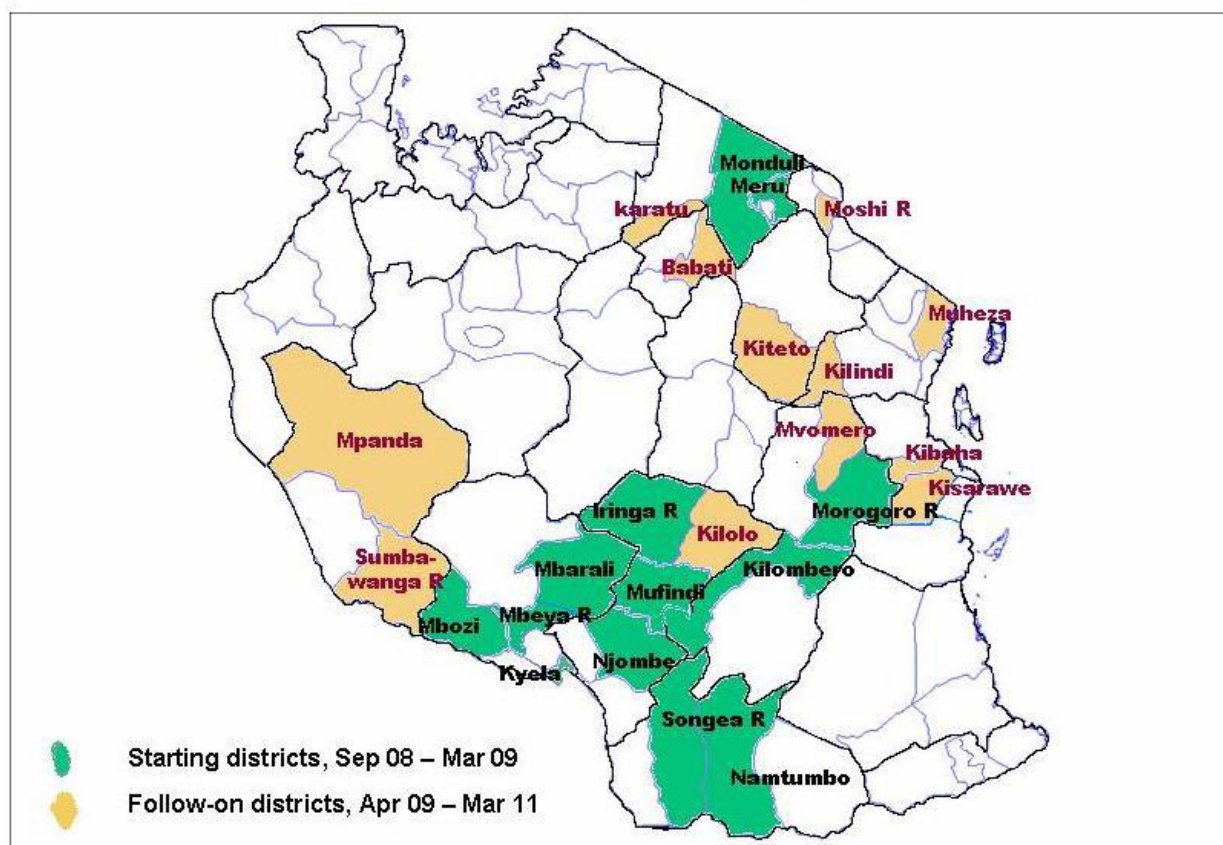


- d) stimulate private sector investment; and
- e) establish benchmarks for best practices in development and commerce.

The partnership is between Tanzanian Government agencies, an international consortium of private and public sector actors and district-based farmers' organizations as well as commercial banks and micro-finance institutions.

TAP's activities are managed and coordinated by a special Unit within the **Agricultural Council of Tanzania (ACT)**, supported the Government's Agricultural Sector Development Programme (ASDP) which recognizes the need to promote active engagement of the private sector in dialogue to effect policy and institutional change that will promote private sector development.

TAP National Roll, First Phase, 2008-11



Field Activities related to Trans-sec



I. Field Demonstrations and Extension Services to Smallholder Farmers

TAP deployed ‘rapid demand creation’ approach which entail the use of ‘Mother’ and ‘Baby’ plots protocol to establish and evaluate best practices suitable for a particular locality followed by linking farmers to agro-dealers and other agricultural service providers.

This was done in partnership where input suppliers could be encouraged to donate inputs (seeds and fertilizers) while the Local Government Authorities provided extension workers to help farmers in establishing and managing the demonstration plots. This also followed identification of lead farmers who established the Mother plots as well as the learning farmers who were to establish the baby plots.

Field days were used as learning platform for key stakeholders in inputs promotion and demonstration activities to discuss on success and critical challenges in the implementation process. These platforms also created opportunities for networking and linkage between smallholder farmers, input suppliers, financial institutions and local service providers. 73,860 (2,954 per district) smallholder farmers were reached through field demonstration plots and extension services in 25 districts.

II. Promotion of Warehouse Receipt System (WRS)

TAP in collaboration with different partners renovated 35 warehouse in 22 districts where smallholder farmers obtain a receipt that can be used as collateral for short-term borrowing of money from financial institutions to cover immediate needs, at the same time enabling them deferring sale and selling when prices are better.

Achievements of TAP

A. Improved food security and livelihoods for the local populations

TAP activities on improved livelihood and food security in particular. In collaboration with input suppliers (manufacturers and traders of seeds and fertilizers), extension agents and Local Government Authorities (LGA) TAP implemented field demonstrations and extension services in the 25 districts. The main objective was to enable maize and rice farmers to test improved seed varieties, the use of planting and top-dressing fertilizers and other agronomic practices, and select combinations of technologies suitable for the respective environment.



This improved productivity of maize and rice as a result of increased use of productivity enhancing technologies (improved seeds and fertilizer) and good farming practices through field demonstration and extension services; Farmers managed to get more than 500% increase in yield by applying new varieties and fertilizer. The increase in yield is immediately reflected in livelihood improvements.

- B. TAP has enhanced the availability of improved inputs particularly fertilizer packed in small quantities affordable to smallholder farmers.
- C. Improved capacity of agro-dealers
- D. Analysis of rice and maize value chains
- E. Preparation of Commodity Investment Plans (CIPs) in 14 districts and some of the districts have adopted the CIPs in their District Agricultural Development Plans (DADPs)
- F. Established Warehouse Receipt System (WRS)/collective marketing which significantly improved sales of smallholder farmers produce.



With a Food Facility Grant from the European Union the Tanzania Agriculture Partnership supports farmers in Kiroka Irrigation Scheme in Morogoro Rural district, which increased yield up to 42 bags of paddy per acre.

2. Tanzania Agrodealer Strengthening Program (TASP) under TAGMARK



The Tanzania Agrodealer Strengthening Program was introduced in Tanzania 2007 by the CNFA Inc., a US based organization which worked under the local affiliate named Tanzania Agricultural Market Development Trust (TAGMARK) and funded through the Alliance for Green Revolution in Africa (AGRA)

The goal of the Tanzania Agrodealer Strengthening Program was to transform Tanzania's fragmented input distribution system into an efficient, commercially viable input supply infrastructure, thus enabling smallholder farmers greater access to productivity enhancing inputs and technologies.

The project operated in 42 districts of the country, which focused to remove the Governments direct role of purchasing and distributing agricultural inputs while creating and strengthening of rural private agrodealer network through a holistic approach, working with stakeholders at all levels.

This aimed at fostering the growth of a commercially based rural distribution network of private agrodealers, facilitating agrodealers' access to commercial credit, and stimulating smallholder demand for improved agricultural inputs.

The Tanzania Agrodealer Strengthening Program (TASP), has been highly successful in building and supporting a vibrant agrodealer network capable of serving smallholder farmer demands for improved inputs, services and marketing.

TASP also designed and supported the Tanzanian government's targeted subsidy program to link agrodealers to the local seed industry and has been scaled up to foster development of a nationwide rural market network.

The intent of these collaborations is to help raise productivity and food quality, reduce waste through better storage, and support initiatives that increase economic opportunity for farmers in Tanzania.

Program Activities



- a) Built agrodealer capacity to better serve farmers through technical training covering: managing working capital, managing stocks, selling and marketing, basic record keeping, costing and pricing, managing business relationships and good agronomic practices.
- b) Facilitated demand creation by establishing demonstration plots and farmer field days showcasing new agricultural inputs Trained agriculture extension workers to enhance soil health.
- c) Helped to build farmer-agrodealer relationships in the course of input-output business where farmers could buy inputs like seeds and fertilizers, and sell their products the same agrodealer.
- d) Expanded access to affordable financial services that will enable farmers to generate more income for their families and their communities.
- e) Promoted better linkage to financial services through forums and business clinics focusing on licensing, completion of a business plan and access to capital.

Major Achievements

- a) Since 2007, TASP has certified over 2,600 agrodealers, who are providing products and services to over 1.5 million smallholder farmers and improving the lives of 8,000,000 people.
- b) \$3,027,870 in direct trade credit leveraged by agrodealers over the life of the project.
- c) 61,602 metric tons of seed sold through TASP agrodealers.
- d) 596,512 metric tons of fertilizer sold through TASP agrodealers.

3. Oxfam Tanzania Agricultural Scale-Up Programme

This is a program carried out by the Oxfam GB in Tanzania, in 2009. The program was undertaken in Shinyanga region (Maswa and Bariadi districts within the context of the Government of Tanzania's District Agricultural Development Plans (DADPs). The project purpose is to improve the contribution of local chicken to households' cash income and nutrition by raising the status of this activity from subsistence to a viable economic enterprise.



The program activities were implemented in close collaboration with, Tanzania Society of Agricultural Extension and Education (TSAEE) as the lead partner, working with the District

Councils through the District Contact person (DCP) and Ward Agricultural and Livestock Extension Officers (WALEO).

The process of engaging area based local partners to work with District Councils and the local communities has established the basis for stakeholders' ownership of the project, and hence sustainability. There are 143 groups involving 4,617 chicken keepers. .

Some of the project activities implemented included distribution of superior cockerels for improving the performance of local chicken in terms of egg laying and body weight, the second round of vaccination, capacity building on market linkage, as well as addressing cross cutting issues on gender, HIV and AIDS, disaster mitigation and advocacy.

Successes under Oxfam Tanzania Agricultural Scale Up (TASU)

The project has increased the size of flocks per household by introducing vaccination against Newcastle disease in the project area. These were testified by farmers and other community members who participated and benefited directly from the project.

Examples.

i. Show case 1.

Chiku Mfaume an old woman of 69 years old was motivated to be a businesswoman at Shanwa village, Maswa District. Before joining the project she kept chicken for domestic consumption, where she had only 25 chicken. During the TASU project implementation, she was inspired to develop a local chicken enterprise to increase her household income. Up to the six months of project implementation, the number of local chicken increased from 25 to 135.

4. Smallholder Horticulture Out grower Promotion (SHOP) project under Rural-Urban Development Initiative (RUDI)

This was a two year project which started in October, 2007, and concentrated activities in the northern highlands of Arusha and Tanga regions. The SHOP project was supported by the USAID with an objective building the capacity of smallholder farmers in these areas to



integrate into profitable export markets for high-value vegetable (HVV) products. The project is implemented in collaboration with ACDI/VOCA, an American agribusiness development organization and other stake holders including exporters of horticultural products. Rudi's role in the project was to build the capacity of farmer associations in business practices, leadership and accountability.

The project had three project components namely:

1. Production enhancement
 2. Strengthening market linkages
 3. Cross cutting component
- **Productivity Enhancement:** Technical assistance, training and commodity support grants to increase on-farm per unit productivity, reduce production costs, improve product quality and select a profitable range of HVV products. This component had two activities:
 - a. **Strengthening Farmer Organization Capacity:** SHOP organized farmers into viable associations that can be used as an effective platform to provide extension services, technology and market linkages to small farmer members.
 - b. **Improving Extension Services:** SHOP enhanced the supply of extension services by working closely with both public and private sector extension agents to identify the needs of farmers and facilitate efficient delivery of advisory services.
 - **Strengthening Market Linkages:** The project's advisory services could link smallholder farmers into profitable market chains by helping them identify and successfully pursue group market opportunities. This component had two activities:
 - a. **Expanding Export Market Out grower Schemes:** SHOP could build the capacity of farmer associations to deliver high-quality products reliably and commercially to exporter partners by facilitating communication and technical transfer between farmer groups and exporters to engender mutually-beneficial business relationships.



- b. **Expanding Domestic Market Out grower Schemes:** As a stepping-stone towards increasing export-quality production capability, this activity helped farmer associations increase sales of HVV to supermarkets, such as Shoprite and to the hospitality industry throughout Tanzania.
- **Cross-Cutting Component:** SHOP conducted a value chain update of the high value export and domestic vegetable markets, through one of its project partners. In addition, SHOP provided material support to project beneficiaries, and/or linkages to other forms of support, such as credit. This component had three activities:
 - a. **Value Chain Update:** The SHOP team collaborated with the SME Competitiveness Facility (SCF) to update the value chain of the HVV sector in Tanzania and assess any changes in the industry's dynamics, constraints and opportunities.
 - b. **Commodity Grant Fund:** The project administered a grant fund to materially support smallholder farmer groups with seed investment for equipment or services to upgrade productivity and marketing.
 - c. **Credit Linkage:** To ensure the sustainability of project interventions, access to sustainable forms of credit is essential to project success. SHOP liaised with USAID, financial institutions and micro-finance organizations to establish revolving loan funds which helped farmers to purchase inputs.

OTHER RELATED PROJECTS OF INTEREST TO TRANS-SEC.

5. Integrated Training Programme for Women Entrepreneurs in the Food Processing Industry under UNIDO and SIDO

The Integrated Training Programme for Women Entrepreneurs in the Food Processing Industry was designed and implemented by SIDO and UNIDO, under the sponsorship of the Austrian government since 1993. The activities of this were implemented in rural and urban areas of Tanzania.

The programme's main objective was to promote women's entrepreneurship development in the food processing subsector through the improvement of existing micro enterprises



managed by women, and the encouragement of new ventures with a potential to grow into SMEs. The programme also promoted productive employment and gender equality, within the focus of poverty alleviation and sustainable livelihood. It contributed to the empowerment of Tanzanian women, employment creation and income distribution. The programme targeted to address major constraints affecting enterprise operation and growth, through skill development and integrated technical, business and managerial assistance in food processing.

Programme's target groups

- Women entrepreneurs operating micro enterprises, using relatively simple technologies with small scale investments, lacking technical and entrepreneurial skills.
- Women with entrepreneurial traits and some technical capability, interested in starting a new venture in food processing.

Programme Activities

- Strengthening women's entrepreneurship in food processing
- Promoting new agribusiness ventures
- Improving product quality, productivity, efficiency and sustainability of existing and new enterprises
- Contributing to job creation
- Improving the quality of life for low-income families through increased income generation
- Linking with private sector institutions and other technical cooperation projects in the food processing sector

Program impacts

The programme has yielded impressive results. Between 1994 and 1998, 70% of the 240 women trained in technical and managerial courses started new businesses and 34% expanded existing businesses. 320 new jobs have been created, five new products are on the market and the average investment per enterprise has increased fivefold.



After graduating trainees established business groups to address common business issues. The groups were called “Chama cha kina Mama Wasindikaji Vyakula” (CHAKIWAVYA) meaning “association of businesswomen in food processing”. The name was changed to the Tanzanian Food Processors Association or TAFOPA to open the possibility for male entrepreneurs to become members. Today, a small number of males (5%) participate in training and other activities coordinated by TAFOPA.

TAFOPA, the Tanzanian Food Processors Association created through the programme, has 220 paying members, a central office and six regional offices of Dar es Salaam, Morogoro, Lushoto, Iringa, Kilimanjaro and Arusha. TAFOPA members have launched SHIBE as the association’s trademark. SHIBE products can be found in stores and restaurants throughout the participating regions, and production and sales are growing for most regions and products.

In addition to sales to restaurants and in shops, TAFOPA collects SHIBE products from its members and markets them during the Annual Dar es Salaam International Trade Fair.

NATIONAL PLATFORMS AND THEIR POLICY RELATED ACTIVITIES

1. Land Rights Research and Resources Institute (LARRRI / HakiArdhi)

HakiArdhi is a non-governmental organization with a national mandate on land rights research, public engagement and advocacy that was founded in 1994. The Institute was established in recognition of the need to generate and sustain public debates, and participation in the rural areas on issues of land tenure.

Among other things, LARRRI spear-head the realization of land rights for rural based small producers (such as peasants, pastoralists, artisan miners, fisher-folks and hunter-gathers) in socially just and equitable manner. This is traditionally done by carrying out programmatic interventions on land rights at grassroots level where majority Tanzanians live and depend entirely on land and land based resources for their livelihood.



Since its inception, LARRRI has managed to spearhead the rights to land of rural and peri-urban based small producers through activist researches, lobbying and advocacy for policy changes, critical analysis of policies and laws and active participation in policy processes. The institute has been able to influence the making of land policy, land laws and related legislation, strengthen land governance institutions in more than 25 districts and 500 villages, secure rights to land of indigent communities through legal aid and conflict arbitration and many other significant achievements.

2. ActionAid Tanzania

ActionAid Tanzania is a non-political, non-religious organisation that started its operations in the country as a cross-border programme from Kenya in 1998 and became a full-fledged country programme in 2000. One of the strategic objectives of ActionAid is to promote sustainable agriculture and control over land and other natural resources. In collaboration with other partners, Action Aid Tanzania has worked various pro-poor households in agricultural related projects in the areas of empowerment, Policy influencing and advocacy. The policy related activities include:-

- i. Land and human rights for pastoralists through participatory approaches aimed at empowering the poor and marginalized to participate in local decision-making.
- ii. ensure that the local government authorities bring about agriculture development responding to needs identified by ordinary women and men according to the laws and Agriculture Sector Development Programme (ASDP).
- iii. support to the poor i.e. farmers, fishers, women, people living with HIV/AIDS, and the children so as to facilitate them to advocate and claim for their rights as a means to addressing and finally eradicating the structural and underlying causes of poverty.
- iv. Helping pastoralist cooperatives is to improve the livelihoods of pastoralists, many of whom have become marginalized due to



- population growth, increased speculation and environmental degradation.
- v. Engaging with the communities and various stakeholders in the areas of agriculture and food security, education and women's rights in Chamwino District. Poor and excluded farmers are organized into strong and vibrant cooperative societies. Community mobilization is carried out and cooperative societies and women groups are organized
 - vi. engaging with farmers' cooperatives in Kigoma to address the need for government support, extension services and entry into markets;
 - vii. contributing to the reduction of poverty of the Kilwa community through: the strengthening of farmers to mobile and organize primary cooperative societies; increase women's participation in cooperative processes; promote value addition technologies of processing cashew nuts;
 - viii. In Liwale is involved with mainly farmers, working in strengthening their engagement in lobbying and advocating for their participation in local crops marketing processes.
 - ix. advocating for extension services, farm inputs and access to markets; lobbying and advocating for government accountability and transparency in providing health services; help form children's clubs in schools for students to address pertinent challenges and issues, and build classrooms; and train women on rights in Singida region.
 - x. Empowering the poor and excluded and their organizations to claim their rights to affordable inputs and access to markets of their cash crops in Tandahimba.



3. Agricultural Non-State Actors' Forum (ANSAF).

ANSAF is a member-led network, made up of experts from the commercial sector, NGOs and farmers' umbrella organisations in Tanzania. It provides a forum to discuss solutions to improve the country's agriculture sector for men and women currently living in poverty. With a focus on smallholder farmers, promotes accountability, transparency and citizen engagement in agriculture.

ANSAF is made up of over 50 members—farmers associations, CSOs, agribusinesses and more – working together to advance a strong policy agenda to grow Tanzania's agriculture sector. It is leading the charge for Tanzania to spend 10% of its national budget on agriculture and rural development. And while the actual amount allocated and spent is important, ANSAF soundly argues that this money must be spent in pursuit of policies that are farmer-centric.

ANSAF run a series of activities which target the media at different levels to shape the view of and promote work in agriculture. Working with a local youth organisation (Femina Hip), they broadcast on local radio, attempting to change the perception of farming from 'poor' to 'entrepreneur'.

ANSAF also researches and uncovers agriculture-related stories for a monthly supplement called "Kilimo Kwanza" for Tanzania's Guardian newspaper (deliberately playing on the government's Kilimo Kwanza or "Ag First" initiative). It also aims to stimulate excellence in journalism with an award for agriculture reporting.

Another aspect of their work is around development of markets and value chains for smallholder farmers. ANSAF not only wants to ensure the right policies are in place for farmers, but that they also are able to market and sell their produce at a fair price. They have focused on cashew nuts to improve farmers' livelihoods and show how they could benefit Tanzania's macro economy, and hope to use this as a case study to benefit other products such as cotton, rice and coffee in the future.



4. Tanzania Alliance Against Hunger and Malnutrition (TAAHM)

Tanzania Alliance Against Hunger and Malnutrition (TAAHM) is a national platform for stakeholders' engagement in tackling hunger and malnutrition in Tanzania through networking, advocacy, capacity building, documentation, and communication. TAAHM aims to bring together a broad group of civil society actors including; farmer organizations; international NGOs; academic and research organizations; faith based groups; labor unions; the media; youth organizations; women groups; and individuals along with the private sector to form a coalition and provide them with a forum to speak with a unified voice, build public and political will, and advocate for policy support in the fight against hunger and malnutrition in Tanzania.

The goal of TAAHM is to bring together existing organizations, institutions, and individuals with a common interest and providing them with a forum to speak with a unified voice, build political will, and advocate for policy support in the fight against hunger and malnutrition in Tanzania. TAAHM creates connections between local, regional, national and international institutions that share the goals of fighting hunger and malnutrition. The organization works to address food security by enhancing resources and knowledge sharing and strengthening hunger activities within countries and across state lines at the regional and international levels. The work of the TAAHM is guided by a series of principles

- Facilitate dialogue on the most effective measures to reduce hunger and malnutrition;
- Contribute to meeting the Millennium Development Goals (MDGs) and the target of the World Food Summit by strengthening national commitment and action to end hunger and malnutrition;
- Promote mutually supportive action involving government and other stakeholders in the fight against hunger and malnutrition;
- Engage and empower grassroots organizations and individual beneficiaries as full partners in the Alliance to participate in finding and implementing solutions that will make a real difference to their lives and the lives of generations to come.



RECOMMENDATIONS AND WAY FORWARD

The Government of Tanzania in collaboration with local, international private sector as well as Development partners has continued to invest in agriculture by putting policy frameworks under which a lot of strategies, programs and projects have been aligned, with a view of bringing about sustainable agricultural transformation. All these are geared towards improving food security, incomes and livelihood of more than 77 percent of Tanzanians who entirely depend on agriculture. However, despite all these initiatives in the, not much has been achieved in terms of reducing poverty among those who depend on agriculture. This is evidenced by the fact that many people in the rural areas, live below the poverty line.

The reasons to this may be lack of specificity and prioritization in the agricultural sector which lead to uncoordinated efforts, hence duplication and overlapping activities targeting the same beneficiaries, low level of beneficiary participation from the planning stage, lack of consistence in policy decisions coupled with little attention to farmers' needs as well as poor management of resources especially at project levels.

In order for the agriculture sector to realize positive impacts in terms of increased productivity, food security, income and livelihood of those whose economies depend on it entirely, the following should not be overemphasized.

- a) Formulating policies which are consistent and are geared to serve the needs of the majority. This would need direct involvement of beneficiaries in designing and implementing programs and projects which are relevant to their needs.
- b) Put in a place a coordination system which would identify the stakeholders at all level so as to know who will be the key players of a certain initiative. This will help in removing overlaps and duplicated efforts as well as promoting collaborations among key players while strengthening adoption and sustainability of the value chain initiatives



- c) Select, design, and implement similar value chain projects for areas with similar agro-ecological characteristics as well as clustering project areas by commodities. This will help in pooling resources together as well as easy development of a well coordinated value chain.
- d) Developing research projects which are whole stakeholder inclusive. This will help in developing technologies which are practical and farmer oriented such that they are easily adopted and diffused.
- e) As far as policy platforms are concerned, the farmer organizations and associations with common interests need to come together in terms of issues which are related so as to develop a strong coalition in pushing forward the policy agenda.

As a way forward, the role of ACT is to continue creating awareness about the Trans-Sec project along national policy platforms and individual stakeholders so as to develop a strong network at the national level which will help in taking up the project ideas and results to be applied to other food security projects (for wider dissemination) as well as sharing the progress at the policy level.. ACT will champion this to make sure they are aware of Trans-Sec project.



REFERENCES

- a) Agricultural Sector Development Programme (ASDP), *Implementation Completion Report; July, 2014.*
- b) Mmasa J. J., (2013) *Value Addition Practices to Agricultural Commodities in Tanzania*; Country Level Knowledge Network, Policy Brief No 20: 2013
- c) The Tanzania Staples Value Chain (NAFAKA) project document, updated in 2012; website: www.acdivoca.org
- d) Gollin D., (2014), *Smallholder agriculture in Africa; An overview and implications for policy, Working paper, 2014.*
- e) Eskola E., (2005) *Agricultural Marketing and Supply Chain Management in Tanzania*; Working Paper Series No. 16
- f) URT, (2006) *Follow-Up Of The Implementation Of The World Food Summit Plan Of action, Ministry of Agriculture Food Security and Cooperatives June, 2006*
- g) Kiratu, S., Märker L. and Mwakolobo A., (2011) *Series on Trade and the Food Security; Trade and knowledge network; Food Security: The Tanzanian Case*; Published by *International Institute for Sustainable Development*
- h) Asenso-Okyere K. and Jemaneh S., (2012) *Increasing Agricultural Productivity and enhancing food security in Africa; Synopsis of International Conference*; International Food Policy Research Institute; March 2012.
- i) Horticultural Development Council of Tanzania (HODECT), (2010) *Tanzania Horticultural Development Strategy 2012- 2021.*
- j) Oxfam GB, (2009) *Tanzania Agricultural Scale-Up Programme. Semi-annual Progress report, 2009.*
- k) Naggayi A., (2014) *National Alliance Partnership Program -Tanzania Baseline Assessment Report; Alliance to end Hunger; May, 2014.*
- l) UNIDO (1999) *Spearheading Development in the Food Industry for Tanzania Women entrepreneurs; Project completion report (1999).*
- m) *Tanzania Agricultural Partnership (TAP) –National Rollout Programme; Annual Progress Report; September, 2011*
- n) *Tanzania Agrodealer Strengthening Program (TASP); Summary of project activities, results and success stories; www.cnfa.org –Tanzania.*

ANNEXES (attached in zip folder)