



YEAR OF AGRICULTURE: HIGHLIGHTING CHALLENGES AND OPPORTUNITIES



“Despite agriculture being the backbone sector that employs the vast majority (about 75 per cent) of Tanzanians, its growth is still low and has remained a matter of concern over the years. 2014 is the year to reflect upon this and many other issues...

SPECIAL

**Yara fertilisers
smart farmers
can't miss**

Pages 12 - 15



Road to green revolution fraught with challenges

AS it has been stressed on issue after issue of Kilimo Kwanza, Tanzania is a potential bread basket that is sadly teetering on the verge of being a basket case.

The statistics speak for themselves. Over 80 per cent of the country's population depends primarily on agriculture as the main source of livelihood and employment, with many more being indirectly employed by the sector.

At last count, Tanzania has 43 million hectares of arable land, of which only about 10 million hectares or 23 per cent was farmed. This means, there is over 30 million hectares available to produce food for the ever growing populace, the rest of Africa and potentially the world.

But even the land under agriculture is primarily cultivated using sedentary and outdated methods, with small-holder, subsistence, peasant farmers depending on the back-breaking hand hoe as the main source of farm labour.

This means that most farmers are only able to cultivate half an acre or more of land every season. Yet it is these that form the backbone of the country's agrarian efforts. As such, food security remains a constant challenge, with an unacceptable percentage of Tanzanian families barely scraping through from one harvest season to the next.

Of course, under the Kilimo Kwanza rallying call the government is making efforts to introduce and expand mechanised commercial agriculture. But this shift to change remains at best, tortoise-paced. Access to tractors and other forms of mechanization remains a pipe-dream as the cost of these mechanised inputs is way beyond the reach of the common man.

The country is blessed with one of the highest volumes of fresh water bodies and potentially irrigable land. But only a fraction of the over 2.1 million hectares with potential for irrigation is under irrigation. As the National Irrigation Plan rightfully notes, irrigation development in Tanzania is critically important in ensuring that the nation attains a reliable and sustainable crop production and productivity as a move towards food security and poverty reduction.

Agriculture in Tanzania has remained unpredictable and of low productivity due to the utter dependence on rainfall which is erratic, unreliable and non-uniformly distributed. The dependence on rain-fed agriculture has left the country tremendously vulnerable to the vagaries of weather, this especially in the face of global warming and climate change.

With an estimated one herd of cattle for every three Tanzanians, not counting the millions of sheep, goats and chicken; many Tanzanians suffer from protein deficiency. The per capita meat, egg and milk consumption rates of the coun-

try remain low.

Why you ask? Animal husbandry methods in Tanzania are inexplicably trapped in the stone-age, with hordes of pastoralists towing indigenous herds of cattle across the length and breadth of the country in search of pasture.

While the indigenous herd of cattle are often hardy enough to survive the vagaries of harsh tropical weather and disease outbreaks, the quality of their meat and milk output leaves a lot to be desired. Drives to reign-in the marauding pastoralists remain at best, disorganised.

Furthermore, these efforts have often been met with resistance, leading to widespread conflicts between pastoralists who claim ancestral rights to land, and sedentary farmers who try to eke a living out of the unforgiving earth.

And an even harsher reality often awaits those farmers who try to break out of the mould and embrace modern forms of agriculture. There is little or no support for farming activities in the form of easily accessible loans and support services. Financial institutions frown upon investments in agriculture, deeming them too risky. Furthermore, would be financiers require collateral and guarantees before issuing support.

As things stand, the only form of collateral that farmers can offer is land, but most of the land in the country is not surveyed and as such, is of little value and cannot be used as collateral. There has been much talk and little movement towards the formation of a farmer's bank that would offer a helping hand to those that feed us. This leaves farmers trapped in an endless cycle of poverty.

As things stand, the proverbial light at the end of the tunnel seems like a dim and distant candle that is flickering as it fades away. But this is no cause for despair, for there are many individuals, groups and action bodies working tirelessly to reverse the situation. Some of these efforts are highlighted in this issue of Kilimo Kwanza.

As we remain hopeful for a brighter day for Tanzanian agriculture and the economy as a whole, we take this opportunity to salute all those whose efforts to revamp the country's agriculture are steadily chipping away at the vast challenges currently faced. Kudos, to all our brother's-at-arms in the Kilimo Kwanza revolution! We remain committed to keeping alive the debate on how best to revive our agriculture.

Wallace Maugo
Editor

inside

Cashew: Improving domestic processing to meet global demand



5

Tourism is booming, yes, but cut flowers can make good money too



11

Catalyst for SME and farmers development



14

Quality milk starts in the farm



By Herry Ngoitiamu, Tampa

Efficient production

Dairy farming has great potential to improve national and household economies. It creates a wide range of economies as well as employment opportunities. The milk provides dairy farmers with regular income throughout the year.

The dairy farm is the first stage before the production of milk and dairy products. It is at the farm that milk is produced and stored before being transferred to a processing facility where it's made into a final product for the consumer. It is important that the farmer does all the right things at the farm level to produce quality raw milk.

Efficient production of milk under good hygienic conditions is the key to successful dairying. The principal constraint in particularly smallholder systems is a high level of bacterial contamination in the milk. This might lead to its spoilage before it reaches the market.

Healthy cows

The first step for a farmer is to produce good quality milk from

healthy (non-mastitis) cows. It is important that farmers are given advice and assistance on how to produce clean milk. This is the basis which enables successful collection and marketing of the milk.

In the first place, attention should be paid to the equipment being used. This has to be suitable for effective cleaning and sanitisation. In the second place emphasis should be given to good hygienic practices during milking.

Attention has to be paid to the transport and collection of the surplus milk to the point of sale or processing. Collection and transport of the milk should not take very long to minimize post harvest spoilage. Therefore, in this issue, we have decided to go down to basics by sharing with our esteemed readers the key stages in producing quality milk as endorsed by Heifer International and Nestle.

Ensuring safety

When it emerges from a healthy udder, milk contains only a very few bacteria. However, milk is a perishable product. It is an ideal medium for micro-organisms and as it is a liquid, it is very easily contaminated and invaded by bacteria.



“It is at the farm that milk is produced and stored before being transferred to a processing facility where it's made into a final product for the consumer. It is important that the farmer does all the right things at the farm level to produce quality raw milk.

Almost all bacteria in milk originate from the air, dirt, dung, hairs and other extraneous substances. In other words, milk is mainly contaminated with bacteria during milking. It is possible to milk animals in such a clean way that the raw milk contains only 500 to 1,000 bacteria per ml. usually the total bacteria count after milking is up to 50,000 per ml.

Counts may reach several millions bacteria per ml. That indicates a very poor hygienic standard during milking and the handling of the milk or milk of a diseased animal with i.e. mastitis. Raw milk is one of the most suitable media for the growth of a wide variety of bacteria, especially immediately after milking when it is almost at body temperature.

However, milk contains a natural inhibitory system which prevents a significant rise in the bacteria count during the first 2 - 3 hours. If milk is cooled within this period to 4 °C, it maintains nearly its original quality. Timely cooling ensures that the quality of the milk remains good for processing and consumption.

The bacterial load in fresh raw milk should be less than 50,000 per ml when it reaches the collection point or processing plant. To prevent a too high

multiplication of bacteria, the milk has to be produced as hygienic as possible and should be cooled or heated at the earliest.

Hygienic milk only originates from mastitis free and healthy animals. Cows suffering from a disease may secrete the pathogenic bacteria, which cause their disease, in the milk they produce. Consumption of raw milk therefore might be dangerous to the consumer.

Some of these diseases, such as tuberculosis, brucellosis and anthrax, can be transmitted to the consumer. Whatever the milk is used for during processing and consumption, the hygienic standard of the produced milk at farm-level forms the basis of the quality of the ultimate milk products.

Production of quality milk is a complicated process. It is the concern of so many stakeholders along the dairy value chain, which include: dairy farmers, dairy cooperatives, milk and milk product processors, and retail distributors (shopkeepers and super markets). Others are consumers of dairy products, state regulatory agencies, extension staff and veterinarians.

Challenges in dairy farming

A number of challenges face the

Quality milk starts in the farm

milk producer in Tanzania. Among these is include limited knowledge in producing quality milk. Studies indicate that most local dairy farmers hardly realize the optimum milk production due to limited knowledge on animal husbandry, high quality dairy cattle and genotypes and poor feeding.

Milk production by small holder dairy farmers is significantly reduced during the dry season because the farmers are ill prepared to provide adequate food to their animals in the right proportionality. This is a challenge because it means that the farmers' income affected during that period.

Limited extension services, is another challenge. The dairy sector depends on several support services which aim to contribute to the development of the sector. The lack of sufficient extension services is of the major challenges facing the dairy sector.

Edmund Mariki, the Tampa executive secretary comments, "Dairy extension services are limited in the country. The agricultural sector generally faces this problem and more has to be done in order to see dairy prospers".

Limited extension services means there is a major bottleneck in the sector's development. The scarcity of such officers, has led to farmers being trained to become inseminators and/or animal health workers who offer services to livestock keepers at a cost.

There are research units which share its findings and later disseminate to extension workers and farmers at different modalities.

Farmers must understand the importance of keeping their cows healthy and comfortable, and their dairy farms clean.

They also have to understand the importance of adhering to industry standards to ensure the continued quality and safety of dairy products across the country.



High quality fresh milk

The most crucial aspects to maintain high quality fresh milk include hygienic milking and milk handling on farms, good health status of the animals, cooling of milk as soon as possible after milking, transport milking to the collection centre and/or processing plant within 2 - 3 hours after milking and good quality and well cleaned milk equipment.

Maintaining good quality of milk benefit both - farmers, milk processing plants and consumers.

It will result in the milk producer receiving the full value for his produce, in minimal losses during processing at the milk plant and in a reliable quality of the milk products for the consumer.

Outline about producing high quality milk

Below are stages of producing high quality milk that every farmer should strive to adhere to as endorsed by Heifer International and Nestle:

Key stages in producing high quality milk:

Preparation

- Ensure the hair round the teats is routinely shaven
- A cow must be milked at least twice a day
- Inspect the udder to ensure there are no injuries
- Clean your hands and udder well
- Ensure that the food you are to give the cow while milking the cow isn't smelly
- Milking shed should be clean and dry

Milking

- Milk fast, in under seven minutes
- Use recommended milking jelly
- Ensure you drain the milk off the teats completely
- Discard milk from cows under medication

- Do not mix milk from cows that have calved within a seven day period with that from other cows
- Cover the milk to avoid dust, flying insects

Breeding

- Use Artificial insemination (AI) to improve your breeds. Popular breeds are Friesian, Ayrshire, Jersey and Brown Swiss
- Keep all health records including of diseases and drug intakes
- Keep records of daily milk production
- Have reminders of all important dates e.g. Artificial Insemination, calving

Feeding

- This varies with breeds weight and production. Dry matter should constitute 4-5% of the cows body weight
- Plan up to 12 months ahead to ensure you have enough feeds during the dry and wet seasons
- Have a timetable to alternate the feeding between crop residue, maize silage, and processed food
- Cows if fed badly with produce milk with low fat content, which is not good quality.

Calf - rearing

- Pay extra attention to calves. Today's calf is tomorrow's milk producing dairy cow
- Feed the calf colostrum from a container or using a bottle
- Give calf water before and after drinking

colostrums

- Feed between 700 gms and 1,000 gms of calf pellets during the weaning period. Weaning should start after 8 weeks
- Separate from mother cow after 12 weeks
- Start feeding concentrates after two weeks

Preventing mastitis

- Routinely conduct California Mastitis Test
- After milking, dip the tips of the tits in ideal medicine
- Heed all hygienic rules before, during and after milking
- Separate the infected cows from the rest

Cowshed

- Keep it clean and dry, if possible the feeding area should be comfortable
- Ensure adequate water supply to the shed
- Should be well ventilated with strong iron roofing

Disease prevention

- Heed all the routine and mandatory vaccinations
- Dehorn as recommended.
- Treat sick animals immediately symptoms are noticed
- Brand all animals that have been under medication

Milk reception

- Use your sensory organs to decipher the freshness of milk. Check for change of smell, colour and visible foreign objects
- Check whether it coagulates on boiling
- An ethanol test detects mastitis
- A lactometer tests whether the milk has been adulterated. The average temperature of milk should be 20 degrees centigrade
- A resazurin test measures the bacteria content

Chilling

- Don't mix spoilt milk with that of good quality
- Using a filter, sieve the milk to remove any particles
- From the dump tank, freeze to below 6 degrees centigrade

Transport

- Use a stainless steel tanker. Ensure it is dry
- Ensure that the inlet and outlet valves of the tanker are functioning properly before transferring the milk from the dump tank
- The tanker must be clean, dry with all plug tightly shut. The flow meter, valves, dead cups, gasket must also be adequately clean.

Send your comments for free starting with (MILK) to 15774

By Brandaliny John, Ansaf

The time is now

There are reports of a substantial decline in cashew nut production in Asia, particularly India and Vietnam. The news comes at a time when the demand for the produce in India itself, the Middle East, China and Europe is increasing.

Frankly speaking, this is the time for Africa, Tanzania in particular, to benefit from cashew nut sector, and that can be achieved by producing more and improving domestic processing to feed the global market as much as we can. Tanzania is the third largest cashew nut producer in Africa.

Limited capacity

However, with Africa currently producing 43 per cent of global cashew nuts supply and processing, experts say that a 9 per cent annual growth in production is required before countries in the continent can satisfy the current global demand.

Another notable hurdle is limited processing capacity. At the moment, only 10 to 15 per cent of in-shell cashew is processed locally, while in excess of 80 and 85 per cent is exported. India still commands the sector globally with 99 per cent of exports.

In an effort to mitigate the situation, Agricultural Non State Actors Forum (Ansaf) executive director Audax Rukonge says there is a need to build institutions for private-public partnerships, enhance market-supporting infrastructure and improve financing and risk mitigation.

Speaking recently in Dar es Salaam, the Ansaf boss says, "The government in collaboration with other stakeholders has to build extension and advisory services on post-harvest handling and value-addition processing."

He also calls for the mainstreaming of new products, innovative technologies and superior processes that must be accompanied with building of vocational and business skills at various levels in the value chains.

Furthermore, he says the continent needs, in addition to increased productivity, ensure that it meets global standards since the market is changing and increasingly consumers are conscious of set safety and health standards.

Why Dar can do better

As noted earlier, Tanzania is among Africa's largest cashew nut producers. This is partly due to the fact that the country enjoys a seasonal advantage with its crop coming into the market between September and January, when the global supply is low.

But while production has been increasing, local production trends has been considerably unstable due to weather variations, pests and diseases, among many other hitches drawing back efforts to improve the sector which is the mainstay of the economies of southern regions.

Also, market information is very poor which leads to asymmetry of information between buyers and sellers (farmers). Quality of in-shell cashew nuts from Tanzania is high



Cashew: Improving domestic processing to meet global demand

and fetches high prices from Indian importers, but farmers still get very low returns because of high marketing margins and high risks.

It is reported that there was a \$200 to \$500 per tonne difference between the average auction sale price and the average import price in India recorded between 2009 and 2012.

This inequality is blamed in part on Tanzania's under resourced extension system where the cost of routing in-shell cashew nuts through cooperative unions and auctions is just too high for the processors who are also not assured of reliable supplies.

Losses to raw exports

Experts say, investors are unlikely to inject more money in processing facilities when the supply is decided by an auction which is inefficient and rumoured to be corrupt



"...in the past five years Tanzania lost USD 551 million in value addition through exporting in-shell cashew nuts. That is to say, the country has been losing USD 110 million per annum for exporting raw cashew nuts...

as well as prone to political interference and other external factors.

This limited processing capacity cuts into the country's potential profits and it is reported that in the past five years Tanzania lost USD 551 million in value addition through exporting in-shell cashew nuts. That is to say, the country has been losing USD 110 million per annum for exporting raw cashew nuts.

Agricultural experts say, the low levels of specialisation in food commodities production by smallholders, who mainly practice subsistence farming, has been "encouraging production of food commodities in unsuitable agro-ecological zones and perpetuating hunger and poverty."

Supporting 'the not-so-poor'

"Therefore, to enable the poor and not-so-poor to attain sustainable food and nutrition security, the focus of attention should be on en-

hancing their purchasing power through income security," Ansaf executive director Rukonge advises.

Another observation by Ansaf is that, poor prices for high quality products, as farmers in major cashew nut producing zones are unhappy with the middlemen and co-operatives buying their produce over delayed payments and grading criteria in use.

They have reportedly threatened to stop selling to them, should the problems persist. The farmers complain that in the selling process, the procedures are cumbersome and unsatisfactory criteria are being used to grade the crop that results in very low prices.

Rukonge says, Ansaf believes that with increased PPP, the cashew sector will see an increase in quality domestic processing that will in turn command higher prices for exports and higher returns for the farmers.



Dar's flower sector in the prime

By Likati Thomas, Taha

Taha participation in the presidential business environment lab

The Presidential Business Environment Lab initiative seeks to identify constraints affecting the business environment and come up with solutions for implementation under the Big Results Now (BRN) framework.

The government, in collaboration with the private sector, formulated teams to work on identifying challenges and creating respective solutions for improving the business environment in the country.

Taha Policy and Advocacy manager Anthony Chamanga participated in the taxation lab, as a Lab Leader. Among the issues that were included in the lab proposals for consideration include

produce cess, service levy, Osha fees, fire inspection fees, excise duty on telecommunication, and process on VAT refund claims.

Zbar horticulture project up and running

The Zanzibar Horticulture Linkage Project (ZAHLLIP), another Taha vehicle to realise the industry transformation vision in the spices island is now officially launched. The project was officially launched on March 6, 2014 by Juma Ali Juma, the deputy principal secretary in the ministry of Agriculture and Natural Resources of Zanzibar.

The colorful event was also graced by the Taha Finnish Partners who are the sponsors of the project activities in Zanzibar. Leena Luoto and Pirkko Suhonen represented Partners from Finland to witness the official launching of the project.

Other partners involved in this project include Finland Food and Forest Development Agency (FFD), IFAD, EU, Agricord and MTK. The Project is implemented by Taha in a twinning cooperation with the Finnish Garden Women Association (FGWA).

The project focuses on improving livelihoods and enhancing food and nutrition security of farmers and other value chain actors in Zanzibar. The main project pillars include strengthening farmers' technical capacity, infrastructure development and market

linkages.

Irish potatoes: An upcoming value chain in the SAGCOT

In the month of February, Taha joined a multi-stakeholders event which took place in Njombe with the main objective of sharing experiences, consolidating and aligning strategies and resources to transform the potato value chain in that region.

The discussions were followed by site visits where partners were given the opportunity to see what farmers are doing in the field. Some of the stakeholders involved in that initiative were Lemken, Grimme & Europlant from Germany, SAGCOT Centre, and Taha

Other are Njombe District Council, Njombe Town Council; the Wanging'ombe Local Government Authority; Agricultural Research Institute- Uyole, Nado, the CRDB Bank, the Tanzania Agriculture Productivity Programme (TAPP), and smallholder farmers.

The participating partners agreed on a roadmap with indicative action points as a way forward towards

achieving the overarching objectives of building critical mass of Irish potatoes quality production from the southern corridor.

Parallel to the event, the Taha team had the opportunity to also engage with the LGAs in Njombe, Mbeya Rural, and Makete on specific initiatives of promoting horticulture in the SAGCOT area.

Taha, for example, will be working with the Makete district to promote the production of improved apples variety for local and external markets. The association will ensure the availability of disease free seedlings as well as technical capacity development of the Makete officials and farmers is happening to facilitate quality production of quality products in Makete. Partners have also agreed on a market strategy of the apple variety to be produced.

Tahafresh spreads its business wings to SAGCOT

TAHAFresh Handling Limited (TFHL), a flower industry logistics solution provider, has strategically decided to expand its business wings to the Southern Agriculture Growth Corridor

of Tanzania, where horticulture has massive potential to grow and conquer market shares.

It is in the month of February that TFHL signed a business contract with a rose grower and exporter located in Njombe Region namely Allure Flowers Ltd., a Taha comprehensive member exporting to EU markets.

TFHL will be providing the needed logistics services to the company to ensure that products reach the international and local markets in their freshness and quality. The company will uplift the quality roses grown under the sun in the southern corridor out of Julius K. Nyerere International Airport (JKIA) to the destined international markets.

The TFHL decision came following its board resolution to expand the company services outside the northern regions for competitive purposes.

TFHL is now finalising its business plan, which will provide more insights on its products position and also strategies to expand services to other horticultural production zones.

TFHL, a legitimate member of IATA and a Taha commercial wing, is currently looking to introduce the services to the southern highlands in support of horticultural businesses development in that corridor.

In another development, discussions are underway between Taha/TFHL and partners to re-introduce cargo operations out of Kilimanjaro International Airport



(Kia) so as to reduce exporters' operations costs.

US delegation visits horticultural industry players

Last February, Taha and TAPP hosted a high-level delegation from the US Government Accountability Office, a watchdog agency that works for the US Congress to investigate how the Federal Government is spending taxpayers' money in different parts of the world.

The mission comprised members from US-GAO, USAID-Tanzania Mission and USAID-East Africa Trade Hub. The team visited Taha members: Serengeti Fresh, a producer and exporter of high value vegetables to the EU markets and also Africado (T) Ltd., a producer and exporter of avocado to international markets.

During the visit to the two companies, the team learnt about how small-holder farmers are integrated into the big producers operations to ensure win-win business framework between the big and small, the support farmers and exporters are gaining from TAPP and Taha as a result of USAID support to the two institutions, and enabling environment challenges facing industry value chain actors.

The companies commended the work Taha and TAPP is doing to facilitate their business and that of their contracted farmers. Strong emphasis was put on the TAHA role to address critical enabling environment challenges. Policy issues and cross border trade hurdles were discussed and partners advised that more support should be given to TAHA to enable the organization to continue removing the many stumbling blocks facing producers and exporters of horticultural produce. Touring the TAHA Fresh Handling Limited (TFHL) offices at Kia and also a visit to the cold chain facilities at the airport to learn about perishable handling systems and support services marked the end of the mission to the

northern zone.

Taha trains JKT officers on horticultural crops production

On March 24, Taha trained 24 National Service (JKT) officers on good practices in horticultural crops production. The objective of the training, which took place at the Ruvo JKT, was to equip agronomists working for the JKT with technical knowledge on Good Agricultural Practices (GAPs) and other innovative technologies for improved horticulture production and productivity.

The training was delivered by the Taha Technical Manager Manfred Bitala who was assisted by the Technical Officer, Gilliard Mollel. It aimed at introducing the army officers to theories and practical perspectives of the production innovations.

The three-day training was launched by Brigadier General Mwanamakala Mohamed Killo, the director for SUMA JKT and Jacqueline Mkindi, the Taha chief executive officer. As a way to cement the already established business partnership between Taha and JKT, the two partners have agreed to enter into a formal Partnership Framework to guide their collaboration around commercial horticulture production and marketing.

Another Taha dream comes true

Taha and TAPP, the prime partners spearheading horticultural development from the private sector perspective, have agreed in principle to engage other public and private partners in efforts to upscale technologies for better access, as well as use by operators within and outside the value-chains using an innovative approach: Horticultural Practical Training Centres (PTCs). The establishment of the PTCs, where innovative technologies will be packaged and demonstrated, have been identified as one of the most viable vehicles to: provide an op-

Dar's flower sector in the prime

portunity to farmers and other stakeholders to learn practically about the innovations around production and handling of perishables.

Also, the centres are expected to create the window for input dealers to showcase their quality products while, at the same time, allowing farmers the chance to effectively participate in the selection of best input varieties, as well as enhance their knowledge and understanding of available technologies for improved production and productivity.

Additionally, the centres will ensure sustainability in providing practical technical capacity services to industry stakeholders. This initiative will involve government research and training institutions to include: HORTITengeru Kizimbani Research Institute, Uyole Research Center and Sokoine University of Agriculture (Sua).

Taha is coordinating the private sector commitment and involvement to ensure that the approach is business oriented and sustainable. Already, prominent input dealers in the country

have been identified and involved for thorough discussion as a means to solicit their buy in and participation in the initiative.

On March 21, this year, Taha called a private sector roundtable discussion drawing strong participation of reputable input dealers in the country such as YARA, Syngenta, BALTON, Triachem, and TCCL.

Other private organisations which participated in that exciting discussion about the private sector involvement in the PTCs' initiative included the highly recognized USAID/TAPP and a leading seed technology company Rijkzwaan Qsem. Horticulture Research and Training Institute (HORTITengeru) also joined the table bringing the public sector flavor in the discussion.

The private sector involvement and commitment with regards to the PTCs establishment demonstrated at the discussion was far more fruitful and promising than even expected.

With their commitment in supporting the initiative, the established centers can generate significant revenues

as a result of their sponsorship on the farmland at the site, as well as through in-kind contributions for inputs such as seeds and fertilisers on the training plot.

For sustainability purposes, the revenues can be spent to support the cost of the Center Coordinator and other operational costs in the long term. Taha salutes the cooperation and support it receives from its private sector members and other industry facilitators in pushing the various horticulture initiatives forward.

Improving apple production in Makete

Weak extension system is among the critical impediments to agriculture transformation in developing world. It is among the TAHA strategies to work with Local Government Authorities as a way to strengthen the Public and Private Extension system for improved services to horticultural farmers in rural areas.

In March 2014, Taha trained about 30 extension officers from Makete District on apple innovative production technologies with the overarching objective of transforming the apple industry in the southern corridor of Tanzania, starting with Makete, a district with vast potential to grow improved apple varieties for local and external markets.

Those trained included extension officers based in the district headquarters, Horticulture Subject Matter Specialists (DSMSH), Ward and Village extension workers.

The trained Extension Officers will work with Taha agronomists in their respective areas to advise and guide farmers on proper agronomic practices for increased production and productivity of the crop.

Send your comments for free starting with (TAHA) to 15774

Year of Agriculture of Africa: Highlig

By Brandaliny John, Ansaf

Concern over poor growth

Despite agriculture being the backbone sector that employs the vast majority (about 75 per cent) of Tanzanians, its growth is still low compared to other sectors such as mining, transport and communication.

Its growth has been a matter of concern over the years. Currently, Tanzania's economy grows by seven per cent annually, but the agricultural sector grows by only four per cent. This is a very slow growth for a



"This campaign [Year of Agriculture of Africa] was launched in January this year in Addis Ababa, Ethiopia, at the meeting of Heads of State in Africa, with the aim of encouraging young people to invest in agriculture, especially in fighting against hunger, creating jobs and boosting economic growth.

country's economic mainstay.

The government in collaboration with various stakeholders has been taking some efforts to promote agriculture. However, these efforts have not been successfully in reviving agriculture and alleviating poverty among farmers, who are the majority in the country.

Do agric, it pays



Recently, Agricultural Non-States Actors Forum platform (Ansaf) and South African Advocacy Institute dubbed 'ONE Africa' launched a Year of Agriculture of Africa campaign in Iringa Region in an effort to champion efforts geared to improve the central sector by highlighting challenges and opportunities.

The Year of Agriculture of Africa is a United Nations initiative under the theme: 'Do Agric, It Pays.' Its official launching in Tanzania was held in Iringa Town and graced by Iringa regional commissioner Dr Christine Ishengoma.

Commenting on the campaign, executive director of Ansaf Audax Rukonge says the initiative aims to urge African leaders to focus on policy changes and investment in agriculture to create better environment for improving the sector.

"This campaign was launched in January this year in Addis Ababa, Ethiopia, at the meeting of Heads of State in Africa, with the aim of encouraging young people to invest in agriculture, especially in fighting against hunger, creating jobs and boosting economic growth," he says.

The Maputo protocol

He reminds that in 2003 African leaders signed the Maputo Declaration, which urged African countries to allocate 10 per cent of their budgets to their agriculture ministries. "So far, only leaders of eight countries have succeeded in implementing the directive while another 46, including Tanzania, have failed to implement," says Rukonge.

The Year of Agriculture campaign, he says, aims at calling upon African leaders to fulfill the agreement on enhancing their efforts in irrigation, inputs, access to markets, as well as women's rights in land ownership.

The African Union has declared 2014 The Year of Cultivation and it wants Africans to use the opportunity to fight poverty. However, that can only be possible if agriculture is given the priority it deserves through policies, plans and programmes.

The representative of ONE Africa, Mercy Erhiawarien, says the biggest challenge ahead is the failure of some African countries to

reach the goals they agreed in 2003; that is, allocating 10 per cent of national budget to agricultural ministry.

"Ethiopia has succeeded in reducing poverty through agriculture. In Ghana, agricultural investment has made great strides. The same development of agriculture is seen in Burkina Faso.

Tanzania can also achieve the same. Recently, the country's economy grew by 6.6 per cent; however these development figures are not visible in reducing poverty. Agriculture is the key to poverty alleviation," stresses Erhiawarien.

Acting director of Production in the Ministry of Agriculture, Food Security and Cooperatives, Beatus Malema, admits that the government is still not complying with the Maputo Declaration, specifically allocating 10 per cent of the national budget to his ministry.

"Agriculture is the backbone of economic growth and creates jobs for the nation. Tanzania is self-sufficient in food production.

The allocation of 10 per cent of the national budget to the Ministry of Agriculture has not yet been im-

plemented. Sometimes, budgetary allocations to the ministry increases to five, six, up to seven. But on average, the allocation stands at five per cent," he says.

Women's role

Iringa regional commissioner Dr Christine Ishengoma says, despite farmers producing food for the nation, they still face challenges. "Agriculture is mostly undertaken by women. About 75 per cent of Tanzanians' incomes come from agriculture," she says.

However, smallholder farmers have many challenges including lack of roads and areas of production and trade, inadequate reliable markets, and lack of credit and self-promotion. Women and youth lack access to capital for agricultural development, she says.

These challenges, according to her, need to be resolved by the government to encourage youths since they are ones making the workforce of the country. She says, the government and the private sector bear the responsibility of resolving these challenges for Tanzania to continue producing more and increase annual

ighting challenges and opportunities



agricultural growth to at least six per cent.

"There are one million young people who complete their studies in various colleges, but the government ability to recruit this population is still limited. Agriculture is the solution to our youth unemployment. These young graduates can work in fields, others can work as traders in grains and others can serve as entrepreneurs in the value chain," says Dr Ishengoma.

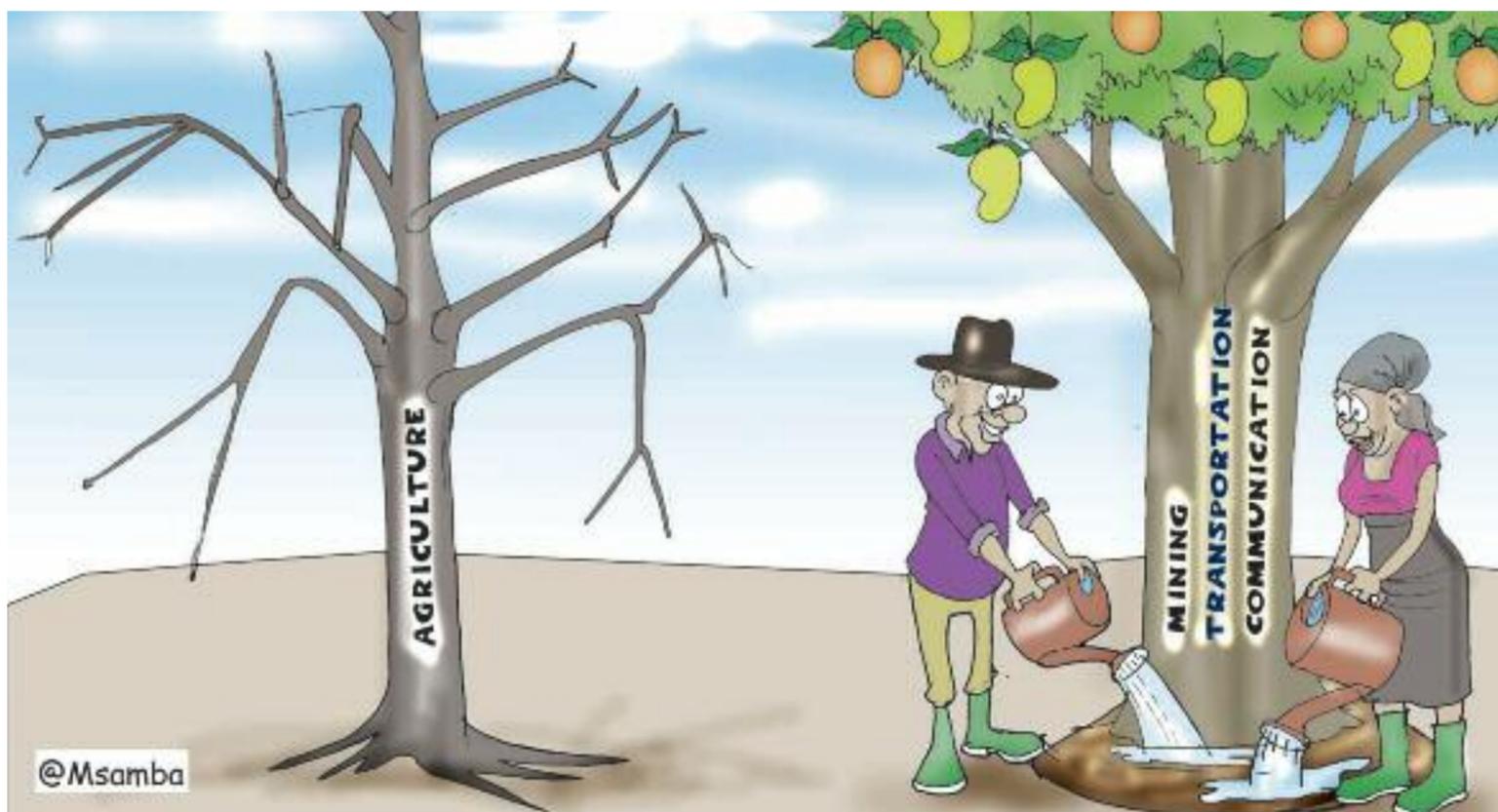
Referring to the challenges over land, she says that conflict incidence that involves farmers and investors undermines production and the relationship. "Conflicts between farmers and investors inhibit production," she says, adding:

"The importance of land in agri-



Ethiopia has succeeded in reducing poverty through agriculture. In Ghana, agricultural investment has made great strides. The same development of agriculture is seen in Burkina Faso. Tanzania can also achieve the same.

cultural production cannot be overemphasized. Conflicts underline that the resource is important. The government will continue with efforts geared to resolve all disputes for efficient land use management."



Send your comments for free starting with (GRAINS) to 15774

Pre-Export Verification of Conformity (PVoC) a Government programme to protect Tanzanians



Health, Safety, Economy and the Environment... The Real Cost of Poor Quality Products.

The Tanzania Bureau of Standards has now implemented a Pre-Export Verification of Conformity (PVoC) programme to prevent the import of substandard and counterfeit goods. Countries without such a programme find themselves faced with the devastating effects of such goods on not only their economy and environment but the health and safety of their citizens.

Preventing substandard goods is everyone's responsibility and Intertek's core business.

Protecting you

Many goods are now produced in countries where the safety and performance requirements of Tanzania are not always understood. Unfortunately they can also be deliberately ignored for financial gain.

Unsafe and unreliable products can cost a country many millions of dollars each year through replacement costs for products that do not last as long as they should and also in compensation due to injury, death or damage to property.

As a result of this, many countries around the world including Tanzania have now implemented and enforced robust safety standards to ensure that products imported, sold and used within their countries are safe. This prevents products such as electrical goods, motor vehicles, toys, medicines and even chemicals, which do not meet your country's safety requirements, from entering the market. Consequently, countries that do not have such stringent regulations are often supplied with these substandard products.

In addition, the increasing number of counterfeit goods is now regarded universally as a major problem, with experience showing that these goods are likely to fail the most basic safety requirements, endangering not only people but the economy too.

However, it is not enough for a country to merely publish safety standards. These standards must be enforced and this is why the Tanzania Bureau of Standards (TBS) introduced the PVoC.

Intertek, are the pioneers of such programmes having developed the very first nearly 20 years ago for Saudi Arabia and have the experience and expertise to support TBS enforce these standards at the point of export.

The Impact of Poor Quality Goods on Health	The Safety and Compliance Issues
<ul style="list-style-type: none"> • Toxic materials cause burns and allergic reactions • Sub-standard electrical goods, electrical wires and fuses • Lead in paint and lead • Small parts in toys cause choking • Counterfeit medicines prevent curing and could cause death or disease • Poor Quality and Counterfeit Products can have fatal consequences 	<ul style="list-style-type: none"> • Poor quality electrical cause fires • Safety equipment such as fire extinguishers fail to work • Flammable materials not fit for purpose • Counterfeit electronic such as phone chargers and laptops can over heat or explode due to use • Badly made gas water heaters give out carbon dioxide • Infracton materials in food leakage - so product becomes unsafe to eat or ingest
<ul style="list-style-type: none"> • Air pollution equipment on cars, boats, planes • Potentially toxic metal and • Short life span of products increases frequency of replacement • Corrosive materials leak and chemicals into water supply 	<ul style="list-style-type: none"> • Cheap fake and poor quality products damage high quality products in the market and cause unfair competition • Local businesses cannot compete on even basis • Products have a shorter life span causing financial hardship to consumers through repeat buying • Increased cost of disposal of environmentally damaged products are additional injury

How the PVoC works?

TBS have defined the list of products which must comply with safety standards before they can be imported. Exporters to the country are offered a number of alternative ways to comply with the appropriate safety standards. Once the compliance of the products has been verified,

the exporter and importer are issued with a Certificate of Conformity for that shipment by Intertek, the shipment will only be allowed to clear Customs by production of this Certificate of Conformity by the importer.

What does a PVoC Cost?

The programme is fully financed by charging the exporter a percentage of each shipment's Free On Board (FOB) value, subject to a minimum charge. This percentage and minimum charge has been determined by TBS and is adhered to by Intertek.

What are the benefits of the PVoC?

- Unsafe products cannot be imported and so are eliminated from the national market
- Dumping of poor quality and sub-standard products is prevented, helping domestic manufacturers to compete fairly
- Programmes are usually paid for by exporters. This means that costs are not borne by the government, or importers
- International standards are selected wherever possible. This means that reputable manufacturers will be able to comply with very little effort
- Pre-Export Verification of Conformity (PVoC) have been very widely adopted around the world, forcing unsafe and unreliable products into countries that do not have a programme.

Intertek is not only the world leader in Pre-Export Verification of Conformity (PVoC) having implemented the very first nearly 20 years ago for Saudi Arabia but is also the leading quality solutions provider to industries worldwide. From auditing and inspection, to testing, training, advisory, quality assurance and Certification, Intertek adds value to customers' products, processes and assets.

With a network of more than 1,000 laboratories and offices and over 36,000 people in more than 100 countries, Intertek supports companies' success in a global marketplace. Intertek helps its customers to meet end users' expectations for safety, sustainability, performance, integrity and desirability in virtually any market worldwide.



An Intertek Certificate of Conformity can help grow new markets for Tanzania's importers.

If you are looking at how to successfully grow new markets it is vital to fully understand how to get your products to consumers. With increasing demands for high quality and safe goods, many countries, including Tanzania, now require a Certificate of Conformity to accompany shipments.

Certificates of Conformity reassure and protect consumers from sub-standard products and goods. For many decades Intertek have helped exporting companies understand and meet these requirements which are necessary for smooth Customs clearance in the country of import.

Trusted by Customs Authorities (trusted by Tanzania Bureau of Standards) and relied on by exporters, Intertek's Certificates of Conformity are now essential to allow you to reap the rewards new markets can bring.

Whether you're a new importer or have many years experience, call us now for advice on +255 784 368 888 or email info.tanzaniapvoc@intertek.com

Intertek Government and Trade Services
Corner of Ohio and Garden Avenue, PPF Tower,
Mezzanine Floor, Dar-Es-Salaam Tanzania



Tourism is booming, yes, but cut flowers can make good money too



By Cleophas Rwechungura, ACT

An alternative to tourism

The Northern Zone of Tanzania which comprises Tanga, Kilimanjaro, Arusha and Manyara regions, apart from dominating the tourism industry (with about 85 per cent), it is gaining fame as a hub of horticultural and floricultural crops.

According to authoritative data from the Bank of Tanzania (BoT) – Arusha Branch, the zone is the home to 90 per cent of cut flower, 55 per cent of sunflower, and 36 per cent of coffee. Moreover, this zone contributes about 19 per cent to the Gross Domestic Product (GDP).

As time goes by, horticulture is proving to be the mainstay of the Northern Zone's economy. Tonnes and tonnes of fruits and vegetables are hauled from this zone to major urban centres where consumers are plentiful, with Dar es Salaam City being the main destination.

Gateway still a problem

In spite of fast growth of the flower industry in this zone, the main bottleneck is transportation of the produce to big customers in Europe and North America.

"Kilimanjaro International Airport is the export point of cut flowers. Because of absence or inadequate facilities at KIA to handle fresh flowers, almost all the home grown produce is exported abroad via Jomo Kenyatta International Airport, in Kenya.

"This arrangement is depriving our nation a substantial income from handling services and export duty. Exhilarating news is that preparations are underway to enable KIA to handle efficiently all the flowers produced in Tanzania," intimates Jacqueline Mkindi, executive director of the Tanzania Horticultural Association (Taha).

'Agri-Hub' initiative

In recognition of the real and the potential magnitude of the horticultural industry in the Northern Zone of Tanzania, a group of stakeholders decided to form Agri-Hub - a network of multiple stakeholders who have dedi-

cated to support farmers of all categories who have the ambition to make agriculture a full time business.

The network targets farmers who are willing and ready to make their resources and social capital more productive and sustainable. The origin of this type of initiative is the Netherlands in Europe.

The beauty in it is that it creates opportunities for multi-stakeholder cooperation, actions and learning with a view to enhance farmer entrepreneurship skills. Agri-Hub coordinator Tom Ole Sikar says, "The Hub is a platform for public and private organizations to cooperate in enriching ideas and taking appropriate actions. It strives to minimise operational costs and attain maximum returns by facilitating linkages between smallholder farmers with their bigger neighbours".

In Tanzania, the Hub partnership composes of 48 member organizations and companies. This Hub forms five Working Groups with specific responsibilities: Smallholder access to finance, access to land, access to inputs, access to markets, and youth/farmer entrepre-

neurship.

The Hub offers networking services that provide easy access to agri-business contacts and resources. It facilitates innovative communities to create new solutions for existing problems, as well as business brokering to connect agri-businesses on local, regional and international scale.

The Hub is a dependable platform for debate and learning, it is a venue to discuss, share and get the latest innovations in agriculture and food security.

This Hub has resolved to address the key challenges that impede the advancement of agriculture in Tanzania. They include: access to land, finance, agro-inputs, crop market, environmental and mindset concerns.

The major activities include, mapping and recruiting new members, and strategic partners; organising a variety of network events, workshops and seminars; conducting study tours and field demonstrations of best practices; and scouting, identifying market opportunities for farmers' produce, and disseminating literatures relevant to members and other stakeholders.

For sure, this network is enviable. It is a community with a vision: to advance agriculture to great heights through increased production, productivity and profitability. It has over 325 professionals who are subscribers to the vibrant online platform. It is conscious of a need to address what some people regard as marginal issues, but have significant impact on agriculture, such as the youth, women and the environment.

Agri-business finance fair

This is the fourth consecutive year the Hub conducts horticultural exhibitions. The event attracts people from all works of life: farmers, traders, importers, exporters, wholesalers, retailers, agents, business executives, and potential investors.

This event was organised by a consortium of institutions /organisations having a binding interest in horticulture. Amongst them are: Taha, SNV, TCCIA, Agra, Sari, USAID, Pass, Finca, AVRDC, Hivos, Trias, Fert, World Vision, Farmers Pride, plus several micro financial institutions.

A word from the DC

The opening ceremony of the show was graced by Arumeru district commissioner Nyerembe Munasa Sabi. In his opening speech, the DC says that this country cannot attain reasonable progress economically and socially, unless agriculture is given the priority it deserves.

In this regard, he underlined the importance of Tanzanian youths persuaded, encouraged and supported to embark on agriculture as their lifetime career. Also, he suggested that traditional land titles (offered by Local Community Leaders) must be regarded as legal documents.

On formalising land ownership, the DC stresses on the need to survey, demarcate and allocate fairly all arable land in Tanzania (Land mapping). This, he said, will minimise squabbling and sporadic fighting over land acquisition and use.

He also calls for protection of farmers against natural disasters and unforeseen calamities. In this regard, he says that the farmers, like any other entrepreneurs, should be encouraged and guided to take up insurance.



"As time goes by, horticulture is proving to be the mainstay of the Northern Zone's economy. Tonnes and tonnes of fruits and vegetables are hauled from this zone to major urban centres where consumers are plentiful, with Dar es Salaam City being the main destination.

YaraMila realises dreams of a father of two



“YARA fertilizers comprise essential nutrients like nitrogen, potassium and sulfur as well as zinc which are vital in soil

By Kilimo Kwanza Reporter

“I have realised that the more you spend the more, the more you earn. I used to buy only one bag of YaraMila Cereal fertiliser three years ago for one acre and I earned about 30 bags of maize. But now, I buy three bags of the fertiliser and I expect to harvest more than 45 bags of maize per acre,” says Howadi Sanga, a farmer based in Songea District, Ruruma Region who has been using YaraMia Cereal fertiliser for three years now.

Sanga says that in previous years he has tried to use various fertilisers without any success, but after using YaraMila Cereal, he has realized his dreams of earning more crops.

He says that before using Yara fertilisers, he got training from Yara and decided to apply YaraMila Cereal for sowing and growing his maize.

Sanga says that he used to buy two bags of Yara fertilisers for one acre, but he did not harvest much until he decided to add more bags so that he could get more.

“YaraMila Cereal is affordable and a huge assistance to most of us here in Songea. These fertiliser is affordable. I have seen the results of spending more money for more bags of YaraMila Cereal. My life has now changed completely,” narrates Sanga, who is the father for two.

He adds that he has seen the success more after buying his own vehicle and building a house, which

have helped in making his family even happier.

He adds that his fellow farmers wonder that what magic he has used to his maize farms and most of them now consult him on the use of fertilisers.

“I do tell them that YaraMila Cereal is the only thing which has changed my life. The more money they spend or invest in buying fertilisers, the more money they will earn after harvesting,” says Sanga.

For his part, Yara Agronomist in Songea, Felix Nkondo, says that most farmers in Songea now are realising the importance of using Yara fertilisers.

Nkondo says that YaraMila Cereal is affordable and has ingredients which make plants grow big and healthier. He says that most of their customers are small and medium farmers.



**FERTILISER NAME:
YARAVERA AMIDAS**

NUTRIENTS: 40%N+6%S

HOW TO APPLY

THIS IS A FERTILISER ESPECIALLY FOR GROWING CROPS THAT NEED A LARGE AMOUNT OF NITROGEN MINERALS SUCH AS PADDY AND MAIZE. YARAVERA AMIDAS REDUCES THE LOSS OF NITROGEN AND IT HAS IN EACH PARTICLE THE PROPER SULFUR CONTENT WHICH GUARANTEES QUALITY CROPS.

SMART FARMERS ARE ADVISED TO RUSH TO NEARBY FERTILISER AGENTS AND BUY IT. IT'S SOLD IN 5, 25 AND 50 KILO BAGS.



**FERTILISER NAME:
YARABELA SULFAN**

NUTRIENTS: 24%N+6%S

HOW TO USE

THIS IS A FERTILISER ESPECIALLY FOR GROWING CROPS THAT NEED A SMALL AMOUNT OF NITROGEN MINERALS SUCH AS VEGETABLE, FRUITS, ONIONS AND TOMATOS. YARABELA SULFAN REDUCES THE LOSS OF NITROGEN AND IT HAS IN EACH PARTICLE A PROPER SULFUR CONTENT WHICH GUARANTEES QUALITY CROPS.

SMART FARMERS ARE ADVISED TO RUSH TO NEARBY FERTILISER AGENTS AND BUY IT. IT'S SOLD IN 5, 25 AND 50 KILO BAGS.

Catalyst for SME and farmers development



By Kilimo Kwanza Reporter

Tanzania Gatsby Trust (TGT) was founded to partake in the call for poverty elevation in Tanzania. Since its foundation TGT boasts a number of successful projects.

Operations are sector focused within the broad framework of farmer and SMEs Development and concentrate on broadening and scaling up its core approach for pro-poor enterprise development by offering a variety of services. Our approach aims at sustainable development, thus we work closely with government and project benefactors. We provide a platform for all stakeholders in a sector for discussing and analyzing successes and recommended approaches for a marked improvement.

The services provided by TGT include business and technical skills development, linkage to financial services and farm inputs, value addition, market access (to growth oriented sectors such as horticulture, textile, apparel, poultry) coaching, mentoring and networking and consultancy services.

TGT continues to facilitate and

manage sector development projects that aim at providing market based solutions through public private partnerships to groups aiming at accelerating the development of a thriving Tanzania private sector. The thrust is through value chain interventions focusing on the following sectors:-

- **Informal Sector Development:** Managing Public Private Partnership Programme Fund and Management services for the implementation of the Informal Economy Sector to ease the access to suitable and secure business premises available to businesses operating in the informal economy in greater Dar es Salaam

- **Cotton and textiles in the mainland Tanzania:** The Programme aims to double the yields of Tanzania's 400,000 plus cotton farmers who should work on their farms as a business and catalyze value-adding industries in the textile and clothing sector.

- **Forestry:** Improvement of forest conservation and production through environmentally friendly technologies

which are, socially acceptable, economically viable and culturally compatible so as to improve the living standards of rural families in Tanzania.

- **Horticulture Development:** Changing the lives of small holder farmers through integrated horticulture farming and value addition to enable them to benefit from the Tourism Value Chain in Zanzibar. The Management also focused Organizational Development Programmes for the growth and sustainability of the Trust which included: Resource mobilization for programmes and the sustainability of the Trust; Human Development; and Monitoring TGT investments in community banks and the Fanikiwa Microfinance Company Ltd.

TGT PROGRAMMES
SMEs Sector
MKUBWA – Tanzania Virtual Business Incubator that Promotes Women's Entrepreneurship

The Tanzania Virtual business incubator (TVBI) – in Kiswahili –MKUBWA" Mpango wa Kukuza Ujasiriamali na Biashara kwa Wanawake' In

English "Program to grow entrepreneurship and women entrepreneurs" (the acronym "MKUBWA" by itself means 'BIG' in English). It is supporting growth-oriented micro and small enterprises run by women who wish to improve their current businesses by increasing their firm's productivity, sales, profits, and improving women's control of income, children care and household wellbeing. The programme is designed with scientific intention of measuring the effectiveness of an 'individualized', flexible business training package that creates change and minimizes the challenges realized by women SMEs versus a more traditional business development services training model. The services includes including:

- Hands on training and mobile SMEs training
- Advanced business development services i.e. Business counseling, Individual coaching and mentoring(at enterprise level and online)
- Women linkages to business networks, markets and financial services
- Sector-specific product design and development

It is an innovative programme to TGT SMEs development programme in terms of

- gender focus underpinning methodology and business development services
- interconnection of different business development services to ensure a comprehensive, thorough and methodical support to potential and existing women entrepreneurs from ideas and aspirations to sustainable businesses
- customized and constant field presence
- focus is on high potential sectors
- high market-oriented product development and design
- interlink age with food security, environmental and health elements

TGT Creation of Fanikiwa Microfinance Company (FMCL)

Initially, TGT was operating a microfinance scheme until 2010 when it was decided to transition this function to a separate entity. Fanikiwa Microfinance Company (FMCL) has

been incorporated as a vehicle for, inter alia, the provision of microfinance loans to individuals, groups of individuals, micro small enterprises. Tanzania Gatsby Trust and the Gatsby Charitable Foundation are the founding shareholders. TGT has invested to the Company is Tshs 2,600,000,000 from its Endowment fund. The company has been licensed as a credit only institution. More social investors are welcome to join hands and increase the equity to enable the Company achieve the requisite scales and get licensed with the Bank of Tanzania.

TGT investment to Community banks

As part of the rural financial deepening, TGT has invested in Mwanga, Meru, and Njombe and Tandahimba Community banks. These Community banks are challenged by the regulator (the Bank of Tanzania) to raise their equity from the initial five hundred million to two billion. As a result of this more resources mobilisation is needed from communities and other social investors.

The Informal Sector Support Programme

The major aim of the initiatives is to ease the access to suitable and secure business premises available to businesses operating in the informal economy in greater Dar es Salaam. The programme is exploring a Public-Private-Partnership (PPP) between Kinondoni Municipal Council (KMC)-representing the Public interests and taking a leading role to facilitate access to secured land, administer Laws and Regulations, and enforcement thereof while the Private Sector is represented by the VIBINDO Society as a body of beneficiaries. TGT has been commissioned to work as an independent Special-Purpose-Vehicle in managing fund, supervising the implementation of activities and independently safeguard the interests of partners and sponsor towards the realization of the programme goal.

The Agriculture Sector Horticulture Development: The Mbogamboga Women's Programme

The Mbogamboga (Vegetables) Programme aims to change the lives of small holder farmers through integrated horticulture farming and value addition to enable them to benefit from the Tourism Value Chain in Zanzibar. Overall, the programme has shown that best practice agronomy and access to irrigation are essential in order to enable a regular supply of produce, par-



Catalyst for SME and farmers development

ticularly in the dry season to hotels and communities. Farmers who adopt good agronomy practices can increase incomes through taking loans to irrigate their land and enable them to progress from subsistence agriculture to small scale commercial farming and increase

their profits through value addition. TGT operates farmers field schools to achieve these goals.

Cotton and Textile Development Programme (CTDP)
TGT is managing the Cotton and

Textile Development Programme (CTDP). The Programme aims to double the yields of Tanzania's 400,000 plus cotton farmers who grow cotton as a cash crop supplying raw cotton to ginners for value addition in the textile and clothing sector. Activities include

providing technical assistance to the Tanzania Cotton Board and to the Tanzania Cotton Association. These institutions represent regulatory, investor and farmer interests to help them promote the necessary policy and institutional reforms, provide support to ginners and farmers to ensure that contract farming is managed successfully and in developing public good solutions for the industry, including weather insurance to protect farmers who take loans, and a market database to help manage contract farming in a transparent and fair manner. The CTDP is also helping Tanzania Cotton Board (TCB) to introduce improved cotton seed and is supporting Ukiriguru Research Institute to improve its research capacity to address new challenges facing the industry. In addition, the programme is promoting Conservation Agriculture among farmers to improve yields through a major Lead Farmer Training Programme (LFTP) and through a range of market development initiatives with input suppliers.

A Proud Cotton Farmer Forestry

TGT manages the Tree Biotechnology Programme which is implemented by Tanzania Forest Research Institute (TAFORI). The objective is for the improvement of forest conservation and production through friendly environmental technologies that are socially acceptable, economically viable and culturally compatible so as to improve the living standards of rural families in Tanzania.

TGT Current Funders

- The Gatsby Charitable Foundation of UK supporting the Cotton and Textile Development Programme, and the Tanzania Tree Biotechnology Programme

- DFID for Co-Financing the Cotton and Textile Development Programme

- The Zambia Conservation Farming Unit supporting the Cotton Conservation Agriculture, a component of the Cotton and Textile Development Programme

- The Cherie Blair Foundation and Comic Relief supporting MKUBWA the Tanzania Virtual Incubator Programme for women SMEs

- DANIDA supporting the IESP (Informal Economy Sector Support Programme) a pilot programme

- Ford Foundation supporting the Horticulture Women Programme in Zanzibar (the Mbogamboga Programme)

New media boost agriculture



KILIMO KWANZA DIRECTORY

WATER AND SANITATION

Dar es Salaam Water and Sewerage Authority (DAWASA) – Tel: +255 22 276 0006

Dar es Salaam Water and Sewerage Corporation (DAWASCO) Tel: +255 22-2131191/4

Drilling and Dam Construction Agency (DDCA) Tel: +255 22 2410430/2410299

Energy and Water Utilities Regulatory Authority Tel: +255 22 2123850, 22 2123853

Balton Tanzania Limited Mikocheni Industrial Area, Cocacola Road. Tel: +255 22 2772826

Ministry of Water Tel: +255 22 245 1448

INDUSTRY SUPPORT AND ASSOCIATIONS

Small Industries Development Organization (SIDO) – Email: dg@sido.go.tz, info@sido.go.tz

ANSAF - P.O. Box 6370, Dar es Salaam

CNFA - info@cnfatanzania.org

Tractors Limited Cells: +255 784 421606, 786 150213

Tanzania Horticultural Association (TAHA) Tel/Fax: +255 - 27 - 2544568 Web: www.tanzaniahorticulture.com

Export Processing Zones in Tanzania (EPZ) Tel: +255 22 2451827-9

Agricultural Economics Society of Tanzania (AGREST) – Tel. +255-23 260 3415

Tanzania Agriculture Partnership (TAP) Tel: +255 22 2124851

Tanzania Milk Processors Association (TAMPA) Tel: +255 222 450 426 E-mail: tampa_office@yahoo.co.uk

Rural Livelihood Development Company (RLDC) Tel: +255 26 2321455

Tanzania Cotton Board Tel: +255 22 2122564, 2128347

Horticultural Development Council of Tanzania (HODECT) Cell: +255 789 222 344; Fax: +255 27254 4568

TATECO Ltd – Tel: +255 784 427817

Agriculture Council of Tanzania Tel: (+255) 22 2124851 Fax: (+255) 22 2128032 E-Mail: act@actanzania.or.tz Website: www.actanzania.or.tz

AGRO-PROCESSING

ERTH Food - Tel: +255 22 2862040

MUKPAR Tanzania Ltd Tel: +255 28 250038/184

ASAS Diaries Limited - Tel: +255 26 2725200

Tanga Fresh – Tel: +255 27 2644238

NatureRipe Kilimanjaro Limited Tel: +255 22 21 51457

EQUIPMENT

Gurudumu Tatu Limited Tel: +255 22 2865632 / 2863699

National Service Corporation Sole (SUMAJKT) Cell: +255 717 993 874, 715 787 887

FINANCE

Private Agricultural Sector Support (PASS) Tel: 023-3752/3758/3765

Cotton & Textile Development Programme Tel: +255 0718 835 679 Email: ctdp@tanzania-gatsby.com

By **Nicholas Begisen**

Believe it or not, but mobile applications are becoming some of the most capable of tools in use to give a makeover on how we carry out our agriculture in Africa. New or social media, particularly apps, have been a craze that is unending for some time now and being able to identify with the ‘in-thing’ is making agriculture look fashionable for the youth.

Social media is the interaction among people in which they create, share or exchange information and ideas in virtual communities and networks. In addition, social media depends on mobile and web-based technologies to create highly interactive platforms through which individuals and communities share, co-create, discuss, and modify user-generated content. They introduce substantial and pervasive changes to communication between organizations, communities, and individuals.

Everywhere you turn to, there is always a young person hunched over his or her phone poking away at it like their life depended on it. This could be viewed by the older folks as a waste of time and resources and an evil omen to theirs and coming generations.



This side of Africa

By **Nicholas Begisen**

However, instead of pointing fingers at whoever you want to point at, it should be embraced and the youth encouraged to finding innovative ways of using what they love and adore bettering their lives and societies as a whole.

Given that social media’s core function is sharing of information, agriculture can heavily benefit from this new age phenomenon. Imagine the possibilities, a network of farmers sharing new farming practices, product prices, weather reports, market locations, pest and disease control, agricultural technologies, communicating with other

farmers and raising awareness and many more.

There are a number of innovative new media uses being employed across the East African region. In Kenya, Mkulima Young (‘Young Farmer’) and farming Kenya are Facebook pages that target the youth and have over 30,000 members each. Both members and non-members alike are able to interact with each other and get ideas and advice on how to carry out farming activities whether large or small scale.

In Kigali Rwanda, youth and women have embraced social media

and videos to get into the thick of things by sharing knowledge with each other.

Here in Tanzania, the explosion of mobile app development among the youth has also led to ideas being rolled out on how to combine agriculture and social media innovation.

The most mediums of social media are the internet and social media especially Facebook, frontline SMS, videos, radio, TV and online media (newspapers, magazines and brochures). All these can be accessed from a smartphone-almost everyone has some kind of a smart phone.

It is a new and indeed thrilling world of agriculture absorbing the continent where you learn from actual people, your own peers who have tried and tested the information and methods they are passing on to you. Young farmers are and will shape the future of African agriculture for years to come.

However having a website, mobile phone or facebook page and being provided with all this information at your fingertips is not enough. One has to work hard and week out whatever information he or she feels is of help. And also have some sense of organization. Be part of interest groups that have the same goal, vision or ambition as you.

Sponsored by



www.best-ac.org



www.yara.com