

## GREEN REVOLUTION: THE 'YOUNG GRADUATES' OPTION



**Inspired young graduates should take over to spur agricultural growth...**



An aging population of farmers is seen to be undesirable...if nothing is done about it, the agricultural sector will slowly crumble as the remaining farmers progressively work themselves into the grave...

**SPECIAL**  
Introducing  
the Farmer's Kit  
for sustainable,  
modern  
agribusiness.  
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## Towards graduating Tanzania's agriculture

The Eighth Pillar of Kilimo Kwanza is science, technology and human resources. In this pillar, the government has rightly envisioned to take steps to revolutionise and modernise the country's agriculture by increasing the number of professionals working in the sector and supporting them.

For a while, it has become a norm for agriculture graduates to move onto more lucrative fields. This brain drain means that the sector has and continues to suffer. It is impossible to have a thriving agriculture sector without experts to plan for and manage growth.

Agriculture, like any other industry, needs visionaries, planners, managers, field workers, accountants, bankers and a host of other professionals that are well versed in the nitty-gritties of the industry.

Under the Eighth Pillar of Kilimo Kwanza, the government committed to monitor and evaluate existing trained manpower in agriculture and to institute a recruitment programme for agricultural specialists, including irrigation engineers, hydrologists, dam designers, contractors and others, while intensifying training for professionals in soil and water conservation.

The erstwhile plans also included providing support for extension officers to establish demonstration farms and to provide guidance on proper farming methods to farmers, while setting performance targets for extension officers as basis for their evaluation.

Furthermore, agricultural research and training institutions would be tasked with effectively utilizing the government's promised allocation of one per cent of the GDP to research and development, with the government moving on to establish weather centers at ward level and mechanisms for data warehouse and marketing information.

Together with developing incentive programmes to attract, train and retain youth in agriculture, Kilimo Kwanza also envisioned offering support training of farmers "para professionals" who would be deployed in every ward.

Some of the incentives that the originators of the Kilimo Kwanza Green Revolution had in mind include introducing agricultural loans and providing land to entrepreneurial agricultural graduates.

Full scholarships/loans would also be provided to agricultural undergraduates, with the establishment of a registration board for agricultural specialists - a bold move that would assist in maintaining a database of the country's human resource in this sector for planning purposes.

Mainstreaming gender in Kilimo Kwanza by developing programmes to strengthen the position of women in agriculture was meant to increase the role and participation of

women in agriculture. For although currently women conduct most of the peasant farming in the country, their contribution in the higher decision making echelons of agriculture has at best, remained muted.

Finally, the government had envisioned establishing agricultural resource centres cum farm centers - for provision of agricultural inputs and services.

The need to inject science, technology and human resources into Kilimo Kwanza arose out of the fact that Tanzania's agriculture sector is primarily composed of small scale, peasant, subsistence based farmers who with little innovation, still utilise traditional methods of farming that have no chance of growing beyond the small scale.

Kilimo Kwanza envisions transforming agriculture into a lucrative, technologically sound, commercial sector capable to increasing farmer and national revenues. However, for this to happen, we need to develop medium and large scale farmers who are more advanced in terms of working capital, financing, mechanisation and human resource capabilities.

It is therefore inspiring to hear that a group of young farmers has emerged in the country. Featured mostly by graduates and youth groups, the Tanzania Graduate Farmers Association (TGFA) is a registered civil society for promoting highly learned cadre and interested individuals to be key players and change agents for agriculture transformation in the country.

Even more appropriately, the organisation has not limited its membership to educated cadres of graduates, but engages all who encapsulate the new thinking that farming can only be meaningful and actual backbone of the economy, if and only if the highly learned, capable in terms of finances and other resources and inspired individuals in the society can tap into it fully or as part-timers.

However, the budding group faces a myriad of challenges many of which, if properly addressed by the promises contained within the Pillars of the Green revolution, should see a quick turnaround in the fortunes of the sector.

Learn more about the graduate farmers association and their plans to transform Tanzania's agriculture on this issue of Kilimo Kwanza.

*Wallace Maungo*

Wallace Maungo  
Editor

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# Revisited: Tanzania's dairy subsector potential

By Michael Pandisha, Tampa

Drivers of growth

Dairy is one of the key subsectors in the country with high potential for improving food security and poverty reduction. Studies indicate that there is a clear evidence of increasing demand for dairy products in sub-Saharan Africa in general, Tanzania in particular.

The main drivers of growth are rapid population growth, urbanisation and increasing per capita income. This situation provides a reason for the Tanzania dairy industry to grow and seize new investment opportunities.

The 2006 National Livestock Policy, among other things, promotes commercialised livestock industry and open doors to private sector investments. Tanzania is endowed with abundant natural resources which include land and a huge livestock resource base.

Out of 88.6 million hectares of land; 60 million hectares are rangelands with a carrying capacity of up to 20 million livestock unit (LU) and providing over 90 per cent of the feed resource for livestock, according to the Ministry of Livestock and Fisheries Development's 2012 report.

This provides the worldwide range of opportunities for investments in the local livestock sector in general, dairy subsector in particular. Tanzania enjoys peace and political stability since independence. It is governed by the rule of law and democratic principles.

"This guarantees efficiency of business operations and security of investment in the country," remarks Oswald Mtarambirwa, Tamproda acting executive secretary.

#### Investment opportunities

There are multiple investment opportunities existing in the livestock industry such as production of dairy cattle, goats, milk processing plants, value addition in livestock.

Other areas include the production of hay, compounded animal feeds and vaccines as well as construction and operation of new abattoirs, according to the Ministry of Livestock and Fisheries Development's 2012 report.

The National Ranching Company



(Narco), for instance, operates a total of 8 ranches in the country. There is a great potential for joint venture investment in the ranches. Both public and private sectors have to take advantage of the situation. The move is expected to meet the increasing demand of the improved livestock.

There are wide ranges of investment opportunities in the country for milk and milk products business in which entrepreneurs cannot afford to miss them. In July last year, the government decided to zero rate value added tax (Vat) on milk and milk related products produced by local manufacturers using locally produced milk.

Milk processors and milk products manufacturers are able to purchase unprocessed milk and their raw materials without paying Vat. They are also able to buy equipment, jerry cans, refrigerators, packaging materials and all goods



A Faostat report released this year estimates the cattle population in Tanzania to be 21.3 million compared to Kenya's 18 million and Uganda's 8.1 million...

which have been listed under items 28 and 31 of the Second Schedule to the Vat Act without payment of the tax.

Besides, all Vat registered milk and milk products traders are able to claim back as input tax all Vat paid for their businesses. This condition also applies to other categories of VAT registered traders such as wholesalers, distributors or retailers. "The amendment promotes the dairy subsector investment and access to a wider market," says Peter Ngassa, the director of Arusha Dairy.

Apart from that, Tanzania offers a reliable domestic market for livestock products. According to Tanzania Bureau of Statistics, the country's population is estimated to be 45 million. Besides, there is a potential market for investors in the East Africa Community, Southern African Development Community and United

States of America under the provisions of the African Growth and Opportunity Act (Agoo).

Furthermore, Tanzania has access to inland water ports, seaboard, land and air links to wider market in East Africa region. "This is an ideal condition for trade competition and investment in the dairy sub sector," observes Oswald Mtarambirwa, a Tamproda official.

#### Overlapping regulations

However, there is a great deal of overlapping regulations in the subsector. This accounts for high cost of doing dairy business in the country. It is high time for the government to simplify dairy regulations and improve ease of doing business.

"Relevant ministries need to bring

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## Taha extends wings to Zanzibar

Kilimo Kwanza Reporter

The Tanzania Horticultural Association (TAHA) has opened a new office at Kikwajuni Gofu area in Zanzibar to cater for farmers in the Isles.

Taha executive director Jacqueline Mkindi, told The Guardian's Kilimo Kwanza reporter recently that they have decided to open an office in Zanzibar in order to work with partners in that part of Tanzania to transform

horticulture.

"We are in Zanzibar, with the same purpose of coordinating and consolidating efforts with our partners especially the Revolutionary Government of Zanzibar, Development Partners (US-AID and Finnish partners) and other private sector organisations to transform the industry and position it at its competitive edge," she stated.

She further said that the primary objective was to identify stumbling blocks in Zanzibar and come up with

mechanisms to address them through strategic partnerships.

Taha will be promoting flower, fruit, vegetable and spice value chains with the intention of substituting the 80 per cent vegetable imports into Zanzibar with quality local production.

"The expectation is to explore industry opportunities and potential in Zanzibar and work towards promoting sustainable growth and development of the sector," she noted.

With Taha's partners, they are well

has been our prime partner thereby ensuring our soft landing in the Islands. We also paid a courtesy visit to the First Vice President of the Revolutionary Government of Zanzibar Seif Sharif Hamad, and so we expect more of such strong bonds to persist for the realisation of our mission," Mkindi said.

Taha have already identified a number of business challenges which they intend to address in collaboration

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together all players and stakeholders to encourage self-regulation in the industry," says Dr Gideon Mazara, the director of Musoma Dairies, adding that "the changes will bring remarkable impact on the economy."

The dairy industry investment should also address value chain constraints and challenges. "The value chain development interventions should use a holistic value chain approach to promote the development of the sector. This is due to interdependence of various players in the value chain and complementary role each stakeholder plays," says Dr Goodluck Urassa from the University of Dar es Salaam.

He suggests: "the government should put in place farmers and dairy technical training at all levels including certificate, diploma and degree." He further explains: "there has to be access to farmers' credit and rural finance services as well as public and private partnership in dairy research for development to generate innovations."

He urges local small and medium enterprises to regularly invest in advertisements and promotion of dairy products. "The situation will promote competition in the East Africa region,"

## Revisited: Tanzania's dairy subsector potential

he stresses.

### Another major constraint

According to a baseline study on the implementation of zero rate value added tax in the dairy subsector in Tanzania this year, among other factors, the subsector is characterised with huge seasonality in milk supply from the indigenous cattle compared to improved dairy cattle.

This is a major constraint in the sector. "Public and private sectors need to invest in dry season feeding strategies, disease control as well as breed-

ing and reproductive management," says Edmund Mariki, the Tanzania Milk Processors Association (Tampa) executive secretary.

Investment in the dairy subsector has to go side by side with an investment in energy and infrastructure development particularly in rural areas. "Milk is a highly perishable product," says Edmund Mariki adding:

"Rural roads and electrification will enhance milk quality and its availability in collection centers. This will also ensure reliable milk market, economies of scale and efficiency."

The dairy industry in East Africa is one of the largest in Africa, and is an important part of the region's agricultural economy. However, over 90 per cent of the livestock population in the region is of indigenous type known for their low genetic potential, according to a MLFD report released in 2010.

Tanzania leads... A Faostat report released this year estimates the cattle population in Tanzania to be 21.3 million compared to Kenya's 18 million and Uganda's 8.1 million.

Based on these data Tanzania is ranked the third in Africa after Sudan and Ethiopia in terms of cattle population. The cattle herd grew from 17.7 to 21.3 million heads between 2003 and 2011 in Tanzania as compared to a



The cattle herd grew from 17.7 to 21.3 million heads between 2003 and 2011 in Tanzania as compared to a growth from 12.5 to 18.0 million in Kenya, and 6.5 to 8.1 million in Uganda during the same period...

growth from 12.5 to 18.0 million in Kenya, and 6.5 to 8.1 million in Uganda during the same period.

This translates to a total growth of 20.3 per cent in Tanzania, 43.6 in Kenya, and 24.3 percent in Uganda. The equivalent annual growth rates for Tanzania, Kenya, and Uganda are respectively 2.3 per cent, 4.8 per cent and 2.7 per cent.

The data suggest that despite the fact that Tanzania is leading in terms of cattle population, the growth rates of cattle herd in Kenya and Uganda have surpassed the annual growth rate in Tanzania.

It is possible for the dairy subsector in the country to yield higher animal productivity, higher income and economic growth for both farmers and the government. It is impossible to dream of development devoid of investment in the dairy sub sector.

Milk importation costs the earth. Why should we build castles in the air? It is time for action and not rhetoric! Let us invest in the dairy sector value chain for the nation's well being. It pays to invest in Tanzania.

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

## Taha extends wings to Zanzibar



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with other key public partners.

"We, therefore, appeal to the government to continue opening doors for us so that we may complement their

efforts of attaining the Green Revolution in Zanzibar through horticulture transformation," she urged.

Taha also calls on other private partners to join efforts so as to avoid duplication of efforts but align their re-

sources and technologies for bigger results in Zanzibar.

Taha operations in Zanzibar was officially launched by the Deputy Minister of Zanzibar Agriculture and Natural Resources, Mtumwa Kheir

Mbarak, who urged the horticultural producers in the Isles to utilise the opportunity brought to them by Taha and its partners.

Zanzibar First Vice President, Maalim Seif Sharrif Hamad, during

his discussion with the Taha mission, committed the government support and collaboration in promoting and transforming the horticultural industry in the Islands of Unguja and Pemba.

He commended the work Taha was doing in the Mainland and urged the association to implement the same in Zanzibar.

Taha's efforts were also echoed by Madame Mary Hobbs from USAID, who represented the mission at the event.

She registered her confidence in Taha operations in the industry, stressing that the association should use the same "magic" it has used to profile the industry in the Mainland.

Taha will work towards transforming the horticultural value chains by introducing simple, affordable, and accessible horticulture production and handling technologies for wider market accessibility within and outside the Islands.

The horticultural association will also advocate for issues concerning the industry by engaging properly and meaningfully with the government and Development Partners.

Taha is a catalyst promoting Public-Private-Partnership thereby providing a platform for industry networking, and partnership at both local and international levels.

The association is committed to the growth, promotion, and continued development of the horticulture industry in Tanzania, which includes flowers, fruits, vegetables, spices, herbs and horticultural seeds.

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## Why youths despise, run away from farming

By Milly Sanga, ACT

### Why they avoid the sector

Africa can only ensure sustainability of its agriculture if youths engage in the sector. To fail in having the youth excited about agriculture, condemns the continent to food insecurity, poverty, and continued reliance on costly imports as well as on charitable food aid.

The most important reason that explains what discourages youth to engage in agriculture is what can be called "the hand-hoe factor" which is the negative image of the sector. Another reason is that, farmers are a vulnerable and impoverished group; they make little money and only once a year. Due to that they cannot afford modern items such as good clothes, television, and cellphones. Under no circumstances the youth of today can obviously not love farming.

Farmers are comparatively less educated, unskilled, physical laborers with extremely low economic return, making the sector be regarded by youths as for the elderly, illiterates or people with nothing to do. This and other factors make farming an inferior occupation that is suitable for the uneducated or retirees.

Youths know that agriculture can earn them a living, but they only consider it as the last resort when they have tried everything else and have failed. Also, youths are impatient, they need speedy returns. Farming is not always the desirable 'quick fix' which they want.

Another reason making youths stay away from the backbone sector is associated with children upbringing and the education system from the grassroots. Most parents send their children to school to enable them to have "better job" than agriculture.

### Success: Stories of inspired young graduates

Shambani Graduate Enterprise is a milk processing enterprise co-owned by three Sokoine University of Agriculture (Sua) graduates. It was established in 2003, the enterprise graduates started off with one milk supplier, initially processing 30 litres of milk per day.

Victor Mfinanga, who is the director of the firm, points out that, currently the plant receives milk from over 200 Maasai cattle keepers in Morogoro Rural District and has a processing capacity of 750 litres per day. The produce is sold within Morogoro Municipality.

He further points out that the company has created jobs, promoted milk consumption and pioneered for graduates to create wealth and jobs through agricultural based entrepreneurship.

According to this young graduate, his firm produces up to three different products - pasteurised cultured milk,



pasteurised fresh milk and pasteurised flavoured milk. It supplies processed milk and other dairy products to retail outlets within the Morogoro.

"Due to all the efforts we had to engage in farming activities, we are glad the society recognize and appreciate our role in developing the agriculture sector. The Shambani Graduate Enterprise received the FANRPAN Youth in Agriculture Award for 2012. It has been a great achievement to us," he boasts.

Mfinanga was an as inspiration to youths at the Gender and Youth in Agriculture workshop which was organised by the Southern Agriculture Confederations of Africa Union (Saca) in Pretoria, South Africa from July 15 to 18.

He states that most youths fail to engage in agriculture due to some vari-



Youths are irritated for prompt returns and farming is not the desirable quick fix which agriculture can offer...

ous reasons. It was so difficult for them as youths to obtain loans from commercial banks, saying funding to support youths who engage in agricultural projects is a problem.

Most youth have no track record which commercial banks can trust, neither do they have collateral to back up loan, he says, adding: "Youths are irritated for prompt returns and farming is not the desirable quick fix which agriculture can offer. The government does not provide incentives to young farmers. This discourages them from active engagement."

### Promoting farming among youths

Since most of Africa's farmers are getting older, it's time to promote farming to young people, otherwise the African continent and Tanzania in particular will be subjected to hunger and

poverty.

Dyton Maliro from Malawi states that what the youth require is farming business enterprises with short gestation period, or that bring 'quick money' with minimal labor intensity and assured markets.

"Youths are interested in quick and fast money; agriculture enterprise that takes a long time to bear fruits will normally be rejected. In Zambia, youths prefer to engage in horticultural farming because the gestation period is short and youths are able to earn a living all year round," points out a youth from Zambia.

Mfinanga suggested that for youth to engage in agriculture some initiatives have to take place. He says that the society must ensure agriculture is attractive and rewarding.

"Agriculture should be branded well for the youth to consider it as a tool of delivering the types of lifestyles and status that young people desire and expect. If agriculture is unable to deliver the desired living standards or the prospects for upward mobility, then the likelihood of attracting young people into or retaining them will be low," he argues.

A synthesis report on Youth in Agriculture from Madagascar, Malawi, South Africa, Zambia and Zimbabwe, which was prepared for the Regional Conference on Gender and Youth in Agriculture by Saca pointed out that, both regional and national FOs should lobby governments to directly act on making agriculture attractive to youth - technological modernisation; policy stability; risk moderation; profitability; reduced barriers in accessing resources, training/skills and services etc.

The report went further to say that, national government policies and strategies should create a positive environment for youth engagement in agriculture - without this, lower-level interventions such as by FOs have less chances for success. The youth should be engaged more in reviewing or formulating such policies, strategies and interventions.

### A word from ACT

Involvement of young people in agriculture is a welcome idea. As a country, we should start to invest and encourage young women and men to actively participate in agriculture. Under the 'Kilimo Kwanza' initiative, there are many opportunities awaiting young, energetic and committed Tanzanians from all walks of life.

Also, youths should be encouraged to participate in agriculture since their knowledge in information and communication technology (ICT) can be harnessed for the development of the backbone sector which if used effectively can turn around their lives and the country's economy.

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# Inspired graduates poised to spur agricultural growth

By Juma Ngomuo, TGFA

## Youths in the centre stage

A recent report by the high level panel of eminent persons on the post 2015 development agenda published in May has articulated important issues affecting youths which must be addressed to eradicate poverty, transform economies and achieve sustainable development.

The report recommends that in order to bring about real change in economic growth to end extreme poverty and improve livelihoods, there must be commitment to rapid, equitable growth that is sustainable, as well as long-term and inclusive growth that puts the youth in the centre stage.

Since 2000, the number of graduates and schools leavers is increasing due to a lot of efforts being made by the government and other stakeholders to improve the education sector. However, a large number of school and college leavers remain unemployed, contributing to the national unemployment level estimated at 11.7 per cent.

According to the National Employment Policy, Dar es Salaam leads for having many unemployed residents, mostly youths, at 31.5 per cent followed by other urban centres combined - 16.3 per cent and rural areas - 7.5 per cent.

The document, which adopted statistics gathered around 2008, says unemployment rate is highest (13.4 per cent) among the youth aged 35 years or younger. The problem is worsening despite impressive economic growth rates over the past decade.

Whilst growth is a prerequisite for eradicating poverty, it is a nature of growth that is a critical determinant of how it works for the welfare of the people. It is recognised that while agriculture contributes less than half of the national income, it employs about 80 per cent of the population.

## Multidisciplinary approaches

It has been reported that despite efforts being made through projects implemented by public and private sector players which focus and target small rural farmers, much of the goals and objectives of the projects attainment is questionable.

Agriculture in Tanzania, said to be in transformation period, is still underdeveloped, implying that there is a lot to be done and approaches to be adopted. Innovation, mechanisation, entre-

preneurship, research and information, improved seeds and other inputs, setting policies for markets, access to finance, quality inputs and services, are all crucial for the development of sector.

There is of course another view. Those who see technology, inputs and engagement with new markets, as critical for the enhancement of agricultural productivity, look differently upon the potential contribution of the agribusiness.

Indeed, from their perspective, the rural populations will never be able to farm its way out of poverty – nor act as an engine for broader economic growth – in the absence of dynamic, growth-oriented agribusiness.

Agencies such as USAID, the World Bank and IFDC, as well as initiatives such as the Alliance for a Green Revolution in Africa (Agra), actively promote the development of agribusiness. Their underlying analysis is that agribusiness and the entrepreneurialism that drives it, have for too long been stifled by state involvement in the agricultural sector, to the detriment of both family farmers and consumers.

It is here now Tanzania Graduate Farmers Association (TGFA) has put much focus on so as to bring together in multidisciplinary approaches for agriculture transformation in the country.

TGFA goals, objectives  
TGFA chairman Stephano Kingazi says, the association is for the learned cadre, particularly young graduates and entrepreneurs, professionals, elites and groups of men and women who are engaged in farming and agribusiness as their main source of income or hobby. Also, it targets youths and youth groups, producer groups and associations which are in food and crop, poultry, livestock keeping, aqua culture, agroforestry, nutrition, and horticulture.

TGFA overall objective is to promote and actively engage the highly learned, capable, and most importantly, interested individuals and groups into commercial farming. The association has put emphasis on advocacy and proactive use of value adding knowledge and technologies generated by research and development (R&D) centres within and outside the country and thereby put agribusiness theories into practice.

## Who founded the TGFA?

Kingazi says that the association was formed in 2000 by 14 fresh graduates from Morogoro-based Sokoine



**“An aging population of farmers is seen to be undesirable, with the implication being that, if nothing is done the agricultural sector will slowly crumble as the remaining farmers progressively work themselves into the grave...”**

University of Agriculture (Sua) who sought to become self-employed than becoming job seekers.

“The idea was strongly supported by Prof Andrew Temu, who was appointed as a professional advisor while the process of formalising the group was facilitated by then Morogoro District Commissioner Mathew Sedoyeka, who was appointed as a patron of the association,” he says.

## Advocacy role

Currently, TGFA has been working with other stakeholders to advocate harmonisation and standardisation of warehouse receipt system of which there is inadequate village-level market and readily accessible produce storage facilities are restrictive in some locations.

The current warehouses are few and monopolised in such a way that farmers have no easy access to, monopoly of the Warehouse Board over warehouses where farmers have to pay for the storage receipts forcefully. The project is now in a good stage and waiting for stakeholders’ meeting. Kingazi notes that the project is undertaken through the BEST-AC grant.

Dr Dos Santos Silayo who is a project coordinator says since its establishment, TGFA has done a lot in research, trainings workshop, inspirations talks, discussions as well as linking interested individuals and groups to responsible input and information suppliers, consultancies and other issues related to agriculture and agribusiness as a whole.

## Partnership for development

TGFA is working closely with Amsha, Sugeco, Agri Hub Tanzania, Farm Africa and 4 H, to bring about farmers entrepreneurship. “We are partnering and collaborating with other stakeholders including the public, farmer groups, and civil societies, to advocate farmers’ entrepreneurship, while addressing issues related to access to market, inputs, land and finance,” he says, adding:

“Our collaboration with other partners has been so fruitful and to start with TGFA on its department of Youth in Agriculture has enabled the promotion of youths who are doing agribusiness and agriculture related enterprise such as agroforestry, fishing, research, and horticulture, to form groups so that they can get free membership and be-

**“...in order to bring about real change in economic growth to end extreme poverty and improve livelihoods, there must be commitment to rapid, equitable growth that is sustainable, as well as long-term and inclusive growth that puts the youth in the centre stage**

gin to enjoy our services, which include training and capacity strengthening, business management, as well as entrepreneurship skills using modern technology and innovations.”

Kingazi says, TGFA vision is to establish a strong professional farmers’ network that will guarantee large, medium and improve small scale farmers’ participation and representation in socio-economic and political decision making processes through advocacy in quality services, inputs, mechanisation, rules and regulations.

The association has four major types of members: highly learned and experienced farmers; unlearned but highly experienced farmers, researchers in agriculture and related disciplines, agriculture extension officers and fresh graduates from all edu-

cation levels starting from form four through form six up to university degrees.

Members can be individuals or groups who actively engage in farming and/or farm related activities such as agribusiness, research, trainings and consultancies. TGFA is growing rapidly. Inspired members are coming up with new ideas and members’ projects number is growing.

## Youths’ inspiration

Despite of challenges such as shortage of funds to run big projects, members are taking front measures in their agriculture projects that inspire others. Youth members, who are energetic, are inspired to form groups so that they can register as individuals, groups or enterprises.

A ‘fact’ that is commonly used to support the case for doing something about young rural Africans’ apparent lack of interest in agriculture is that ‘the average age of farmers in Africa is increasing’.

An aging population of farmers is seen to be undesirable, with the implication being that, if nothing is done the agricultural sector will slowly crumble as the remaining farmers progressively work themselves into the grave.

So, the farming workforce is getting older and there is a need for special attention to mobilise energetic rural learned cadre to turn in to commercial farming and agribusiness for improved food security as well as creating jobs. Here is where special attention is also needed for the development partners to look carefully on the policies and practices on education and training system in Tanzania.

It is advised that the education system should equip learners, especially youths, with entrepreneur skills so that they can use the local resources available for income generation so as to employ themselves and do away with white colour jobs and rural urban migration.

Youths in the country, just others in the world, have their expectations that they are well informed and curious. Energetic people have their expectations and most of them aspire to live good life and be socially responsible.

## Keeping youths in villages

If the agricultural sector the country will provide the good environment, many young people will be in agriculture and agribusiness sector and there will be no food insecurity. The only way to address that is policy change on land issues, education, and ensuring access to quality inputs and market.

Also, cooperatives, research institutes, extension systems, should be revised to ensure that all the things are done professionally for mutual benefit of stakeholders.

It is the time now for agriculture and agribusiness as well as development partners to realise that mechanisation, improved quality varieties and species, as well as research and technology, are crucial for farmers and agribusiness.

Farmers need quality information as well as guaranteed inputs. They have their indigenous knowledge, only that professionals need to work with them to improve productivity in quality and quantity based.

## Big plans ahead

To address all the issues related to youth discomfort in agriculture, TGFA is partnering with the Agri Hub Tanzania, and through online platforms and workshops, targeted interested young people will get the chance to access useful information. A help desk where questions and requests will be posed for feedback will also be developed under the partnership.

The TYIAP programme applies online business concept competition, coaching as well as inspirational and roundtable discussions where interested parties will get the chance to network, and learn, on available business opportunities.

The collaboration plans to do a scoping study for youth opportunities in farming and agribusiness as a whole so as to enable youth access all those information, while equipped them with respective skills and knowledge.

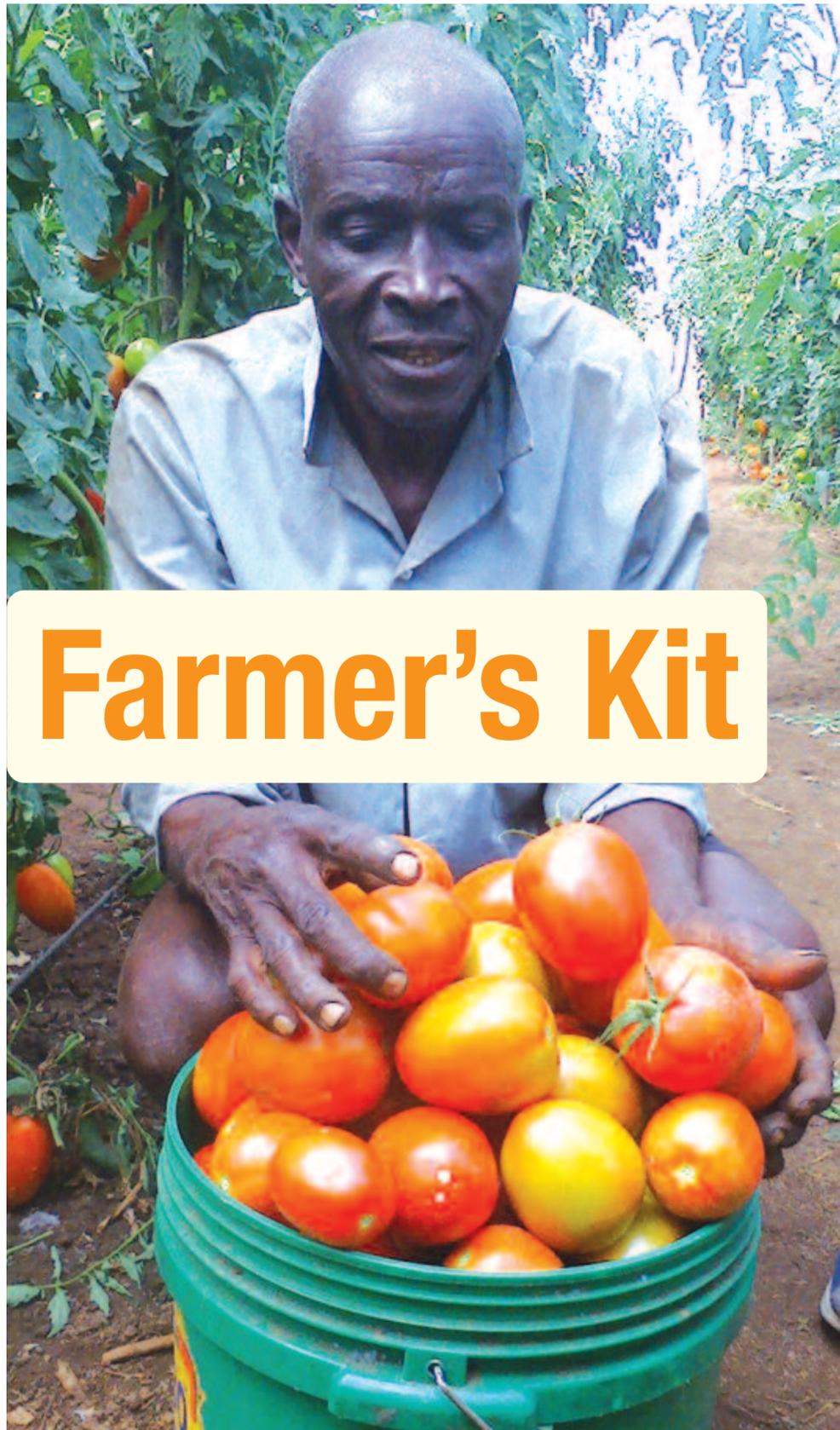
The partnership also plans to establish incubation centres in Tanzania so as to bring together youths to practice skills while learning.

The centres will be demonstration areas for technologies, improved varieties, capital regulation as well as links for horticulture, fishing, agroforestry, cereals, beekeeping and research.

Currently, TGFA is a member of the Tanzania Private Sector Foundation (TPSF), Tanzania Chamber of Commerce, Industries and Trade (TCCIA) and member of Tanzania Horticultural Association (Taha).

TGFA continues to participate in social networking through participation in seminars and roundtable discussions for advocacy and agriculture transformation.

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# Farmer's Kit

Introducing the Farmer's Kit



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**AFK success stories**



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# Introducing the Farmer's Kit for sustainable, modern agribusiness

By Special Correspondent, Balton Tanzania

### What is the Farmer's Kit?

Over the years, Balton Tanzania has continued to offer a wide range of agricultural solutions in form of products, and technologies. The Farmer's Kit is one of such innovative technologies. It's a package designed by Balton group to offer modern sustainable agricultural solutions for farmers who had been relying on rain-fed agriculture and are ready to shift from subsistence to commercial

farming and practice intensive modern agriculture. The Kit is the perfect farmer's choice for agribusiness success. It is based on offering several pillars of success, which are Knowledge, Know-how and High Quality inputs.

### Pillars of success

Balton says that with these 3 pillars farmers must succeed. Knowledge is assured by Balton's competent agronomist who has skills of modern farming technologies and techniques which will be transferred to farmers through training. Quality input is assured as well because the group has variety of inputs for farming, starting



Designed especially for Africa, it is aimed at taking farmers from relying on rain-fed to brain-fed agriculture and further to intensive modern agriculture

from irrigation, seeds, chemicals and fertilisers, which are major tools of success. And know how/do how is guaranteed because after the farmers get trained and acquire knowledge, they will be in a position to find their way forward to put to practice the knowledge on modern agriculture techniques.

### Opportunity for growth

To guarantee your success and to minimize risk, it is important to use high quality and advanced technologies and techniques at all steps of growing process. This means that if you have an advanced greenhouse or acre irrigation kit but you are using low quality seeds,

you will not achieve the maximum results; therefore, you must have the whole package.

### Types of the Kit

There are two types of the Farmers Kit, which are: One Acre (Open Field) and African Farmers Kit (AFK). One Acre (Open Field) is a complete set of tools for sustainable farming. It is anchored on a one acre gravity fed drip irrigation system. It is designed to take farmers from relying on rain-fed agriculture to brain-fed agriculture and increase their yield up to three times the

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normal ones and improve the quality of crops.

**One Acre (Open Field) Kit**

The One Acre (Open Field) Kit, is a farming unit, which includes seeds, drip irrigation, chemical and fertiliser together with one-day training and agronomic support.

**Why drip irrigation system?**

The drip irrigation system conserves more than 30 per cent of the amount of water used in existing irrigation methods while improving crop yields dramatically. Apart from that, it also helps in distributing water evenly throughout the field, prevents water leaching below root system, Good soil aeration and prevention of water run-offs.

**African Farmers Kit (AFK)**

AFK is one of the innovative products with a complete set of modern agricultural technologies, methods and inputs of the highest standard put together to give optimum performance. It's a tailor made Kit designed to meet the needs of specific farmer or group of farmers by adapting the components of the Kit to suit the climate, terrain, and agricultural experience with the aim of increasing output and quality of produce as well as attaining sustainable agribusiness. The AFK is a combination of different modern farming units such as gravity-based drip irrigation system, greenhouse, top quality agro-inputs (seeds, fertilisers and chemicals), training and agronomic support, as well as tank and personal protective equipment. All these are combined to ensure maximum yields.

Before the farmer buys the AFK s/he is advised to have: access to land - minimum of quarter of an acre with good soil; access to adequate and quality water; carry out soil and water analysis of the farm before investing; undertake market research and determine what is going to be marketed; know which crops to produce after making a thorough market research; added asset of knowledge or experience in agriculture; and access to funds/loan for the investment outlay.

**Why AFK?**

The Kits easily allows one to start a sustainable and successful agribusiness project and create a good income. Apart from all other units in this package greenhouse and drip irrigations system play a great role in driving farmers from using local to modern and adopting intensive farming techniques.

Specifically, greenhouse helps to control pests, filter dust and environmental wastes, restrict unwanted in-out movements, diffuse/spread light for uniformly as well as exclude from the crop rain and airborne.

The Kit also includes one-day training carried out at Balton's office or on site - whichever is effective. This will help attendant to acquire some skills from Balton's agronomist. During training, farmers will be able to learn on nursery management, crop husbandry, crop protection and crop management.

**Agro Support Package**

The AFK Agro-support package is a post-sales service. In exchange for an annual fee, Balton's expert agronomists will visit AFK farmers at their plots on a monthly basis and consult,

# Introducing the Farmer's Kit

advise and address any agricultural issues that may need attention.

In addition to the consultancy, during these visits Balton's agronomists will also expose the farmers to new technologies, growing techniques, and post harvesting techniques. The monthly visits give Balton the opportunity to stay connected to the farmers and to receive feedback on how they are progressing and the challenges the farmers are facing for collective action.

**AFK Benefits**

There are multiple benefits arising from Farmers Kit farming. First, the farmer is able to access and apply modern farming unit:-drip irrigation, greenhouse fanning and use of best agri-inputs modern farming technologies for efficient horticultural business in the most efficient way.

Secondly, the farmer, on the basis of Farmer's Kit innovative integrated solution is able to increase yields of up to over 3,500 kilogrammes of tomatoes from a 1/8th acre area. And as a result the farmer is able to improve production, improved livelihood opportunities - food Security, increased income and more places to work and improved sustainable agribusiness.

The Farmers Kit will allow small-holder farmer productivity and profitability by practicing intensive agriculture and reaping more produce on a limited (1/8th of acre) area. This unit does not require use of energy to irrigate the crops - all is done by gravity. This will ease the workload to women and youth farmers.

Productivity is high. It is a sustainable agribusiness - the farmer start to

earn from the first year.

Depending on the experience and commitment of the farmer, the farmer with a 1/8th of an acre s/he is able to harvest 3500 kgs and above and get positive cash flow from the 3rd month. We have a farmer who was able to harvest 4,200 kg of tomatoes in a season, while the other one harvested 2,000 kg of cucumber.

**Achievements, challenges**

The AFK has performed successfully in Kenya and have sold more than 4000 units by June 2013. Recently, AFK has been introduced in Nigeria, Rwanda and South Sudan. In all these areas, the Farmer's Kit farming has been successful, raising the standard of farming and resulting in improved agro-production returns.

In Tanzania, the Farmers Kit was introduced in 2010, and first Kit was sold in February 2011. By June 2013, Balton Tanzania had installed a total of 100 Farmer's Kits across Tanzania at individuals and institutions in most of the zones including the humid coastal area (Dar es Salaam, Coastal Regions), hot central zone (Dodoma), hot/humid islands (Zanzibar), hot/dry coastal lands (Lindi - Kilwa Masoko) and hot western zone (Tabora).

The Farmers Kit has been promoted through office visits and discussions, presentations and demonstration at Balton Dar and Arusha offices, IITA - Dar, Water Development & Training Institute; exhibitions at public shows, field trips, training/demonstrations to stakeholders. In order to increase awareness and increase sales Balton has recently (March - July 2013) introduced

capacity building training for Saccos groups funded by CRDB Microfinance Ltd. In addition Balton has promoted the Kit through advertising through Print & Electronic media

**Other achievements have been recorded.**

First, stakeholders have acquired knowledge on modern technologies, agri-inputs and agribusiness skills. Most of farmers / attendants have been trained. In addition students at The Water Development & Training Institute, Dar es Salaam have used the AFK donated by Israel Ambassador to their Institute to train many youth students in drip irrigation and production management of the Farmers Kit. To date, the Kit at the Water Development & Training Institute has gone through three rounds of production of tomatoes (twice) and cucumber (once).

Second, AFK has improved the food security and helped in the fight against hunger. This was proven by St Clara, Same Kilimanjaro where with the AFK they bought, they were able to produce enough tomatoes for students' use for food and surplus was sold to the neighbours.

Third, income of farmers has been increased with the Farmers Kits acquired. A substantial number of farmers have increased yields per unit area and thereby have increased income. From the records our farmers harvested between 1200 to 2,500 kilos of tomatoes; 2,000 kg cucumber and St Clara School harvested 2,500 kilogrammes of sweet pepper. Another beneficiary, Justine Kaiza, harvested 2000 kilo-

grammes of cucumber in a period of 3 months.

In all the AFK kits about two people were employed to take care of the projects, thus providing employment to the otherwise unemployment youths.

**Challenges**

There had been some challenges faced with the AFK:

Firstly, AFK farming technologies and modern agribusiness is new to most of Tanzanians. Most farmers have been practicing subsistence farming lacking technical know-how, and did not understand what they were buying. Use of modern technologies is still low or not at all, thus farmers end up in farming as a habit which results to their failure. (As greenhouse farming needs intensive care) Secondly, those who buy are usually not the ones who manage the farmer's kit, and will have limited time to monitor the implementation except by occasional 'tourist' visits and or through 'telephone farming'. Therefore they lose track of their investment and returns.

Thirdly, the management capacity of farmers - the attendants of kits to be specific, are indecisive persons only able to take orders from their bosses but not able to make own decision. Further, most of the attendants lack sense of responsibility and /or are unable to correctly or always implement advice given by agronomist.

Last but not least, water quality and availability have been the major challenge along the Coast - Dar es Salaam, Coast Region. In most cases water has been not enough and where available water has been salty and not good for plants. In December 2011, salty water destroyed plants in two kits. It also destroyed the nursery set as well. The way to get the best yield is to ensure to have enough quality water throughout the production period.



# AFK success stories

By Special Correspondent, Balton Tanzania

At present, the AFK technology and product has been promoted and appreciated by private, the government - including the President, Dr Jakaya Kikwete, donors and financial institutions - mainly CRDB and NMB, as an innovative technology to be supported. Also, Balton Tanzania has succeeded to get the cup for capacity building and reduce unemployment to youth.

**Justine Kaiza: Assured of knowledge, support**

"Growing in a greenhouse is challenging as it needs more attention. It also needs a responsible person who will inspect the plants every day, determine the diseases and the type of the chemical to be used, and the amount of water to irrigate per day.

Balton Tanzania gives me support and knowledge on how to take care of the greenhouse, plant protection, as well as plant nutrition. Though there were few mis-communications, but they helped me a lot and I have managed to harvest about 1,500 kilogrammes of tomatoes in the first month.

"For now, I am supplying to one of the biggest supermarkets in town and the market demand is too high, therefore I decide to work with my colleague Fidelis Mgenyi to try to meet that demand. "Apart from that, the supermarket have asked me to supply them sweet pepper, therefore I am planning to buy another greenhouse for that purpose. Though I haven't seen the returns yet, I believe the AFK from Balton Tanzania can be one of the sources for income generation".

**Teobald Minja: Happy about agro-support, training**

"Before buying AFK from Balton, I made studies from many companies that supply greenhouse and finally, I decide to buy one. This is because they assured me of agro-support and training at start. I grow cucumber as my first crop because it is easy and short term variety. I have managed to get around 600 cucumbers in half of one bed for the first day I started to harvest.

"The only problem that faces me is market. In local markets, they buy a tray of 15 kilogrammes at 5,000/-, which is very low compared to the cost of production. From the results I get, I believe Amiran Farmers Kit is a good agribusiness solution that one can have if the market will be available."

**Fidelis Mgenyi: Good harvests assured**

"AFK from Balton is a high intensive farming technology. It needs more attention, failure to that you cannot get what you expect and end up with disappointment. The first crop that I started with AFK is tomato.

"I encountered a lot of problems, especially diseases, but Balton agronomist helped me and they gave me the support I needed. Since it was my first time to grow crops in a greenhouse, I made some mistakes, but in the end, I managed to get good harvests that worth my sweats."



# 'Midlife crisis' leads humans to early demise

## This side of Africa

By Nicolas Begisen



Today's world is filled with superfluous and uncalled-for flattery from all corners of the divide. People have become worse than Pharisees. They are now more hypocritical than ever before, compounded with idiosyncrasy. A person engaging in sycophancy is one who uses flattery to win favour from individuals.

The African Union (AU) just recently celebrated its golden jubilee and we, as a continent, find ourselves faced with the onset of an era of indecision and hesitancy in coming up with policies, structures and mandates that are tailored to move us forward.

Most African countries are or have hit the fifty year mark since gaining independence from colonial rulers and oppressors. However, this brings with

it a form of mid life crisis leaving them in a sticky situation.

The phrase 'midlife crisis' was coined by Elliott Jaques in the early sixties and describes it as the period in life when an adult starts to take stock of his or her life and how much time is left in their life.

In this sense, we have begun to realise that life is more than half way over and we are scrambling to make meaning of the years we have lived independently. Jostling and trying to prove our worth to our former colonial masters and in the process stepping on each other's toes.

Africa is richly blessed with numerous natural resources found beneath the grounds we trample upon and an assortment of tribes, cultures, people and societies. Many a times we have sat at the feet of our elders and heard of

tales passed down from generation to generation on the abundance that befalls us but yet we are not able to comprehend the immense power that we wield in our hands – the power to create a destiny, influence and change minds, create new innovations and forge trends that will affect generations upon generations to come.

Achievements may be reassessed in terms of their dreams and the result may be a desire to make significant changes in core aspects of day-to-day life or situations, such as in development both social and economical.

However, our interests seem to be set on other "priorities." We are more interested in promoting self proclaimed larger than life political kingpins instead of positive trendsetters, celebrity guests instead of educational and intellectual pursuits.

Indirectly and quite obviously, we are teaching our children that development of the external image takes priority over educational achievement and positive thinking.

Africa's strength is in the land it has, but somewhere along the line we tend to forget this.

We forget about the abundant forests that we are relentlessly destroying without a second thought; we forget about the vast fertile lands we slaughter and maim each other for; we forget the water bodies holding rich marine life that we kill through pollution of our waterways; we forget the great landscape spread with mountains, hills and valleys.

In disregarding all this, we try to compete with the rest of the world, but are not able since we do not know our true potential. Instead of using what we have at our disposal, we try to copy and paste what others have used to develop and fail very miserably. The copying and pasting makes us vulnerable to being blackmailed and coerced into accepting policies that are not helpful in our continents agenda.

It is high time that Africa woke up and smelled the coffee. Try to understand the true facts of the situation in front of us and give more attention to what is happening around us. It's time we came to a realisation because as the case is, western and foreign policies are being forced upon us and we accept them without raising a questioning finger.

A change of mindsets is needed urgently or else Africa risks spiraling in a quandary that might take it another fifty years to just grasp what befell this beautiful and blessed continent.

Do away with political sycophancy, glorifying celebrities and so-called bigwigs in the society, singing uncalled for praises to people not deserving, misplacement of priorities, aping other countries, unfocussed implementation of projects aimed to be gained by the elites only. As an alternative, let us rise from the ashes as a phoenix, take our place and be counted among the trendsetters of this world.

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