SCOPING STUDY ON VALUE CHAIN INITIATIVES AND STUDIES IN TANZANIA

FOR

Irish Aid
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An Roinn Gnóthaí Eachtracha

AND

DANIDA

Study undertaken by Match Maker Associates Limited

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We stress that opinions expressed in this report are purely those of the authors based on observations and findings during the study and that not DANIDA and or Irish Aid take responsibility for any errors or omissions.

Acronyms

ACDI-VOCA	US International NGO
ADF	African Development Foundation
AECF	Africa Enterprise Challenge Fund
AMAGRO	Association of Mango Growers
AMKA	Export Market Development Services for SMEs
ARI	Agricultural Training and Research Institute
ASA	Agricultural Seed Agency
BDS	Business Development Support
BSPS	Business Sector Program Support
CARITAS	Development and Relief Agency of the Tanzania Episcopal Conference
CARMATEC	Centre for Agricultural Mechanization and Rural Technology
CBFM	Community Based Forest Management
CBO	Community Based Organization
CCP	Competitiveness Cluster Program
CDE	Swiss Research Institution
CDM	Clean Development Mechanism
CEZOSOPA	Central Zone Sunflower Oil Processors Association
CHEMA	Environmental Organization Dealing with Afforestation in Kagera Region
CPMIS	Cotton Production and Marketing Information System
CRDB	Cooperative Rural Development Bank
CSO	Civil Society Organization
CSP	Country Strategy Paper
DALDO	District Agricultural and Livestock
DANIDA	Danish International Development Agency
DfID	Department for International Development of the UK
DILIGENT	Company producing Jatropha oil and by-products based in Arusha
DuCon	Dutch Connexxion
EAGC	Eastern Africa Grain Council
ELCT	Evangelical Lutheran Church of Tanzania
EMPA	Swiss Research Institution
EPOPA	Export Promotion of Organic Products from Africa
EPPM	Effective Public Policy Management
FAIDA MaLi	FAIDA Market Link Company Limited
FAO	Food and Agriculture Organisation of the United Nations
FAOSTAT	Food and Agricultural Organization Statistic Service
FBG	Farmer Business Group
FFS	Farmer Field School
FIDE	Friends in Development
FINCA	Foundation for International Community Assistance
FINNIDA	Finnish International Development Agency
GAPs	Good Agricultural Practices
GOIG	Getting Old is to Grow Society
HH	House Hold
HIV AIDS	Human immunodeficiency virus / Acquired immune deficiency syndrome
HODECT	Horticultural Development Council of Tanzania
IFAD	International Fund for Agricultural Development
INADES	Local NGO based in Dodoma
JICA	Japan International Cooperation Agency
KCB	Kenya Commercial Bank
KCGA	Kilombero Cane Growers Association
KCU	Kagera Cooperative Union
KDCU	Karagwe Development Cooperative Union
KIMAS	Masasi People's Umbrella Organization
KNCU	Kilimanjaro National Cooperative Union
KNFC	Kilimanjaro Natural Food Cooperative Society

KWIECO	Kilimanjaro Women Information Exchange and Consultancy
LBTIC	Lushoto Business and Technology Incubation Center
LGAs	Local Government Authorities
LIMAS	Lindi and Mtwara Agribusiness Support
M4P	Markets for the Poor
MAFC	Ministry of Agriculture, Food Security and Cooperatives
MeTL	Mohamed enterprises Tanzania Limited
MFI	Micro Finance Institution
MHQFP	Masasi High Quality Farmers Products Limited
MIGESADO	Dodoma Biogas Projects
MITM	Ministry of Industries, Trade and Marketing
MJUMITA	Mtandao wa Jamii wa Usimazi wa Misitu Tanzania
MLDF	Ministry of Livestock Development and Fisheries
MMA	Match Maker Associates
MOA	Mtibwa Outgrowers Association
MoIT	Ministry of Industry and Trade
MRHP / CRS	Mwanza Rural Housing Programs / Catholic Relief Services
MSK	MSK Solutions Ltd.
MSME	Micro, Small and Medium Entreprise
MSP	Multi Sector Platform
MT	Metric Tonnes
MUVEK	Development Consulting Private Company
MUVI	Muunganisho Ujasiriamali Vijijini
MVIWAMO	Network of Farmer's Groups in Monduli District
MVIWATA	Network of Farmer's Groups in Tanzania
NAFAKA	USAID Feed the Future Cereals Program
NARI	National Agriculture Research Institute
NMB	National Microfinance Bank
NORGES VEL	The Royal Norwegian Society for Development
NRI	National Research Institute
NUFU	Norwegian Programme for Development, Research and Education
OMASI	Orkonorei Maasai Social Initiative
One UN JP	One United Nations Joint Project
OXFAM GB	UK International Development NGO
PACE	Pan African Consulting & Exporting
PASS	Private Agriculture Sector Support Trust
PLAR-IRM	Participatory Learning and Action Research for Integrated Rice Management
PPO	Pure Plant Oil
PWC	Price Water Coopers
QDS	Quality Declared Seeds
RCGA	Ruembe Cane Growers Association
REDD	Reducing Emissions from Deforestation and Forest Degradation
REDESO	Relief to Development Society
RIU	Research Into Use
RLDC	Rural Livelihoods Development Company
RMDI	Responsible Mineral Development Initiative
RUDI	Rural and Urban Development Initiatives (NGO)
SACCOS	Savings and Credit Cooperative Society
SAGCOT	Southern Agricultural Growth Corridor
SBI	SUA Business Incubator
SBT	Sugar Board of Tanzania
SCF	SME Competitiveness Facility
SDC	Swiss Development Cooperation
SECO	Secretariat for Economic Affairs
SHF	Small Holder Farmer
SHIDEPHA	Service Health Development and Education for People Living With HIV/AIDS
SIDO	Small Industries Development Organization

SME	Small and Medium Enterprise
SNV	Netherlands Development Organisation
SUA	Sokoine University of Agriculture
TAHA	Tanzania Horticultural Association
TALIMETA	Tanzania Livestock and Meat Traders Association
TAMPA	Tanzania Milk Processors Association
TASGA	Tanzania Sugarcane Growers Association
TASU	Tanzania Agricultural Scale-Up
TATEDO	Tanzania Traditional Energy Development Organization
TCB	Tanzania Coffee Board
TCCP	Tanzania Competitiveness Cluster Program
TCRS	Tanzania Christian Refugee Service
TDBP	Tanzania Domestic Biogas Program
TEOSA	Tanzania Edible Oil Seeds Association
TFCG	Tanzania Forest Conservation Group
TGT	Tanzania Gatsby Trust
TIRDO	Tanzania Industrial Research and Development Organization
TISCO	Tanzania Industrial Studies and Consulting Organization
TMB	Tanzania Meat Board
TOSCI	Tanzania Official Seed Certification Institute
TPSF	Tanzania Private Sector Foundation
TRIAS	Belgian International NGO
TSAE	Tanzania Society of Agricultural Engineers
TSB	Tanzania Sisal Board
TUJIKIMU	Livelihood Project of Plan Tanzania
UNIDO	United Nations Industrial Development Organization
USADF	US African Development Foundation
USAID	US Agency for International Development
USDA	US Department of Agriculture
UWAKAMA	Umoja wa Wafugaji Kanda ya Mashariki
VALEO	Village Agriculture and Livestock Extension Officer
VC	Value Chain
VECO	Vredeseilanden Country Office (Belgian International NGO)
VICOBA	Village Community Bank
VSO	Volunteer Services Organization
WAEO	Ward Agricultural Extension Officer
WFT	Wood Family Trust
WRS	Warehouse Receipt System

1. Introduction

Both Irish Aid and DANIDA have since 2009 implemented activities applying the value chain methodology and are now seeking to expand their activities into additional sectors/commodities. In order to take an informed decision the need for an overview of existing value chain studies and implementation activities has been identified. Match Maker Associates Ltd, a private sector development consultancy and training firm, has been commissioned to undertake a scoping exercise of value chain initiatives in Tanzania.

The main objective of the scoping exercise is to identify the existing value chain/addition initiatives in Tanzania, what and where gap(s) exist and where Irish Aid and DANIDA could, through provision of support, add value. The Specific Objectives of the scoping exercise according of the terms of reference is to conduct a desk review to map out, as comprehensively as possible, the ongoing value chain related initiatives in Tanzania in the rural development/agriculture sector as well as the non-agricultural sector. The study should cover sectors being supported by government of Tanzania, development partners, private sector and civil society, and provide an overview of implementing partners, geographic outreach, target groups, main focus, implementation modality and other relevant information.

For Irish Aid the aim is to identify two feasible value chain initiative(s) for an agriculture commodity (crop or livestock) that Irish Aid could potentially support, where Irish Aid clearly adds value; this could involve support to an existing initiative or a new initiative entirely. The value chain should have a strong focus on smallholder male and female farmers. For DANIDA identify two feasible value chain initiatives for agricultural commodities with significant processing potential and two feasible value chain initiatives for non-agricultural commodities (e.g. service sector, renewable energy) which can be included in BSPS IV as a point of departure (existing of new initiatives).

Irish Aid Tanzania is developing a Rural Livelihoods and Growth programme under its new Country Strategy Paper (CSP) for the period 2011-2015. The overarching goal of the CSP is inclusive growth and reduced poverty and vulnerability. A key outcome sought under the CSP is that rural poor are more income secure. DANIDA has formulated BSPS IV based on the assessment of business environment in Tanzania. The thrust is to continue supporting relevant value chains with the aim to stimulate growth in MSMEs and create employment within the next phase of its business sector programme. The BSPS IV will work to strengthen growth in productive sectors and employment creation, as did component C in BSPS III. A value chain/M4P approach will be applied. Factors can amongst other comprise of access to finance, access to business premises, education & training, public sector imposed constraints. The programme will focus on sectors with high potential for stimulating growth and employment creation and efforts should be made also to identify green energy sectors.

Match Maker Associates have inventorised value chain initiatives in Tanzania based on its earlier work in the sector and from different other sources. DANIDA provided a useful reference list of studies that had been conducted by various agencies. A template for information and data gathering was developed and shared with Irish Aid and DANIDA during inception meeting. Key development agencies championing value chain approach have been contacted to fill in a questionnaire and for most of them a visit made to highlight their experiences and gaps in implementing value chain development programs. A total of 62 initiatives have been covered in this report and have been categorised into three main areas namely, Agricultural value chain initiatives (45 initiatives), non-agricultural value chain (9 initiatives) and Renewable energies (8 initiatives).

One of the limitations in this scoping exercise is absence of a common understanding and application of value chain approach across organisations. It is therefore; inevitable that what is covered in this scoping exercise has also adopted a broad range of initiatives starting from sector, subsector, specific value chains and even specific projects targeting certain segments of value chains.

Essentially, this report presents the broad scoping outcomes taking commodities as an entry point and two other specific reports have been prepared, one to Irish Aid and another to DANIDA.

2. Summary of recent value chain studies

Numerous studies have been conducted, which have focused on one or a few commodities in a specific area, and attempted to analyse dynamics and the links between actors in the value chain. Nearly every crop featured in this report has been investigated previously, with the frequency of reports on a particular chain corresponding to the number of ongoing donor and private sector initiatives in that chain. The findings of these studies indicate areas of constraint, as well as existing opportunities for developing the chain. An overview of VC studies in Tanzania can be found in the annex 2. Of 77 studies reviewed half (39) were on individual crops as shown in table 1. The oldest study was conducted in 2003; however, most studies have been undertaken in the last five years. Annex 4 give more detailed highlights.

Table 1: Summary of studies reviewed

Value chain	Number of studies
Cashews	5
Cassava	5
Dairy	4
Fruits and vegetables	4
Maize	2
Mining	3
Rice	5
Sunflower	8
Tea	3
Other studies	38
Total	**77**

3. Agricultural value chain and other initiatives

Figure 1 that follows is a map showing areas where agricultural value chain initiatives are ongoing in Tanzania and the key for Figure 1 is presented as table 2 thereafter.

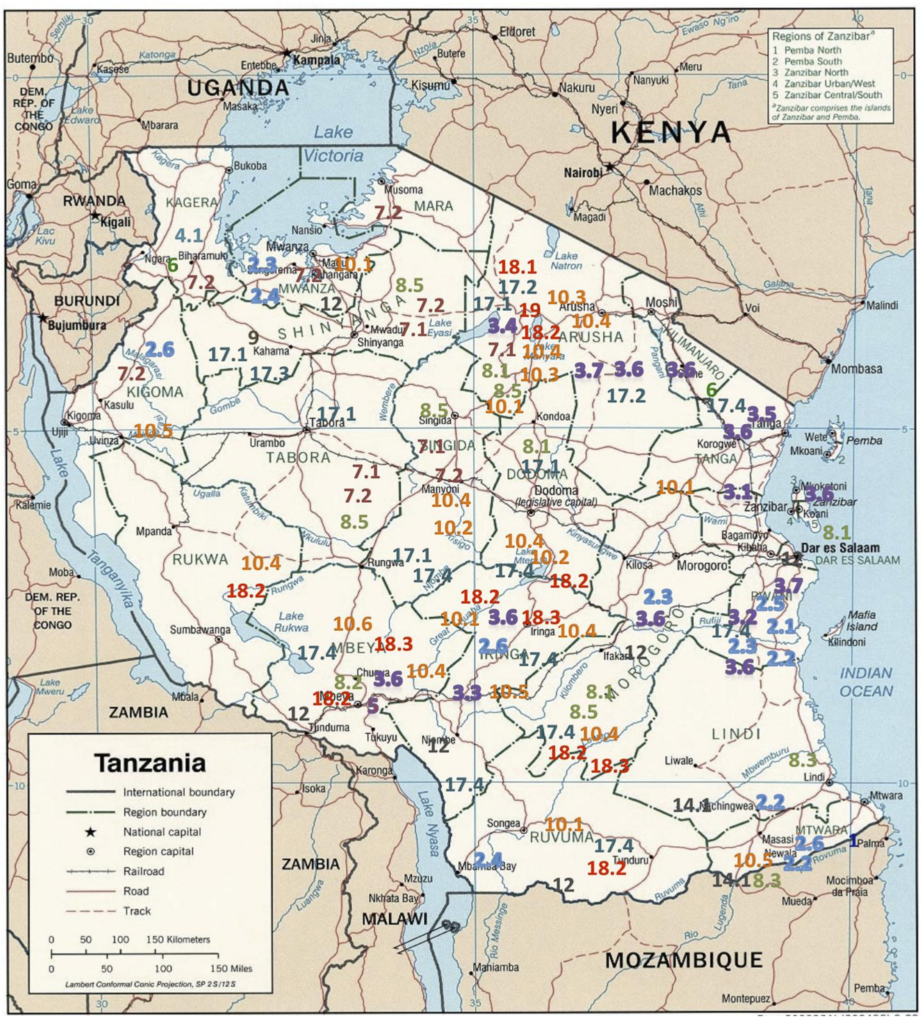

Figure 1: Major agricultural value chain initiatives in Tanzania 2012

Table 2: Major agricultural initiatives in Tanzania 2012

SNO	INITIATIVE	Promoters and implementers			LOCATION (REGIONS)
		Development Partners	Public	Private Sector	
1.	FT/organic cashew nuts			MHQFP DuCon	Mtwara
2.1	Cassava	VECO			(Pwani)
2.2		FAO	LGAs, ARI		Mtwara, Lindi Pwani
2.3		Plan Tanzania	2		Mwanza, Pwani Morogoro
2.4		IFAD (MUVI)	MITM/SIDO	PWC	Mwanza + Ruvuma
2.5		IFAD (MUVI)	MITM/SIDO	TISCO	Pwani
2.6		Concern Worldwide			Mtwara, Kigoma + Iringa
3.	Fresh fruit + vegetables				
3.1	Citrus	IFAD (MUVI)	MITM/SIDO	MMA	Tanga
3.2	Mangoes + Pineapples	IFAD (MUVI)	MITM/SIDO	TISCO	Pwani
3.3	Tomatoes	IFAD (MUVI)	MITM/SIDO	BCS	Iringa
3.4	Onions	VECO			Manyara
3.5	Vegetables	Oxfam GB, LBTIC			Tanga
3.6	Vegetables and fruits	Fintrac, USAID		TAHA	Arusha, Kilimanjaro, Tanga, Pwani, Morogoro, Iringa, Mbeya, Zanzibar
3.7	Horticulture	TPSF/CCP		TAHA	Northern zone, Coast
4. 1	Dried fruit and vegetables			Matunda Mema (T) Ltd	Karagwe (Kagera)
4.2				KNFC	Kilimanjaro
4.3		NUFU, DANIDA, TPSF / CCP	SUA Incubator		
5.	Cocoa	Technoserve, Irish Aid, USAID	MAFC		Kyela and Rungwe (Mbeya)
6.	Organic and FT Coffee		MAFC	KCU, KDCU, KNCU	Kagera, Karagwe, Kilimanjaro
	Conventional Coffee	VSO / Kolping		ASU, KCU	Kagera
7.1	Cotton	RLDC, Biosustain Ltd, BioRe, Oridoy Rural Cooperative Society, MSK Ltd, LGA Bariadi	TCB		Central Corridor: Singida, Tabora, Manyara, Shinyanga
7.2	Cotton	DFID + Gatsby Foundation, TGT, Technoserve	TCB		Kagera, Mwanza, Mara, Tabora, Shinyanga, Singida, Kigoma
8.1	Cereals: Maize and Rice	NAFAKA: ACDI- VOCA, USAID	MAFC, DALDOs	Various local companies	SAGCOT Kiteto (Manyara) & Kongwa (Dodoma) Kilombero & Mvomero (Morogoro); Zanzibar
8.2	Maize and paddy	Technoserve, EAGC			Mbeya
8.3	Rice	AKF, DfID, VSO			Lindi & Mtwara
8.4	Rice	Oxfam GB, RUDI & SHIDEPHA			
8.5	Rice	RLDC,	ASA	MVIWATA ROKO Investment & GAKI	Manyara, Morogoro, Tabora, Singida, Shinyanga

				Investment	
9.	Sisal	Oxfam GB		REDESO	Shinyanga
10.1	Oilseeds: sunflower and sesame	IFAD (MUVI)	SIDO	MMA, PWC, BCS	Iringa, Tanga, Mwanza, Ruvuma
10.2	Sunflower	RLDC			Dodoma, Manyara, Singida
10.3	Sunflower	TRIAS, FIDE,		FAIDA MALi MVIWATA, MVIWAMO, Gallapo Farmers' SACCOS	Manyara, Arusha
10.4	Sunflower and sesame	SNV, RLDC, FINCA, VSO, PASS	SIDO, TISCO	SACCOS	Manyara, Arusha, Singida, Dodoma, Morogoro, Mbeya, Iringa, Rukwa, Ruvuma
10.5	Sunflower	Concern Worldwide Tanzania		KIMAS, CARITAS, CONSORTIUM, TCRS, REDESO	Mtwara, Kigoma, Iringa
10.6	Sunflower	VECO			Mbeya
11.	Tea		Tea Board of Tanzania, MAFC	WFT	
12	Multi crops	SAGCOT, HKI, TFNC	MAFC, LITI		Dar es Salaam, Morogoro, Iringa, Njombe, Mbeya, Ruvuma, Mwanza
13.	Sugarcane		TSB	Ilovo Sugar Ltd. KCGA, RCGA, MOA, TASGA	
14.1	Pulses	LIMAS		Export Trading, MeTL, Afrisian, Olam	Lindi & Mtwara
14.2	Edible nuts	EPOPA			
15.	Non-value chain interventions (Matching grants & Training)	SCF, JICA, ADF, FAO			
16.	KILIMO Kwanza, SAGCOT initiatives	Various Donors	Agric Lead Ministries	ACT etc	Country wide

Livestock:

SNO	INITIATIVE	Promoters and implementers			LOCATION (REGIONS)
		Development Partners	Public	Private Sector	
17.1	Livestock: indigenous poultry	RLDC & various partners			Shinyanga, Tabora, Manyara, Dodoma, Singida
17.2		TRIAS, FIDE		FAIDA MaLi, MVIWAMO	Arusha, Manyara
17.3		Oxfam GB,		TSAE	Shinyanga
17.4		DfID, NR International	VALEOS	RIU Tanzania, MUVEK	Pwani, Dodoma, Singida Morogoro, Tanga, Ruvuma, Njombe, Iringa, Mbeya
18.1	Livestock: red meat and dairy	IFAD (MUVI)	SIDO	UDSM (ERB)	Manyara
18.2		SNV		TALIMETA, UWAKAMA, TAMPA	Manyara, Dodoma, Morogoro, Mbeya, Iringa, Rukwa, Ruvuma
18.3	Livestock: red meat	UNIDO, IFAD, FAO	MLDF, TMB		Morogoro, Iringa, Mbeya
19	Livestock: Goats	VECO			Manyara

3.1 Crops

The following is a snapshot of agricultural – crops value chain initiatives in Tanzania

3.1.1 Cashew nuts

According to FAO 2008 data cashew nut production in Tanzania ranks 16th in terms of the value it generates. However, the cashew nuts constitute an important export crop generating substantial foreign currency income. The area under production, during the last years, ranges from 80,000 to 90,000 hectares. Production, in the last decade has been below the peaks around the year 2000. The last two years, however, seem to have marked a substantial upward trend in production. However, in general there are a number of systemic constraints, which prevent Tanzania from further increasing its production. For instance, this year over 150,000 tonnes have been produced in the country although over 85,000 tonnes are still held in stock due to lack of competitive pricing model (The Citizen, 26th March 2012).

Main regions of production are Mtwara, Lindi, Coast as well as Ruvuma and Tanga. In 2009/2010 Mtwara and Lindi regions produced more than 87% of the national production. Much of the production is concentrated in a few districts such as Tandahimba, Newala, Masasi, Mtwara, Mkuranga and Nachingwea. There have been also efforts to introduce cashew cultivation in regions such as Iringa, Dodoma and Singida, but the results have been rather poor. There is growing market for unprocessed and processed cashew from Tanzania. Organic and fair trade niche markets are opening up in Europe and North America. Previously initiatives on cashew by FAO (One UN JP) and TechnoServe (USAID funded) have ended; however, ongoing vibrant initiative is production and marketing of organic cashew spearheaded by Masasi High Quality Farmers Products Limited (MHQFP).

Masasi High Quality Farmers Products Limited (MHQFP) is a registered organic farmers company in Masasi district in Mtwara region with about 1,350 members. The company was registered in 2008 just a year after its members were organised in six villages. Currently, the company comprises of nine village groups in Masasi district. MHQFP together with Dutch Connexxion (DuCon) – a Dutch partner are developing a value chain of organic and fair trade cashew destined to European market. MHQFP is the chain leader but the weakest in terms of level of competitiveness compared with its upstream (Mukpar, Abbas, Bustani ya Tushikamane) and downstream (Olam and Intersnacks) counterparts. Pan African Consulting & Exporting (PACE) a newly US company is currently seeking partnership with MHQFP for scaling up and out beyond Masasi. FINNIDA project in southern Tanzania (LIMAS) is also eager to replicate MHQFP business model in Newala and Liwale districts in Mtwara and Lindi regions respectively.

Initiative	**Masasi High Quality Farmers Products Limited (MHQFP)**				
Type of value chain	**Location / geographic outreach**	**Implementing and funding agencies**	**Time Horizon**	**Objective of the initiative, including target group(s)**	**Number (outreach) and type of Actors in the value chain**
Organic and Fairtrade cashews for export	Nine villages in Masasi district	Dutch Connexion (DuCon) + (MHQFP)	2008 - ongoing	Smallholder cashew farmers. The objective is to increase the income of the farmers.	9 village groups with a total of 1,349 members
Activities	- Mobilizing and strengthening producer groups - Enhancing productivity and production at farm level - Adding value in two shelling factories - Developing and enhancing business and markets				
Potential and actual benefits +	- >600 farmers have been converted to organic production, >700 others are in conversion. - Two processing factories operational				

linkages	- MHQFP with 9 groups fairtrade certified - 5th year of Farmer Field Schools (FFS), with over 800 farmers trained - Contract with Intersnack (Netherlands/Germany)
Gaps	- Still marketing through Olam Tanzania Limited – limited volume and processing capacity - Policy constraints unresolved – absence of buying and export permits

3.1.2 Cassava

Global cassava output in 2011 rose by 5% from 2010 and surpassing 250 million tonnes for the first time. The expansion is being driven by increasing industrial applications of cassava in Southeast Asia, (especially ethanol), and also by consumer demand for food cassava products, which confirms the increasingly important role played by the crop for food security, particularly in Africa. These diverging trends underscore a growing geographical divide between the contrasting roles of cassava in the agricultural economy of the two regions. Regarding food utilization, initiatives that promote cassava to meet rising dietary needs have been undertaken in many countries, especially in sub-Saharan Africa. The consumption of cassava (mostly in the form of fresh roots and basic processed products) continues on an upward trend in the region. With the overall production increase in 2011, per capita food availability could rise by 4 kg to around 113 kg per year. Measures to promote domestic cassava flour over imported cereals, either for direct consumption or through blending, remain active throughout the world or constitute an important determinant in boosting cassava food consumption. With little prospect of turmoil easing in global markets for staples, cassava's importance as a strategic crop is becoming more pronounced in many vulnerable countries in Africa, especially as cassava roots require few inputs and can tolerate dry weather conditions. These attributes are supporting long-term programmes for the commercialization of cassava as a food crop, principally in a processed form, and are also behind government food-security initiatives with the support of international donors.

In Africa, and Tanzania in particular, cassava yields are generally low due to the occurrence of pests and diseases, extremely low soil fertility, moisture stress, the use of low yielding traditional planting materials and poor, subsistence farming practices. Tanzanian national average yield is 2 MT/ha (dry weight). However, the introduction of new high yielding varieties (18-25 MT/ha) to dramatically increase productivity, along with expansion of the planted area of cassava, has the potential to produce manifold increases in production volumes.

Currently the ongoing cassava value chain initiative in Tanzania include

- VECO (2008 – 2013) active in Mkuranga district
- FAO (2010 – 2012) working in southern (Mtwara and Lindi) and coastal (Pwani) zones
- Plan Tanzania (2011 – 2015) through Tujikimu project active in Mwanza, Geita, Kisarawe, Kibaha & Ifakara
- MUVI (2009 – 2013) working in Pwani , Mwanza and Ruvuma regions
- Concern Worldwide Tanzania - 9 districts in Mtwara, Kigoma and Iringa regions

Initiative	**VECO Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Cassava	Mkuranga District, Coast Region	VECO	Phase I: 2008-2010 Phase II: 2010-2013	To enable smallholder farmers to increase productivity and incomes through commercial farming	800 small-holder farmers
Activities	- Organization into farmers' groups, to enable collective marketing, processing etc. - Training in cassava processing skills - Establishment of a processing facility, farmers contributed 50% of cost				
Potential and actual benefits +	- 4 cassava flour processing facilities constructed, 2 on the way - Farmers are organized in groups				

linkages	
Gaps	- Support for infrastructure development e.g. boreholes for water to serve the processing facilities - Construction feeder roads to and from the farms / processing centers - BDS to private sector to allow them to link up with farmers - Microfinance – development of products suitable for farmers. - Establishment of a fair weights and measurements system for cassava

Initiative	**FAO Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Cassava	Southern and Eastern Zones (Mtwara, Lindi and Pwani Regions)	FAO LGAs ARI	2010 - 2012	To restore cassava yields by reinforcing capacity of smallholder farmers to prevent, mitigate, prepare for and responding to cassava related pest and diseases in the region	Farmers (in groups), Extension and Research Officers, Plant Protection Officers, traders and regulators
Activities	- Training on GAPs and use of improved inputs - Establishment of multiplication plots and promotion of PVS and FFS methodologies - Establishment of a National Cassava coordination platform				
Potential and actual benefits + linkages	- Improved cassava varieties available and accessible - Improved knowledge and GAPs on cassava - A coordination platform in place - Strengthened cassava germplasm at ARIs - Cassava yields improved from 6 mt to 14 mt - Spread of cassava epidemics mitigated				
Gaps	- Value addition, products development and marketing				

Initiative	**Plan Tanzania KUJIKIMU Project**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Cassava	Mwanza, Geita, Kisarawe, Kibaha & Ifakara	TUJIKIMU Project Plan Tanzania - Funding SIDO – Training in processing, packaging of agricultural products	July 2011 – June 2015	Improve production & quality of SH farmers' products, Facilitate linkages with markets	SH farmers, and farmers' groups
Activities	- Agricultural training - Food processing and packaging training - Marketing and business skills training				
Potential and actual benefits + linkages	- Farmers are planting improved cassava seeds - Farmers are selling processed flour instead of fresh cassava				
Gaps	- Market linkages				

Initiative	**MUVI Pwani, Mwanza and Ruvuma**

Type	Location	Implementers	Time	Objectives	Outreach
Cassava	Pwani, Mwanza and Ruvuma regions	IFAD (Funding), SIDO (project management) under the Rural small and Micro enterprise programme (MUVI), Pricewater Coopers – PWC – Mwanza and Ruvuma; TISCO - Pwani (VC Implementing Partners),	2007-2013	Strengthen the growth of rural micro, small and medium enterprises and their value chain participants by increasing their interaction with viable markets in a coordinated and sustainable manner	Smallholder and commercial farmers, SMEs (processing, BDS providers – input suppliers, trainers), local government: regional and district authorities
Activities	- Support availability of quality and affordable seeds to farmers - Development of innovative actions and policies to transform smallholders production and marketing - Improve efficiencies in chain operations - Establish market intelligence, generation and dissemination - Establish and strengthen producers and traders associations to increase their bargaining power - Strengthening value chain coordination platforms and forums - Facilitate value chain actors access to financial and input supply services				
Potential and actual benefits + linkages	- Adapt appropriate processing technologies to increase cassava shelf life and accessibility of better markets				
Gaps	- Scale of production has not yet attract investment in commercial processing				

Initiative	**Concern Worldwide Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Cassava	9 districts in Mtwara, Kigoma and Iringa regions	Concern Worldwide Tanzania with CSO partners: KIMAS – Masasi and Nanyumbu CARITAS – Kigoma CONSORTIUM – Kasulu TCRS – Kigoma REDESO – Kibondo plus LGAs in 9 Districts and 5 CBO partners of Iringa region	2010-2013	Through value addition and markets, the programme seeks to increase disposable income and diversify livelihood strategies	- 3450 direct beneficiaries / farmers - 67 processors + 2 traders for cassava and sunflower
Activities	- Training through FFS in crop diversification and small-scale irrigation. - Support in quality declared seed multiplication - Support on agriculture techniques through community extension services				
Potential and actual benefits + linkages	- The programme will achieve increased crop production from the current situation leading to an increased number of poor HHs that have recommended stock levels of staple foods throughout the year. - Established relationship with 3 input suppliers i.e. ASA, NARI, Intermech				
Gaps	- Scale of production has not yet attracted investment in commercial processing				

3.1.3 Fresh fruit and vegetables

The value of world trade in the fresh fruits and vegetables (FFV) sector has quadrupled in the last two decades, reaching $US 108 billion in 2004. Fruit and vegetable products (both fresh and processed) accounted for 22 percent of total agricultural exports from developing countries. Fruit trade is heavily concentrated in bananas, citrus, grapes and apples. Vegetable trade is more fragmented, with tomatoes making up the largest percentage of about 20 percent. However, in Tanzania, marketing fresh fruit and vegetables (FFV), i.e. getting FFV from the producer to the consumer is a complex task. Produce has to be sourced from various locations and transported to distant markets. Fresh fruit and vegetables in Tanzania are grown in various (specific) areas that are often remote from (major) consumer areas and there are few infrastructural bottlenecks between production and marketing areas. A number of interventions have been made to reduce the plight of producers and marketers of FFV. Among others include MUVI, VECO Tanzania, Oxfam GB TASU, TAPP and TPSF/CCP as summarized hereunder.

Initiative	**MUVI Tanga, Pwani and Iringa**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Fresh fruit and vegetables	Muheza and Korogwe districts Tanga (Citrus) Mkuranga district Pwani (Mangoes and Pineapples) and Kilolo district Iringa (Tomatoes)	IFAD (Funding), SIDO (project management) under the Rural small and Micro enterprise programme (MUVI), VC Implementing Partner MMA (Tanga); TISCO (Pwani); and Business Care (Iringa),	2007-2013	Strengthen the growth of rural micro, small and medium enterprises and their value chain participants by increasing their interaction with viable markets in a coordinated and sustainable manner	Smallholder and commercial farmers, SMEs (processing, BDS providers – input suppliers, trainers), local government: regional and district authorities
Activities	- Support availability of quality and affordable seeds to farmers - Development of innovative actions and policies to transform smallholders production and marketing - Improve efficiencies in chain operations - Establish market intelligence, generation and dissemination - Establish and strengthen producers and traders associations to increase their bargaining power - Strengthening value chain coordination platforms and forums - Facilitate value chain actors access to financial and input supply services				
Potential and actual benefits + linkages	- Increased income to farmers and traders - Reliable market to Kenya for some organised farmers and traders				
Gaps	- Absence of commercial processor in Tanga - Low margins to farmers due to high transaction costs for fresh citrus destined to Dar es Salaam due to multiple urban traders and high transport (fuel) costs				

Initiative	**VECO Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Onions	Simanjiro district Manyara region	VECO	Phase I: 2008-2010 Phase II: 2010-	To enable smallholder farmers to increase productivity and incomes through	800 small-holder farmers

			2013	commercial farming	
Activities	- Organization into farmers' groups, to enable collective marketing, processing etc. - Training in cassava processing skills - Establishment of a processing facility, farmers contributed 50% of cost				
Potential and actual benefits + linkages	- Farmers are organized in groups				
Gaps	- Developing suitable microfinance products for farmers - Unfair measurement of farm produce - Ad hoc cross-border buying and selling without contracts				

Initiative	**Oxfam GB TASU programme**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Vegetables	Korogwe &Lushoto district in Tanga	Oxfam, LBTIC	2009-2017	-Improve smallholders farmers income and food security -Make markets work for farmers (enhance traders and markets) - Provide community empowerment skills - Women Economic Leadership	- Input suppliers (seeds, fertilizers, pesticides vaccines) - Producers (local farmers) - Traders - Middlemen - Brokers - End users /consumers in domestic and export markets
Activities	- Organize farmers associations; facilitate training on vegetable agronomics, business and entrepreneurship skills and link stakeholders across the value chain.				
Potential and actual benefits + linkages	- Well organized farmer market associations - Improved farmers mind set change-Most of the farmers have started producing with the sense of market demand (price, volumes)-market based, etc				
Gaps	- Women participation at higher (market) levels in traditionally dominated male value chains is still weak Oxfam continues to fine-tune gender approaches.				

Initiative	**Tanzania Agricultural Production Programme - TAPP**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Vegetables and fruits	7 regions (Arusha, Kilmanjaro, Tanga, Pwani, Morogoro, Iringa & Mbeya) + Zanzibar Isles	Fintrac (implementing agency) + USAID (Funding)	Oct 2009 – Sept 2014	Increase incomes of small farmers: 19,000 beneficiaries over 5 years 40% yield increases in targeted crops $16.3 million in incremental sales 9,500 hectares under new technologies	Input suppliers, farmers, traders, retailers, processors, exporters, trade/producer associations, government, development partners
Activities	- Training, technical assistance, demonstration plots, - Introduction of new technologies, grants to commercial partners, - Capacity building of local entities including Tanzania Horticulture Association (TAHA), - Sector analysis (market prices), household nutrition interventions, HIV/AIDS activities on economic strengthening, prevention and services to OVCs and other vulnerable households.				

Potential and actual benefits + linkages	- 46% increased yields, - $2,297/ha gross margins for targeted crops - 9,000 farmers adopting new technologies - 7 policy reforms supported - Nearly 11,000 beneficiaries - Tanzania fresh supply network may be developed
Gaps	- Interested in greater focus on financing/micro-financing options throughout the value chain.

Initiative	**Tanzania Cluster Competitiveness Programme - TCCP**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Horticulture	Northern zone, Coast	CCP/TPSF, TAHA	2009- May 2012	To strengthen and overcome constraints in the value chain using a comprehensive cluster approach	Farmers, traders, TAHA
Activities	- Supporting HODECT to develop National Horticultural Strategy - Supporting AMAGRO in the mango value chain – sector studies, mobile collection centres - Support to high value vegetable exporters – Home Veg +dried fruit incubator at SUA				
Potential and actual benefits + linkages	- Improved linkages between actors through cluster development approach				
Gaps	- Program and activities will end in May 2012 - The dried fruit cluster initiative could not be developed to its economic viable potential				

3.1.4 Dried fruit and vegetables clusters

Most dried fruit and vegetables initiatives in the country are not fully commercialized as they are driven by development projects/funds. The development partners have been approached for support through income generating groups (especially marginalised groups e.g. women groups). Women groups have also been favoured most as they address food security issues at households. Individual entrepreneurs, especially men have found it more demanding to access financial and technical support. Although there are only a handful widely known dried fruit and vegetable processors in Tanzania as shown hereunder, it is estimated that there are more than 200 dried fruit and vegetables processing groups and individuals in the country, albeit most of them not at commercial scale. During this exercise, export figures of dried fruit and vegetables from Tanzania was not possible to establish. There is; however, significant importation of dried fruit and nuts especially by supermarket retailers. The main sources of imported dried fruit and nuts in Tanzania include Kenya cereal breakfast manufacturers (*Kellogg's, Nestlé*), UK and various South African (*Freshmark*) and Middle East companies. Few dried vegetables are also imported by soup marking companies such as European (*Knorr and Maggi*), various Asian and Chinese companies and Kenya's *Royco*.

Initiative	**Various dried fruit and vegetables initiatives**
Matunda Mema Karagwe	Matunda Mema (T) Limited is a company registered in Tanzania since October 2001. The company is based in Kayanga Town, Karagwe District in Kagera Region in North Western Tanzania. Matunda Mema started processing (solar drying) organic pineapples in 2001 and organised two groups of (44) smallholder farmers around Nkwenda and Ihanda with support from CHEMA project. Currently, 100% of Matunda Mema dried organic pineapples are sold to Kipepeo Bio & Fair Ltd in Germany. By 2011 a total of 260 farmers are certified organic producers in Karagwe selling 1.3 tons per month to Kipepeo Bio & Fair Ltd through Matunda Mema.
Kilimanjaro Natural Foods	Kilimanjaro Natural Food Cooperative Society (KNFC) was registered in year 2002 to assist and support women and men in Kilimanjaro region to produce solar dried fruits and vegetables mainly roselle, mangoes and mushroom. KNFC was initially

Cooperative (KNFC)	supported by AMKA but after end of AMKA project, KNFC is now supported by KWIEKO. KNFC is working with about 600 women who constitute 98% of the members. Not all members possess driers, drying is done in small groups of women using one dryer. Most members are organized in 30 solar drying groups. Nevertheless, KNFC has not been able to process 1 ton per annum (last year they managed to process 700kg only).
SUA Incubator	The SUA Business Incubator (SBI) started as a small dried fruit and vegetables processing unit in 2009. Two graduates, one from Food Science and another from Agribusiness postgraduate (MBA) were employed together with a processing support staff (with Ordinary Level secondary certificate). The Food Science graduate left the unit shortly after being employed and the agribusiness graduate opted for part time and eventually also looked for formal employment in November 2011. At the moment the processing supervisor oversees most of the operations and marketing activities of the unit. SUA Business incubator (SBI) is a donor-funded initiative that has benefited from NUFU and DANIDA pilot project financial support. The recent TPSF/CCP financial support bridged the two projects that support the women groups under the research project on women empowerment (NUFU) and the DANIDA pilot project. Until now SBI has not been able to be fully commercialised
Gaps	- Still donor driven initiatives that are very much at pilot stage with exception of Matunda Mema - Scattered effort and absence of country strategy to compete in the regional and EU markets.

3.1.5 Cocoa

Tanzania is a very small player in terms of global cocoa market share. The country produces between 7,000 – 10,000 metric tons per year of raw cocoa, mainly in Kyela and Rungwe districts in Mbeya region and to a lesser extent in Ifakara in Kilombero district in Morogoro region. The largest producers in the world are Ghana and Cote d'Ivoire with 675,000 and 1.4 million metric tons, respectively. Despite being a small player in the world market, Tanzania has unique comparative and competitive advantages that present an opportunity for smallholder cocoa farmers. First, the flavour profile is unique, which is largely due to Tanzanian cocoa having originated from Cameroon – recognized among buyers for its complex flavour. Limited lines of single origin Tanzanian chocolate bars already exist. In the southern highlands, the Mbeya region, specifically Kyela and Rungwe districts have the agronomic conditions that are very good for cocoa production; however, cocoa productivity and quality is currently low largely due to poor agronomic practices, primarily during production and post-harvest handling. More specifically, many farmers are not conducting proper pruning to control for cocoa capsids and pod rot disease. In addition, fermentation and drying are not always conducted properly, which significantly degrades the quality of the cocoa. Although some high quality cocoa is produced, the lack of applying proper practices has resulted in inconsistent supply quality.

Initiative	**Cocoa Quality and Market Access Program**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Cocoa	Kyela and Rungwe districts in Mbeya region. Phase II: add Kilombero district in Morogoro region	Technoserve, Irish Aid USAID	Phase I: 2009-2011 Phase II: 2011-2015	28000 smallholder farmers	Smallholder farmers, buying agents, exporters, local government, financial institutions, input suppliers, port inspectors, TRA, MAFC, Tanzania Pest Control
Activities	- Capacity building of farmers business group - Quality improvement and collective trading through a Centralized Cocoa Fermentary				

Potential and actual benefits + linkages	- Improved bargaining power and improved quality standards led farmers to 'double their incomes' - More women participation in cocoa farming - Increased revenues to government through levies
Gaps	- Promotion of local consumption of cocoa - Utilization of by-products e.g. pod husks to make soap, organic fertilizer - Policy / country strategy on cocoa farming - Market driven demand for certification – govt needs to provide a framework

3.1.6 Coffee

Coffee production in Tanzania is a significant aspect of its economy as it is Tanzania's largest export crop. Tanzanian coffee production averages between 30-40,000 metric tons each year of which approximately 70% is Arabica and 30% is Robusta. The main growing regions of Arabica are in North Kilimanjaro, Mbeya, Matengo Highlands, Mbinga, Usambara Mountains, Iringa, Morogoro, Kigoma and Ngara. The main growing region of Robusta is the Bukoba area of the Kagera Region.
Average yearly production over the past thirty years has stagnated at fifty thousand metric tons, characterized by biannual troughs and production has swung between 33,000 and 68,000 metric tons. VSO as well as KCU, KDCU and KNCU are active in conventional, organic and fair trade coffee trading as depicted below. TechnoServe through funding from Bill & Melinda Gates Foundation, USAID, Swiss State Secretariat fro Economic Affairs (SECO), Swiss Agency for Development and Cooperation implemented a coffee development project between 2008 and 2011. The envisaged impact of the intervention included 37% more income on coffee sold i.e. an additional $1 million a year in farmers' pockets by enabling them to, among other things, sell directly to overseas buyers such as Starbucks and Peet's Coffee & Tea.

Initiative	**Fair Trade Coffee**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Organic and fair trade Coffee	Kagera (KCU), Karagwe (KDCU), Kilimanjaro (KNCU)	KCU, KDCU and KNCU	Organic and Fair trade ongoing	To promote export of organic and Fair trade from Tanzania	Kagera 130,000+ SHFs Kilimanjaro 150,000+ SHFs
Activities	- Market development activities - Organise organic and Fair trade practice and certification - Training and extension services on organic farming - Coffee processing - curing and roasting for local and export markets				
Potential and actual benefits + linkages	- Farmers are informed and have improved production techniques. - Farmers understand and access organic and Fair trade markets				
Gaps	- Still small volume is traded as organic				

Initiative	**VSO Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Coffee	Kagera	VSO/Kolping	2008-2013	To improve the agricultural productivity, sustainability and quality of coffee cultivation in Nyamuhunga village, Muleba district - Kagera region.	262 Smallholder Farmers; 10 Local Facilitators; 3 Marketing bodies (ASU, KCU and Moshi Auction)
Activities	- Identification of market, market assessment, and facilitation & market linkages				

	- Entrepreneurship Recognition Award Scheme
Potential and actual benefits + linkages	- Farmers are informed and have improved production techniques. Farmers understand markets and they grow crops to suit demand and according to market quality specification.
Gaps	- Sustainable agriculture still challenge people depend on rain fed water for cultivation - Two thirds of agro produce are wasted – there is a need to improve crops handlings and/or develop value additions for the produce

3.1.7 Cotton

The cotton sector is central to Tanzanian society. Third largest among Tanzanian export crops, cotton is grown by as many as 400,000 independent smallholder farmers employing roughly 1 million acres. The sector impacts approximately 40% of the country's population including farmers, cotton ginners and merchants, inputs suppliers, researchers, other cotton processors and service providers, clothes wholesalers and retailers; and their dependents. Tanzania is among the world's top 25 cotton producers and fourth largest in Sub-Saharan Africa. Although the vast majority of the country's cotton crop is grown within the Western Cotton Growing Area comprised of the Mara, Mwanza, Shinyanga, Tabora, Singida, Kagera and Kigoma regions, over 90% of Tanzania's cotton farmers live in three regions: Mwanza, Mara and Shinyanga, the cotton growing 'Lake Zone'. The sub sector employs up to 400,000 Tanzanian smallholder farmers. RLDC, TechnoServe and Tanzania Gatsby Trust are the main active promoters of the cotton sector in the country as further elaborated below.

Initiative	**RLDC and partners**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Organic Cotton	Central corridor: Singida, Tabora, Manyara , Shinyanga regions	RLDC, Biosustain Ltd BioRe Oridoy Rural Cooperative Society MSK Ltd TCB & LGA Bariadi	Phase I: 2006 – 2007 Phase II & III: 2008-2011 Phase III: 2012-2015	To raise the efficiency of cotton farming through increased yields (from 300 to at least 1000 kgs per acre) and, improved quality and processing in order to enable smallholder producers to benefit	- Input Suppliers - Cotton farmers - Ginners - Cotton oil Millers - Exporters of lint - Textile industries: spinning and manufacturing - Wholesalers and retailers of cotton oil. - Wholesalers and retailers of textiles
Activities	- Linking with farmers' groups - Input distribution (seed, fertilizer and pesticides) - Gender mainstreaming. - Training of Trainers - Establishment of Farmers Field Schools				
Potential and actual benefits + linkages	- About 27,300 households benefited between January and December 2011 by timely delivery of inputs to producers. - Cotton producers and Nzega Local Authorities are well informed and supportive to the project - Knowledge on agronomic practices well disseminated - Increased income due to increased productivity, acreage and quality.				
Gaps	- Lack of appropriate quality of inputs - Need commitment of ginners in investing in provision of extension services. - Training to minimize cotton growers breaching contracts by side selling to other buyers. - Limited value addition, underdeveloped apparel and textile industry				

Initiative	TechnoServe and Tanzania Gatsby Trust (TGT)				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Cotton	Lake Zone (Kagera, Mwanza, Mara, Tabora, Shinyanga, Singida, Kigoma Regions)	DFID + Gatsby Foundation, (Funding) and Tanzania Gatsby Trust (TGT) + TechnoServe (implementing) TCB	Pilot: 2008-2010 Expansion: 2010-2012 Expected phase 3: 2012-	400,000 smallholder cotton farmers have increased yield by 10%, income by 10% and improved seed cotton by 20% by 2013 through participation in a contract-farming scheme.	- Input suppliers: seeds, pesticides - - Small-scale farmers (average of 2 acres), - Private cotton gins, - Tanzania Cotton Board - Cotton Development Trust Fund
Activities	- Training of cotton inspectors and building monitoring and reporting tools and structures - Capacity building of Ward Agricultural Extension Officers (WAEOs) - Facilitating accessibility of agronomy extension and input supply - Promoting contract farming model - Production and Marketing Information System (CPMIS) linking pilot farmers, ginners and TCB and DALDO offices.				
Potential and actual benefits + linkages	- 500 WAEOs trained in business farming - Capacity building of Farmer Business Groups (FBGs) - 400,000 cotton farmers formed into FBGs for purpose of contract farming - 3,000 lead farmers increased skills on cotton agronomy - 13% average increase in yields - Increase in sales revenue per farmer from 453,037 TShs in 2009 to 754,720 TShs in 2011 (this was due to increased cotton farm gate price and increased acreage grown by farmers) - Reduction in costs of production per farmer from 273,760 TShs per acre in 2008 to 164,520 TShs per acre in 2010 due to adoption of GAP				
Gaps	- Farmers need to be trained on how to grow a basket of food crops that will provide a balanced nutritious diet for their families year-round. - Limited value addition, underdeveloped apparel and textile industry				

3.1.8 Cereals: Maize and Rice

Maize is the most important staple food in Tanzania and in Eastern Africa region at large. In 2007 about 780 million MT of maize was traded globally (yellow and white). Maize market performance therefore has a significant impact on the welfare and food security especially of poor people. It has been ascertained that with growing urbanisation and high rates of poverty that limit dietary upgrading, market demand for food staples will grow steadily to USD 11.2 billion in 2015 and USD 16.7 billion in 2030 (WB Report AFR Sept 2009). This is a great emerging market opportunity, for countries like Tanzania. Rice is the second most important crop in Tanzania and mostly used as a cash crop. The Tanzanian productivity is lower than most neighbouring countries and one of the lowest in the world. Furthermore Tanzania hardly meets its own demand and therefore imports large quantities, mostly from South-East Asia. However Tanzania is the second producer in Southern-Eastern Africa. Tanzanian's total production is 899,000 metric tons, from which a small part is exported to neighbouring countries. There are few ongoing interventions on maize and rice in Tanzania as shown hereunder.

Initiative	NAFAKA: ACDI-VOCA				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Maize & rice	Southern Agricultural Growth Corridor:	NAFAKA: ACDI-VOCA (implementing agency), USAID	2011-ongoing	To improve the availability and access of staple foods and improve	5000 SH farmers (rice)

	Maize: Kiteto & Kongwa districts Rice: Kilombero& Mvomero districts + Zanzibar	(funding), Ministry of Agriculture, DALDOs		nutrition by enhancing the competitiveness of SH farmers	
Activities	- Linking producers with input, credit, technical and advisory service providers				
Potential and actual benefits + linkages	- Improved productivity, through a strong program of public and private extension services; - Increased incomes of vulnerable farmers, including women and young people, by building robust marketing groups - Improve competitiveness and trade				
Gaps	- Limited outreach in four districts in Mainland Tanzania and Zanzibar - 80% of NAFAKA budget is on rice under SAGCOT and thus limited budget for maize				

Initiative	**TechnoServe**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Maize and paddy for both local and regional markets	Mbeya region: 4 districts (Mbeya rural, Mbozi, Kyela and Ileje)	TechnoServe	February 2011 - February 2014	To increase returns to smallholder maize and rice farmers through access to storage and warehouse receipts system	20,000 farmers in 3 districts of Mbeya region
Activities	- Establish demonstration sites with warehouses - Training on post-harvest handling and on-farm storage - Establish market information system (EAGC) - Train farmers on use of WRS - Link storage facilities to financial institutions				
Potential and actual benefits + linkages	- 51 employments created at 4 warehouses in 2011. - Farmers are organized into groups - Better prices to farmers through collective selling through Warehouses - Improved Grain quality - Improved post harvest handling practices and reduced post harvest losses				
Gaps	- Production, as this intervention deals with post harvest handling techniques and marketing only. - To get marketable volumes of grains intervention is needed on enhancing the production component along the VC.				

Initiative	**Aga Khan Foundation - Coastal Rural Support Programme (CRSP)**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Rice	Lindi & Mtwara	Aga Khan Foundation DfID (funder) VSO Tanzania	2010-2014	To significantly increase food security, productivity and incomes for poor rice producing households	Approximately 2,300 organized in 46 groups. In the next five years, the intervention is expected to reach 37,500 farmers; in the

					next eight years, it will expand to reach 60,000 farmers.
Activities	- Participatory Learning and Action Research for Integrated Rice Management (PLAR-IRM) approach that strengthens farmers' capacity for integrated rice management through co-learning and innovation.				
Potential and actual benefits + linkages	- Increased rice productivity through assisting producers, groups and associations in improved rice management techniques and increase productivity and competitiveness of the rice value chain through facilitation of backward and forward linkages.				
Gaps	- Limited outreach				

Initiative	**Oxfam GB TASU Programme**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Rice	Bukombe and Kahama district-Shinyanga region	Oxfam, RUDI & SHIDEPHA	2009-2017		- Input suppliers (seeds, fertilizers, pesticides vaccines) - Producers (local farmers) - Traders - Middlemen - Brokers - End users /consumers in domestic and export markets
Activities	- Provide assessment on, and establishment of, a warehouse receipt system (WRS) - Provide training on women's literacy, empowerment and leadership to women and men.				
Potential and actual benefits + linkages	- Increased productivity & profitability due to market assurance (at 40-60%)levels – implying at least 40-60% of farmers output fetch competitive price				
Gaps	- Women participation at higher (market) levels in traditionally dominated male value chains is still weak Oxfam continues to fine-tune gender approaches.				

Initiative	**Rural Livelihood Development Company - RLDC**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Rice	Districts of Babati (Manyara region), Mvomero (Morogoro region), Igunga and Nzega (Tabora region) and Manyoni (Singida region), Shinyanga Rural and	RLDC MVIWATA, Agricultural Seed Agency (ASA), ROKO INVESTMENT & GAKI INVESTMENT-Private Millers	2010 - 2014	- Raise rice productivity of SH rice farmers - Enhance GAP - Enable formation of strong farmer groups - Raise farmers awareness and usage of improved rice seeds - Enable access to extension service/train and input supply - Strengthen	- At least 4000 HH rice farmers - Extension officers and farmer promoters (lead farmers) - Traders and millers in districts - Agro- dealers (input suppliers) - Village Extension officers

	Bukombe, (Shinyanga region)			improved seeds distribution system/chain - Assure markets for farmers' produce - Improve post harvest practices	
Activities	- Training of farmers in group formation, leadership, marketing, entrepreneurship, seeds, contract farming, post harvest practices - Establishment of FFS in villages for practical learning - Farmers exchange visits - Workshop/forum for agro dealers - Linking rice farmers with private sector buyers/millers - Provision of extension services - Linking to suppliers of improved seeds, post harvesting equipment and pesticides				
Potential and actual benefits + linkages	- Improved GAP - Increased rice productivity by at least 30% - Emerging strong rice farmer groups - At least 4000 rice farmers have access to private extension service and inputs - Strengthened business linkages between rice farmers and millers. - Increased sales of improved seeds by ASA from 200 Tons to more than 700 Tons per year.				
Gaps	- Low involvement of private seeds companies in multiplication and marketing of rice seeds. Among more than 20 seeds companies, there is no private seed company that markets rice seeds in Tanzania.				

3.1.9 Sisal

Traditionally, Sisal has been used mostly for the production of agricultural twines, ropes, cordage, sacks, bags and carpets. However, the sisal industry has had to diversify its end uses in order to become viable and relevant in today's competitive business environment. As a result, in addition to increasing the production of sisal fibre and traditional products, the focus of the Tanzania Sisal Board (TSB) is to guide the sisal sub sector into the production of alternative value added products like biogas, bio fertilizers, biofuels, industrial alcohols, inulin, pulp for paper, buffing cloth and composites. In Tanzania, the Mlingano Agriculture Research Institute will begin a sisal characterization program aimed to develop a protocol for the production of ethanol and citric acid from liquid effluents. The program comes under the proposed ten-year Sisal Crop Development Plan (2011-2020) to characterize available sisal species and document their potential for various by-products. The government hopes to stabilize the price of fiber through marketing and exploitation of other sisal products while enhancing capacity-building and research capabilities at the Institute. According to TSB, sisal production and processing in the Lake Regions (Mara, Mwanza and Musoma) is currently be given a fundamental change of direction with the upcoming government initiative which will provide affordable loans to farmers for sisal planting, maintenance, equipments and extension services. Oxfam GB is already active in Shinyanga region as summarized below.

Initiative	**Oxfam GB TASU Programme**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Sisal	Kishapu district-Shinyanga	Oxfam, REDESO	2009-2017	To commercialise sisal production and processing in Kishapu disrict in	- Input suppliers (seeds, fertilizers, pesticides vaccines) - Producers (local farmers) - Traders - Middlemen - Brokers - End users /consumers in

				Shinyanga	domestic and export markets
Activities	- Organize farmers groups; link them to processors and markets. - Facilitate training on women economic leadership, business management, processing and entrepreneurship.				
Potential and actual benefits + linkages	- Increased developed rural agribusiness enterprises - Collaboration between public and private sectors on capital investment with private individuals investing in processing (raspadora machine) and as agents for sisal fibre buyers. - About 85,000 producers and processors to improve their income and consequently their livelihood				
Gaps	- Price systems based on quality and grading of sisal fibres from the lake Zone (unwashed) are not well developed. We are planning to develop a system with the Tanzania Sisal Board. - Women participation at higher (market) levels in traditionally dominated male value chains is still weak Oxfam continues to fine-tune gender approaches.				

3.1.10 Oilseeds: Sunflower and sesame

Sunflower is one of the most important oilseed crops in Tanzania. The crop is adaptable over a wide range of environments and therefore it is widely cultivated in Tanzania. The crop is popular in the Eastern, Central, Northern and Southern Highlands of Tanzania. Sunflower is gaining popularity and current data shows that local production of both factory and home extracted oils contributes to about 40% of the national edible oil requirement, with imported oils occupying a significant portion of the remaining 60% (ARI Ilonga, 2008). Global oilseed production for 2009 was in excess of 400 million MT, with sunflower total production of 32 million MT ranking it among the top ten oilseeds (FAOSTAT 2009). Sunflower has many economic applications: edible oil production, biofuels, animal feed and potentially in latex/rubber production. The edible oil has both favourable economic and nutritional implications. It contains a higher level of healthy monounsaturated fats than most other natural oils, making it nutritionally superior to synthetic edible oils and even olive oil.

The sunflower oil industry provides employment at the SME level and offers opportunities for export and import substitution at the macro level. Sunflower cake is high in protein and can be used as feedstock for poultry, small animals, pigs, dairy and draught animals. The sunflower plant grows best in fertile, moist, well-drained soils and is propagated by open pollination. The plant also grows a deep taproot system that affords the plant some level of drought resisting capabilities. Sunflower can therefore be planted in less fertile and semi arid areas, and is commonly intercropped with or used as a rotational crop or break crop for cereals.

Initiative	**MUVI Iringa, Tanga, Mwanza and Ruvuma**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Sunflower	Iringa Tanga Mwanza Ruvuma	IFAD (Funding), SIDO (project management) under the Rural small and Micro enterprise programme (MUVI), Business Care services – Iringa; MMA – Tanga; + PWC Mwanza and Ruvuma (VC Implementing Partner),	2007-2013	Strengthen the growth of rural micro, small and medium enterprises and their value chain participants by increasing their interaction with viable markets in a coordinated and sustainable manner	Smallholder and commercial farmers, SMEs (processing, BDS providers – input suppliers, trainers), local government: regional and district authorities
Activities	- Support availability of quality and affordable seeds to farmers				

	- Development of innovative actions and policies to transform smallholders production and marketing - Improve efficiencies in chain operations - Establish market intelligence, generation and dissemination - Establish and strengthen producers and traders associations to increase their bargaining power - Strengthening value chain coordination platforms and forums - Facilitate value chain actors access to financial and input supply services
Potential and actual benefits + linkages	- Current annual production is between 150,000 – 170,000 MT - Current annual import average is between 250,000 – 300,000 MT (64% of country needs) - Potential benefit is on import substitution
Gaps	- Scale of production still very low + absence of country strategy

Initiative	**Rural Livelihood Development Company - RLDC**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Sunflower	Dodoma (Kongwa, Bahi, Kondoa, and Mpwapwa districts) , Manyara (Babati district) & Singida (Singida Rural and Iramba districts)	RLDC, and private sector actors	Phase I: 2006 – 2007 Phase II & III: 2008-2011 Phase IV: (2012-2015)	Small scale sunflower farmers & sunflower oil processors	13,700 HH by end of 2011 and 35,000HH by 2015 Actors: National and regional apex associations, CRDB Bank, Oil Processors, Small scale QDS producers and LGAs
Activities	- Improving production and marketing through contract farming, - Strengthening capacities for processors apex associations - Improving production and marketing of Quality Declared Seeds (QDS), - Improving quality, branding and marketing of processed sunflower oil - Linking processors with financial institutions				
Potential and actual benefits + linkages	- National reliance to imported palm oil has been reduced by 20% from about 80% to about 60%. - 25,000HH saw improved production, accessibility and usage of quality seeds, quality of oil and marketing strategy and overall increase in income and their welfare				
Gaps	- Processing capacities and technologies - Post harvesting losses including storage and warehousing capacities for processors				

Initiative	**TRIAS – Babati and Monduli**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Sunflower	Monduli & Babati districts	TRIAS, MVIWATA, MVIWAMO, FIDE, FAIDA MaLi, Gallapo Farmer's SACCOS	Phase I: 2008-2010 Phase II: 2011-2013	Increase number of farmers producing more than 300 kg per year	Farmers, seed stockists, oil processors, MFIs (SACCOS), extension workers
Activities	- Training in GAP including post-harvest handling, gross margin analysis, record keeping, contract farming - Linking to processors - Formation and capacity building of farmer's apex - Undertake VC studies				

	- Linking with MFIs
Potential and actual benefits +linkages	- Increased use of improved seeds by farmers - Improved access to the market through the farmer's apex - Improved access to loans to sunflower farmers
Gaps	- Need to increase volume of production by further linking with processors and markets - Development of seed supply for timely delivery to farmers - Further training in business skills to farmers e.g. contract farming - Training of extension workers - Development of a WRS for sunflower farmers

Initiative	**SNV – Northern, Central and Southern Zones**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Sunflower and sesame	Northern zone: Manyara, Arusha, Singida; Central zone: Dodoma, Morogoro; Southern zone: Mbeya, Iringa, Rukwa, Ruvuma	SNV, RLDC, FINCA, SCCOS, SIDO, VSO, PASS, TOSCI	2006 – ongoing	To increase the productivity and incomes of sunflower oil processors and farmers	Smallholder farmers, TOSCI, Local oil processors, wholesalers, retailers, rural & peri-urban consumers
Activities	- Formation of Central Zone Sunflower Oil Processors Association (CEZOSOPA) in 2007 - Formation of Tanzania Edible Oil Seeds Association (TEOSA) in 2009				
Potential and actual benefits + linkages	- Linkage with finance e.g. oil seeds producer group in Manyara to CRDB - Ongoing research on oil seeds – productivity, income creation, sales, gaps etc - Access to markets e.g. oilseed producers to Mt Meru Millers in Arusha				
Gaps	- Low productivity of farmers leads oil processors to run under capacity - Support for out-grower schemes is needed				

Initiative	**Concern Worldwide Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Sunflower	9 districts in Mtwara, Kigoma and Iringa regions	Concern Worldwide Tanzania with CSO partners: KIMAS – Masasi and Nanyumbu CARITAS – Kigoma CONSORTIUM – Kasulu TCRS – Kigoma REDESO – Kibondo plus LGAs in 9 Districts and 5 CBO partners of Iringa region	2010-2013	Through value addition and markets, the programme seeks to increase disposable income and diversify livelihood strategies	- 3 input suppliers like ASA, NARI, Intermech - 3450 direct beneficiaries / farmers - 67 processors + 2 traders for sunflower and cassava
Activities	- Training through FFS in crop diversification and small-scale irrigation. - Support in quality declared seed multiplication - Support on agriculture techniques through community extension services				
Potential and actual	- The programme will achieve increased crop production from the current situation leading to an increased number of poor HHs that have recommended stock levels of				

benefits + linkages	staple foods throughout the year.
Gaps	- Access to markets

Initiative	**VECO Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Sunflower	Chunya district Mbeya region	VECO	Phase I: 2008-2010 Phase II: 2010-2013	To enable smallholder farmers to increase productivity and incomes through commercial farming	800 small-holder farmers
Activities	- Organization into farmers' groups, to enable collective marketing, processing etc. - Training in sunflower processing skills - Establishment of a processing facility, farmers contributed 50% of cost				
Potential and actual benefits + linkages	- Farmers are organized in groups				
Gaps	- Linkage of private sector (processors) to farmers - Developing suitable microfinance products for farmers - Investment in refineries (sunflower) - Establishment of standards in sunflower products - Unfair measurement of farm produce				

3.1.11 Tea

Tea is the fourth largest export crop in Tanzania with $28.7 million in export earnings. Approximately 30,000 smallholders are directly engaged in tea production and from the combination of estate workers and smallholder production; the sector supports over 50,000 families. The Tanzanian tea industry however faces a number of significant challenges:

- Low smallholder productivity and yields—currently the national average is 900 kg made tea per hectare (compared to 2,000 kg in Kenya); Limited access to material inputs and quality extension services; and Poor regulation of the industry.
- Lack of business experience of farmers; Low green leaf price and poor margins for farmers—small holders are paid 25% of the made tea price; and Poor rural road and green leaf collection infrastructure.
- Low quality of made tea and poor reputation on world markets; and Lack of smallholder ability to represent their business interests in the processing factories.

Initiative	**Wood Family Trust (WFT)**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Tea		Wood Family Trust, local private sector, public tea institutions	2009 – ongoing	To double smallholder tea production, increase farmers' margins and increase the competitiveness of the sector	Tea factories and smallholder tea farmers in the country
Activities	- Extensive research - Increasing access to extension and BDS services - Strengthening SH member associations - Establishing a market-based pricing system - Enabling processors to provide support services to SH farmers				
Potential	- Strong Tea Farmers' Associations and Tea Board of Tanzania				

and actual benefits + linkages	- Developed innovation fund and expanded the Tea Farmer Association work across Tanzania, - Smallholder factory share ownership, and good regulation of the sector - End market opportunities addressed
Gaps	- Still very low yield for smallholder farmers

3.1.12 Multi crop initiatives – SAGCOT + EHFP

Initiative	**Southern Agricultural Growth Corridor of Tanzania (SAGCOT)**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Maize Rice Irish potatoes Soya bean Wheat Sunflower Red meat	Dar es Salaam, Morogoro, Iringa, Njombe, Mbeya, Ruvuma	Central Government; Local Government; Kilimo Kwanza Catalyst Fund; Private Investor; Service providers; Development Partners	2010 – ongoing	Its mandate is to mobilise private sector investments and partnership to help achieve the goals of Tanzania's Kilimo Kwanza strategy.	
Activities	- By catalysing large volumes of responsible private investment, the initiative aims to deliver rapid and sustainable agricultural growth, with major benefits for food security, poverty reduction and reduced vulnerability to climate change.				
Potential and actual benefits + linkages	By 2030 - 350,000 hectares in profitable production, serving regional and international markets. - Tens of thousands of smallholders become commercial farmers, with access to irrigation and weather insurance. - At least 420,000 new employment opportunities created in the agricultural value chain. - More than two million people permanently lifted out of poverty. - Annual value of farming revenues $1.2 billion. - Regional food security would be assured.				
Gaps	- Still at formative stages and only visible investments on rice				

Initiative	**Helen Keller International (HKI) – Enhanced Household Food Production Programme**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Vegetables, orange fleshed sweet potatoes (OFSP) and poultry (eggs)	Mwanza (Sengerema and Ukerewe districts)	Helen Keller International (HKI) and Tanzania Home Economics Association (TAHEA): AVRDC, LITI Tengeru and TFNC	Phase I: Dec2010 to Dec2011 Phase II: Dec2011 to Dec2012	To improve maternal and child health and nutritional status in Mwanza region	1,200 selected farmers in 12 villages: Sengerema (6) and Ukerewe (6)
Activities	- World Vegetable Research Center (AVRDC): supplier of open pollinated vegetable seeds - HKI and TAHEA: train beneficiaries and link suppliers with beneficiaries - AVRDC, LITI Tengeru and TFNC: conduct national and regional level training to TOTs on horticulture, poultry and nutrition education				
Potential and actual benefits + linkages	- Increased maternal and child health and nutritional status in Mwanza region, - Increased production and consumption of vegetables rich in micronutrients among fishing communities, - Increased women knowledge on child feeding practices, - Reduced morbidity rates among children resulting from under nutrition, - Increased availability of agriculture inputs such as seeds, seedlings and OFSP vines				

	and roots, - Increased beneficiaries knowledge of modern sustainable agricultural practices related to the management of micronutrient-rich plants; - Increased income among women from sale of homestead garden and poultry products,
Gaps	- Absence of agencies to intervene on enhancing feeding and care practices, health services and water supply, hygiene and sanitation

3.1.13 Sugar cane

In Tanzania sugar is produced from sugar cane. About 12,000 small-scale farmers and major companies, including Illovo Sugar Ltd., Africa's biggest sugar producer, grow cane in central and northwestern parts of Tanzania. The contribution of small-scale farmers to the industry has gradually increased in recent years. Tanzania's annual sugar production is in the region of 250,000 – 300,000 tons. Tanzania used to import about 200,000 tonnes per annum to offset the production shortfall, but this figure has decreased as production has increased following improved rainfall. Output increased to 317,000 metric tons between June 2008 and March 2009, from 265,000 tons in the same period a year earlier. Tanzania produced 400,000 tons in 2010. Sekab, a biofuels company owned by Jonkoping, Sweden-based Nefab AB, has begun developing Tanzania's first large-scale sugar plantation for conversion to biofuels. This 20,000-hectare experimental farm in Bagamoyo, about 70 km north of Dar es Salaam, is expected to start producing 160,000 tons of sugar annually by 2010.

According to the Sugar Board of Tanzania (SBT) the sugar industry in Tanzania provides direct employment to about 30,000 people. While sugar cane outgrowers total about 16,768, Secondary employments, under the sector involves a total of about 81,360 people. The industry also creates substantial indirect employment in the form of people engaged in the wholesale and retail trade in sugar, providers of transport services and people working in social services in the sugar estates townships. Provides cane farmers with total earnings of about TShs 29.4 billion (2009/10) whose benefits spread covers a population of over 160,000 people. Plays a vital role in rural areas in the development and provision of social amenities including schools, hospitals, and water supply, townships and farm roads.

Out-grower's involvement in cane growing Tanzania dates back to the early 1960s, during which they supplied cane to the Mills on spot market basis. No formal organization existed to mobilize farmers or to negotiate on their behalf. Associations started to emerge in 1990s when problems related to mills capacity utilization, sugar production and marketing became imminent. Kilombero Cane Growers Association (KCGA) was established in 1991. In 1992, Ruembe Cane Growers Association (RCGA) was formed in Kilosa District; while in 1996, Mtibwa Outgrowers Association (MOA) was formed in Mtibwa. In 2000, these associations formed an apex known as Tanzanian Sugarcane Growers Association (TASGA). Essentially, the associations were established to protect the interest of out-growers and to advocate for a sustained captive-type business relationship involving integrated agricultural service provision by the Miller in exchange for costs of those services deducted from cane proceeds.

3.1.14 Other Agricultural Grey areas

<u>Pulses</u>

Pulses and edible nuts have received less attention in Tanzania despite their huge potential. Pulses contribute to smallholder livelihoods in multiple ways. Firstly, pulses can play a significant role in improving smallholders' food security, as an affordable source of protein. Secondly, pulses can have an income benefit for smallholders, both in terms of diversification and because they yield a higher gross margin than cereals. As a protein source, pulses are more affordable for smallholders than meat, fish, and dairy products. Some of important pulses grown in Tanzania include chickpea, green grams and pigeon peas. Hereunder are some of past and ongoing initiatives in pulses in Tanzania:

- **Chickpea** *(initiative by MRHP/CRS, Oxfam GB initiatives ended but currently mainly bulked and exported by large exporters; LIMAS is exploring developing chickpea value chain in Lindi and Mtwara regions)*
- **Green grams** *(mainly bulked by large exporters from scattered SHFs and rural traders)*

- **Pigeon peas** *(mainly bulked by medium and large exporters from scattered SHFs and rural traders and Export Trading is investing on industrial processing plant in Arusha with a facility from AECF)*

<u>Edible nuts</u>
Groundnut (*Arachis hypogaea* L.) is an important monoecious annual legume in the world mainly grown for oilseed, food and animal feed. It is the chief crop rotation component in many sub Saharan countries in the world. Based on production, the world average groundnut production was 1690 kg/ha in the 2006 (FAOSTAT, 2008). FAOSTAT (2008) further revealed that, groundnut yields in Africa was much lower (980 kg/ha) than the average world groundnut yields. Researchers associate these lower yields to biotic and socio-economic factors. In Tanzania, groundnut is important food and cash crop. Despite the groundnut importance in the country, yield is still low. For the past 10 years groundnut production has experienced two production plateaus with relatively high yield of about 600 and 500 kg/ha respectively compared to a potential yield of 1000 kg/ha. FAOSTAT (2008) estimates that, average groundnut yield with shells was only about 500 kg/ha. Reasons for low yields in the country include the use of unimproved varieties, unreliable rainfall, pests, diseases and lack of institutional support. Due to lack of improved varieties and seed availability, farmers recycle seeds, which further complicates the situation. There have been a number of attempts by breeders on the breeding for better groundnut varieties and their subsequent introduction in the country. EPOPA has also attempted to promote export f organic peanuts from Tanzania but the initiative failed due to ill performance of the entrepreneur. Currently medium and large exporters through bulking using traders, middlemen and agents trade peanuts.

3.1.15 Other significant non-value chain interventions in agriculture

Organisation	Time frame	Description
SCF	2008 – 2013	Promoting competitiveness of SMEs in food processing and food safety. SCF has worked primarily in edible oil, dairy, horticulture and red meat. The current focus for this DANIDA funded programme is towards edible oil and dairy value chain development.
JICA	Ongoing	Training of rice farmers
ADF	2007 – ongoing	Grants on coffee, oilseeds, grains, cotton, cocoa, mangoes, cashew, sunflower, tea, spices, animal feed, vegetables, livestock, honey, banana and fisheries (See Annex 1 for details)
FAO	2010 - 2012	Southern Highlands Food Systems Programme (FAO –SHFS) is a two “twinned” technical and advisory support projects with a total budget of US Dollars 5.4 million focusing on • Food Systems Development in the United Republic of Tanzania (GCP/URT/132/GER) and • Advisory service capacity development in support of food security in the United Republic of Tanzania (GCP/URT/133/GER) Both projects are funded by the Government of Germany and are being implemented with multiple local partners from the public, private and non-profit sectors. The responsible government authority is the Ministry of Agriculture, Food Security and Cooperatives.

3.2 Livestock
Below is an overview of Livestock Value Chain initiatives

3.2.1 Indigenous poultry
To a large extent, Tanzania indigenous poultry production remains at subsistence levels with 94% of households keeping only a few chickens (i.e. 9 to 15). To a small extent, medium scale production is emerging, especially around urban areas. Ministry of Livestock Development and Fisheries (MLDF) estimated that the entire chicken sector is growing at a rate of 2.6%, a rate, which is nearly equal to the national population growth rate of 2.4% in 2010. This research found anecdotal evidence to postulate that the indigenous chicken subsector is growing at a rate higher than that recorded during 1999 to 2003 of 4.3%. Projections based on the growth rate of 4.3% indicate current indigenous chicken population to be 38,204,764 and by 2030 the indigenous chicken population will reach

63,835,863 and FAO projects production of chicken meat to be 170.7 mt. There are pockets of interventions by development agencies e.g. TRIAS, Oxfam GB, RIU and RLDC executed in Arusha, Manyara, Shinyanga, Dodoma, Singida and Pwani regions as summarised hereunder.

Initiative	**Rural Livelihood Development Company - RLDC**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Indigenous poultry	Shinyanga region (Bariadi district), Tabora (Nzega district), Shinyanga (Shinyanga Rural, Manyara (Babati district) Dodoma (Mpwapwa, Bahi, Kongwa, districts) and Singida region (Iramba and Singida Rural districts)	RLDC, INADES Formation Tanzania, Farm Concern Tanzania and RMDI.	Phase I: 2008-2010 Phase II: January – December 2011 Phase III & IV: 2012-2016	Transforming poultry farming from subsistence to commercially viable activities in the central corridor of Tanzania for income generation among women.	Outreach is 7200 HH Actors involved are Agro vet dealers, INADES as a training service provider, Poultry traders – retail and wholesale, and Input suppliers i.e. chicken feed producers, Poultry farmers
Activities	- Training in: Improved Traditional hatching methods, Construction of chicken houses, Administration of vaccines, Symptoms of various chicken diseases, Preparation of chicken feed, Marketing of chicken, Operating Village Lending and Saving				
Potential and actual benefits + linkages	- About 7,200 households benefitted to date. - Improved their livelihoods through increased income due to increased number of chicken flock and eggs. - Improved household nutrition status - Improved availability of farm manure				
Gaps	- Linking with big buyers in urban centres				

Initiative	**TRIAS**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Indigenous poultry	Babati and Monduli Districts	TRIAS (Thematic advisor), MVIWAMO (Production, Monduli), FIDE (Production, Babati), FAIDA MALI (Marketing)	2008-2013	To have more than 200 farmers to have over 50 chicken. Poultry farming to become more than a subsistence activity, which is market based.	827 Poultry keepers, shops for eggs, hotels, restaurants, slaughtering service providers
Activities	- Farmer support services including vaccination campaigns, training on feed-mixing, development of local hatchery units - Establishment of a marketing apex in which 500 farmers are participating - Enabling access to microfinance via linkage with local credit schemes and programme's revolving fund				
Potential and actual	- Upscaling opportunities. - Will do poverty assessment using Grameen tool. Women see chicken as savings /				

benefits + linkages	capital – a living bank. Sales increase during September for school fees. Dec and January due to consumption. 3 – 4 hotels in Babati, - also in Monduli. - Potential backward linkage with veterinary medicines, chicken feed (potential link with a maize miller in Longido). - Linkage with microfinance institutions (for farmers in general) – 12 institutions invited to a workshop in 2011, access to finance increased from about 20% to 30%. - Marketing apex registered Nov 2011 potentially has tax revenue implications.
Gaps	- Financing – seed capital to microfinance institutions - Chicken feed processing for access to cheaper feed 200 shs per kilo. 400 farmers – already a market, funded with a loan / grant. - Slaughter house & potential capacity for processing (dressed chicken) - Expansion in other districts. MVIWAMO has 240 groups; TRIAS works with only 36. - Potential to expand into markets in Arusha and Kenya. - Looking for partnerships in next phase 2014-2018

Initiative	**Oxfam GB TASU Programme**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Indigenous poultry	Maswa & Bariadi districts in Shinyanga	Oxfam, TSAE	2009-2017		- Input suppliers (seeds, fertilizers, pesticides vaccines) - Producers (local farmers) - Traders - Middlemen - Brokers - End users /consumers in domestic and export markets
Activities	- Organize establishment and strengthening of local chicken market associations, construction of collection centres and facilitate trainings and link farmers to markets.				
Potential and actual benefits + linkages	- Improved women's economic leadership in production and access to regional markets.				
Gaps	- Links to national markets for local chickens have not been addressed yet. Partnerships with traders in this value chain are weak. A market mapping exercise is in preparation with stakeholders to identify opportunities for developing business models with traders and other actors				

Initiative	**MUVEK Development Solutions Ltd – KukuDeaL (Research into Use – RIU)**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Indigenous poultry	Pwani, Dodoma and Singida, now progressing to Morogoro, Tanga, Ruvuma, Njombe, Iringa and Mbeya regions	RIU Tanzania DFID (Funding) NR International, MUVEK (implementing agency)	2009 - 2012	Growth of rural producers at farm level; Growth of production and capacity of local hatcheries and breeder farms; Facilitating establishment of	Farmers (in groups), Extension and Research Officers, VALEOs, traders and regulators

				necessary support systems for service provision	
Activities	- Facilitate contract farming for rural farmers - Working with hatcheries and Outgrowers (egg producers) - Supporting availability of inputs and advisory services - Organising the marketing infrastructure - Informing policy and practice processes				
Potential and actual benefits + linkages	- Production scales of hatcheries have grown from between 500 - 2,000 chicks per week to between 6,500 - 10,000 chicks per week				
Gaps	- No sufficient private sector investment in feed production (availability and affordability) - Limited success in efficient and effective vaccination system - Unmet urban market demand - Significant gap in food and nutrition security of rural households				

3.2.2 Livestock: Red meat + dairy

Tanzania has the 3rd large stock of livestock in Africa (21 mil cattle, 15 mil goats, 6 mil sheep – Livestock Census 2008) and a huge natural comparative advantage. This potential is yet to be translated from comparative advantage to competitive advantage despite numerous interventions by government and several projects. In 2010, Tanzania imported over 326,000 tons of red meat (mining and tourism sector) and barely exported 194 tons. Local production of cattle meat was 294,700 tons. The status of meat processing is below food safety standards and essentially done informally. There over 75 slaughterhouses and 1,000 slaughter slabs generally in poor quality environment. A few modern abattoirs (6) have started but cannot cope with quantity demand. There are few initiatives to develop the sector and the main ongoing ones are summarised hereunder. Dairy sector is much more private sector led and few private sector led dairy initiatives in Tanzania include Tanga Fresh (in Tanga); Shambani Graduates enterprises (Morogoro); Tan Dairies (Dar es Salaam) and Musoma and Mara Diaries (Mara) and ASAS (Iringa).

Initiative	**MUVI Manyara**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Red meat	Simanjiro district Manyara region	IFAD (Funding), SIDO (project management) under the Rural small and Micro enterprise programme (MUVI), UDSM (VC Implementing Partner),	2007-2013	Strengthen the growth of rural micro, small and medium enterprises and their value chain participants by increasing their interaction with viable markets in a coordinated and sustainable manner	Smallholder and commercial farmers, SMEs (processing, BDS providers – input suppliers, trainers), local government: regional and district authorities
Activities	- Development of innovative actions and policies to transform pastoralists production and marketing; Improve efficiencies in chain operations - Establish market intelligence, generation and dissemination - Establish and strengthen producers and traders associations to increase their bargaining power; Strengthening value chain coordination platforms and forums - Facilitate value chain actors access to financial and input supply/veterinary services				
Potential and actual benefits +	- Replication possibility beyond Manyara region once the business model for red meat is proven to work - Import substitution of quality meat				

linkages	
Gaps	- Limited value addition – unprocessed meat and live animal trading - Absence of standards and enforcement of food safety regulations

Initiative	**VECO Tanzania**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Goats	Simanjiro	VECO	2007-2012	To commercialization of goat value chain in Simanjiro district	2,488 farmers, traders, microfinance institution,
Activities	- Training of community health workers - Formation of groups for collective marketing for better bargaining power - Establishment of charcoal dams for use during dry season				
Potential and actual benefits + linkages	- Organization into groups - Crossbreeding to improve goat stocks - Vet services provided by community health workers - Charcoal dams have been constructed				
Gaps	- Need for education and training for the communities to shift from traditional practices to commercial - Increased access to extension services - Infrastructure to support zero grazing method - Research to find solutions to conflicts arising from grazing vs agriculture				

Initiative	**SNV**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Cattle: Red meat + dairy	Northern zone: Manyara region Central zone: Dodoma & Morogoro, Southern zone: Mbeya, Iringa, Rukwa, Ruvuma	SNV, TALIMETA + UWAKAMA (red meat), TAMPA (dairy)	2007-2009 2010-2012	To contribute to an income increase from $ 2 per day to $ 3 per day to at least 50,000 households in	Smallholder farmers, input suppliers, processors, wholesalers and retailers, consumers
Activities	- Strengthening producer groups - Linkages to input suppliers - Facilitating VC financing - Facilitating formation of multi-stakeholder platforms - MSPs - Facilitating EPPM: Effective public policy management				
Potential and actual benefits + linkages	- Establishment of a forum for all agribusiness actors in Manyara region - Improved productivity and access to markets - Establishment of a dipping programme				
Gaps	- Extension services are still low in all VCs - Financing for farmers - Business skills development to farmers - Agricultural policy needs updating - Distribution of inputs should match potentiality of a region - Expansion e.g. in establishment of producer group associations in other regions				

Initiative	**Ministry of Livestock Development and Fisheries**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**

Red meat	Morogoro, Iringa and Mbeya regions	MLDF, Tanzania Meat Board (TMB); African Agribusiness and Agro Industries Development (3ADI); UNIDO; IFAD and FAO	2011 – 2012	To improve meat value addition throughout the value chain	Smallholder farmers, input suppliers, processors, wholesalers and retailers, consumers
Activities	- Training for slaughter facility employees, meat processors and butchers on proper meat handling and business management - Construction and commissioning of improved slaughter facilities and devising on business operating models to provide long term sustainability through either public private partnership or employing operating company for efficient cost effective management - Promote feedlotting activities by livestock farmers and slaughter facility operators				
Potential and actual benefits + linkages	- Employment to more than 4.5 million people countrywide				
Gaps	- Limited outreach				

3.3 Government initiatives

According to Ministries of Industries, Trade and Marketing (MITM), Agriculture Food Security and Cooperatives (MAFC) and Livestock Development and Fisheries (MLDF), they have adopted value chain approach and public-private partnership in the promotion of market led commodities. At the ministry level, national strategies for specific crop promotion are at different sages of preparation and implementation. National strategies Rice, Cassava, horticulture have recently been developed and with all other industrial crops that are regulated by specific crop boards, a strategy is in place.

Relevant public sector bodies at national, regional and district level are usually part of programmes that are implementing value chain in Tanzania. Perhaps one of the most pronounced government endorsements of value chain approach is the preparation of KILIMO Kwanza pronouncement and one of the main recent initiative involving public, private sector and donor agencies is the Southern Agricultural Development Corridor of Tanzania (SAGCOT). Other examples are the MUVI programme, which is implemented under the auspices of the MITM. The Red Meat Improvement programme is a joint initiative of UNIDO, MLDF, Tanzania Meat Board and other development partners. FAO in collaboration with MAFC is implementing the Southern Highlands Food Systems programme etc.

4. Non-agricultural value chains and other initiatives

Figure 2 that follows is a map showing areas where non-agricultural value chain initiatives are ongoing in Tanzania and the key for Figure 1 is presented as table 3 thereafter.

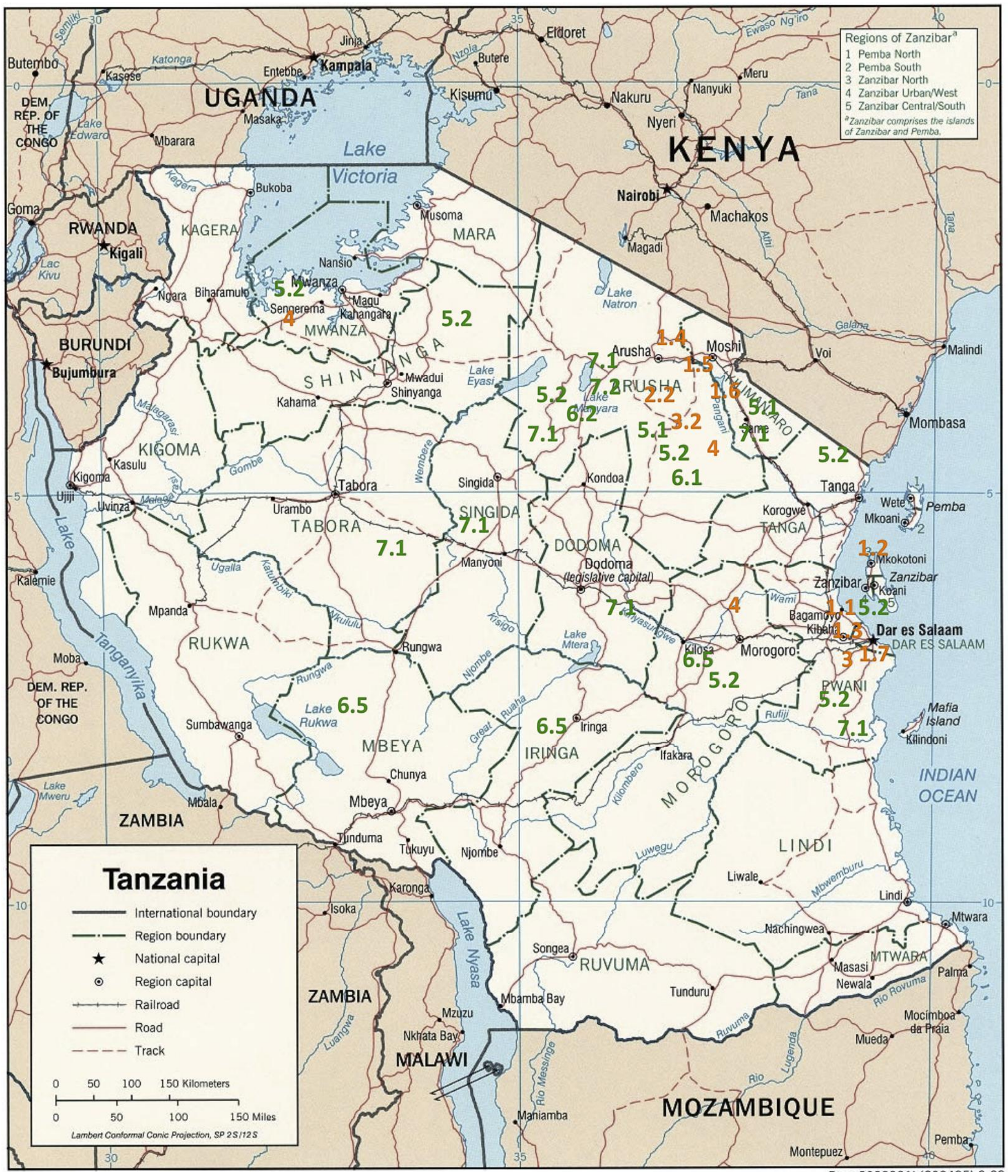

Figure 2: Major non-agricultural value chain initiatives in Tanzania 2012

Table 3: Major non-agricultural value chain initiatives in Tanzania 2012

SNO	INITIATIVE	PROMOTORS + IMPLEMENTERS			LOCATION
		Development Partners	Government	Private Sector	
1.1	Tourism products and handicrafts	Trade Aid, AMKA, USADF		Kwanza Collection	Dar es Salaam
1.2		VSO Tanzania, ACRA, Care Tanzania			Zanzibar
1.3		FINNIDA, USADF		GOIG	Dar es Salaam
1.4				Shanga	Arusha
1.5				Maasai Women's	Arusha

				Art	
1.6		USADF		Maasai Women Development Organization (MWEDO)	Arusha
1.7		USADF		Marvelous Flotea Company	Dar es Salaam
2. 1	Support to artisans	TFSR	SIDO		Country-wide
2.2		JICA			Arusha
2.3		USADF		Classic Home Care Company	
3	Waste recycling	UNIDO	MoIT, TIRDO		Dar es Salaam
3.2				Maendeleo Plastic	Arusha
4.	Packaging	SCF			Arusha, Morogoro Mwanza

Non-agricultural – renewable energy

SNO	**INITIATIVE**	**PROMOTORS + IMPLEMENTERS**			**LOCATION**
		Development Partners	**Government**	**Private Sector**	
5: Basic needs of cooking and lighting					
5.1	Biogas	SNV, FIDE	CARMATEC	VICOBA	Arusha, Kilimanjaro
5.2.	Biomass energy saving technologies		TaTEDO		Arusha, Coast, Dar es Salaam, Kilimanjaro, Manyara, Morogoro, Mwanza, Shinyanga, Tanga
6: Energy technologies for productivity					
6.1.	Solar lighting and pellet cook stoves			TREE	Office in Arusha
6.2.	Sustainable charcoal			OMASI	Simanjiro
6.3.	Sustainable charcoal	SDC, TFCG, CDE, EMPA	TaTEDO	MJUMITA	
6.4.	Sustainable, rural energy		TaTEDO		
6.5.	Biochar for energy and agriculture	Norges Vel, RUDI	TaTEDO		Mbeya, Morogoro, Iringa
7: Biofuels					
7.1.	Jatropha biofuel for export	PfD, USDA		DILIGENT FAIDA MaLi (non-profit)	Arusha, Manyara, Kilimanjaro, Singida, and Tanga, Dodoma, Tabora, Coast
7.2.	Pure Plant Oil (PPO) energy			OMASI	Terrat, Naberera in Arusha

4.1 Creative industries linked to tourism

Activities in the creative industries include woodcarving, batik making, visual arts and other crafts produced for domestic sale or for export. Numerous galleries cater for these products and are aimed particularly at the tourist market. Popular crafts markets include the Mwenge Carvers Market and the Tinga Tinga artists' studios in Dar es Salaam, and the Mt. Meru crafts market in Arusha. A majority of participants in the creative industries is people with low formal educational. Little formal training in creative arts is available. Often studios and workshops offer informal training to new artisans on apprenticeship basis.

The majority of craft makers lack formal organization, and end up selling their items to middlemen, without recognition of the maker of the craft. There is little government support in developing the creative industries. Rather there is a multiplicity of government Ministries and agencies that the wood carvers have to deal with in order to operate their business. Key constraints faced by craft makers include: lack of product differentiation and branding, lack of credit, lack of working tools and working space, lack of business and marketing skills or attractive display facilities. They are generally not directly linked to the national tourism value chain, rather, middlemen sell products of their work in the chain. Various opportunities exist for linking participants in creative industries to the national tourism sector. Below are some examples of initiatives that appear to be working towards this goal. In addition, USADF has several project targeting craft and home décor products, which can be found in Annex 1.

a. Kwanza Collection Company Ltd.

Initiative	**Implementers**	**Objective and activities**
Linking rural artisans and small scale producers to overseas markets	Trade Aid	- To link rural artisans and small-scale producer groups to local, regional and export markets worldwide. - To improve livelihoods of craft producer groups through the production of crafts and foods. - To help to revive and promote traditional culture and skills. - Finding markets for crafts and processed food, mostly produced by rural-based producers.
Benefits and linkages	- Kwanza Collection exports products from informal community producer groups, which generally have between four and ten members (although the largest has 450), 65-70% of whom are women. Presently there are about 54 producer groups making products in wood, textiles, jewelry, basketware, soap, ornaments and fragrant spices in north, northwest & southern Tanzania.	
Gaps	- Replication of the effort for larger impact.	

b. VSO Tanzania

Initiative	**Implementers**	**Objective and activities**
Making of tourism / products for sale in the tourist market, Zanzibar	VSO/Uwamwima, Care, North A district, ZAFFIDE, ZIToD, JTTI, UWZ, ACRA	To increasing poor people's access to and participation in markets - Zanzibar handicraft by people with disabilities
Benefits and linkages	- 2,577men and 8,490women Smallholder farmers; 12 Hotel Supplier/agents, - 3 Hotels; 9 NGOs/CBOs working on Tourism Including 2 Tourism Training Institutes; Extension Officers - Women, youth and other marginalized members have been able to engage in high end markets the case for cultural products for tourism markets - Links with markets have been established - Improved bargaining power as entrepreneurs are organized in groups	
Gaps	- Quality improvement in products - Enable low income people to save and invest in small business	

b. GOIG

Initiative	**Implementer**	**Objective and activities**
Making of handicrafts by the elderly, Dar es Salaam	GOIG FINNIDA (funding)	To assist the aging population of Tanzania by training them in traditional handicraft production for economic benefit - Registration with VETA as a vocational training center. - Training elderly people in weaving,

		tailoring and jewelry making, a revolving fund for its members and a health clinic for the elderly.
Benefits and linkages	Development of skills and knowledge in crafts, enabling students to go out and start their own business. A good percentage of graduates are entering the handicrafts business on their own or working with GOIG.	
Gaps	Replication of the initiative to benefit a larger section of the population	

c. Shanga

Initiative	**Implementer**	**Objective and activities**
Making of handicrafts by disabled people from recycled materials for tourist and resident market, Arusha	Shanga (not-for-profit company)	To enable people with disabilities to earn an income, to raise awareness on disabilities, to recycle unusable items e.g. glass bottles - Tailoring, mosaic, decorations, jewellery, recycled aluminium items, recycled glass, weaving - Establishing links with local educational centres for disabled people
Benefits and linkages	- Disabled people are able to have jobs and earn an income requiring no external support from govt / donors - Awareness created on various disabilities - Recycling has positive environmental impacts	
Gaps	- There are opportunities for some raw materials to be produced locally e.g. small beads, which would also be bought by Maasai groups currently they are being imported from India and Czech Republic.	

d. Maasai Women's Art

Initiative	**Implementer**	**Objective and activities**
Making women's jewellery for tourists and resident market, Arusha	Tanzania Maasai Women's Art (not-for profit company), initially supported by OIKOS	To provide women with a source of income that will allow them to rely less on natural resources surrounding their village and reduce negative environmental impacts - Training of women in jewellery making for the western market - Support in organizational aspects - Some business skills training
Benefits and linkages	- Income to women used for food, clothing and education of children - Improved diet = improved health	
Gaps	- More training is needed in business skills development - Coordinator is needed on site to assist in organization - Support for Maasai girls' education - Replication of the initiative	

4.2 Support to artisans i.e. blacksmiths, masons, carpenters etc

Artisans are people producing tools, products or delivering technical services at grass roots level through application of traditional and cultural techniques and values. The artisan sector in Tanzania includes blacksmiths, tinsmiths, carpenters, tailors, shoemakers, pottery workers, plumbers, ceramics, masonry and mechanics etc. Artisans in Tanzania often operate in an informal manner and lack organization, which limits their access to services e.g. training, credit, working tools and premises, quality control and linkage with markets. A few initiatives exist which aim to improve the conditions in which artisans are working:

a. SIDO

Initiative	Implementer	Objective and activities
Providing support to artisans in Tanzania	SIDO, Tools for Self Reliance UK (TFSR)	To promote and develop artisan's skills and activities. - Training to develop technical, entrepreneurship and business and management skills for product development and of production processes - Facilitate establishment of Artisan Associations aiming towards sustainable networks. - Facilitate acquisition of working premises, working tools & equipments - Assistance in marketing of artisan's products through exhibitions and Trade Fairs. - Linking with financial service providers
Benefits and linkages	Artisans are supported to allow them to develop business capability so that they can rely on their trade as a source of livelihood.	
Gaps	Demand for services offered is higher than what can be met by SIDO	

b. JICA

Initiative	Implementer	Objective and activities
Providing support to furniture makers in Arusha	JICA	To promote and develop business capability of furniture makers in Arusha - Mapping of furniture making activities in the area - Training to develop business and technical skills for furniture product development
Benefits and linkages	Furniture makers are supported to allow them to develop business capability so that they can rely on their trade as a source of livelihood	
Gaps	Need for replication of the initiative in other industries e.g. masonry, welding; and in other regions.	

4.3 Waste recycling

As seen in the example of Shanga, the creative industries are able to utilize items that are considered to be waste by others. Hence they play a role in waste recycling. In urban centers there is a large supply of valuable rubbish that has potential to be utilized by certain industries. It is estimated that in Dar es Salaam 267 tons (= 11% of total waste generated daily) are recycled **daily** for different uses. It is assumed that 50% of the recycled waste is recovered from the collected waste by both the city council and private contractors, while another 50% is recovered by scavengers from the uncollected waste. Informal waste collectors collect waste including glass, plastic water bottles, scrap metal and tins from residents charging about 100-300 Tanzanian Shillings per collection trip depending on the quantity of the waste. The items are sold to companies like *Maendelo Plastic* in Arusha, who in turn sell compressed and fragmented plastics to other enterprises such as *A to Z Textile Mills Ltd*. The amount of unregistered informal waste collectors has increased since a recent introduction of the market for recycling of plastic water bottles from Chinese companies. City dumps provide employment for the jobless, ultimately making survival a possibility for them. However these people contend with dangers in the form of sharp edges, chemicals, and disease and need protective clothing such as gloves and glasses to help them do this work. Currently there is little formal support offered to informal waste collectors. Below are some examples of initiatives that help to facilitate the development of the waste recycling industry.

a. UNIDO

Initiative	Actor	Objective and activities

Recycling processing centre project, Dar es Salaam	UNIDO, MITM, TIRDO	To sensitize various groups and industries to the potential and opportunities in the sector by demonstrating the potential for lessening the impact of waste plastics on the environment
Outcomes	There is now a thriving private sector-led recycling sector network in which plastics companies are forging numerous mutually-beneficial partnerships with small recycling operators in micro supply-chain linkages in Dar es salaam	
Gaps	Development of recycling centres in other urban centres in Tanzania	

b. Maendeleo Plastic Recycling

Initiative	**Actor**	**Objective and activities**
Recycling of plastic bottles, Arusha	Maendeleo Plastic Recycling (private company) with support from SIDO, and loans from Akiba, NMB, KCB	To collect, compress, transport and process plastic bottles for profit. - Collection of plastic bottles - Compression of plastic bottles - Transportation to recycling plants in Arusha, Nairobi and Dar es salaam
Benefits and linkages	- Income generation for non-skilled labour - Profits for the company - Positive environmental benefits	
Gaps	Need of funds – about USD 50,000 to purchase machinery for processing the plastic and recycling into bottles and plastic bags, or packaging. Need for experts in plastic recycling to provide training	

4.4 Packaging

A notable non-agricultural sector with potential to lower costs for food producers and the horticultural sectors in Tanzania is the manufacture of packaging. There are emerging companies producing packaging in the country, notable of which are Simba Plastics, manufacturing various types of plastic packaging. SIDO is also making some effort in enabling small-scale food producers to find packaging solutions. Even so, the needs of most food processing industries are yet to be well met, and many resort to imported packaging materials.

Initiative	**Actor**	**Objective and activities**
Distribution of packaging material for food products in Arusha, Morogoro, Mwanza	SCF, CCP	To allow access to packaging material for food producers at affordable cost. A grant is to be provided to a private company to act as importer and distributor of packaging to food processors.
Benefits and linkages	- Reduction of costs for food processors on packaging materials - Jobs and income creation at the distribution centre	
Gaps	More job creation would be made possible through local manufacturing of packaging but scale is needed to make it competitive with packaging currently sold in the market imported from Kenya / China	

5. Green energy value chains and other initiatives

5.1 Introduction

The simplest green energy definition[1] would be energy produced from energy sources that are environmentally friendly (or "greener") compared to fossil fuels (coal, oil, and natural gas). Green energy therefore includes all renewable energy sources (solar, wind, geothermal, biofuels, hydropower). Green energy term was coined to separate highly polluting fossil fuels from other less polluting, environmentally friendlier energy options such as renewable energy sources. Climate change has become a global threat, and world needs to find cleaner (less emitting) energy options, and thus the importance of green energy keeps growing.

Green energy is still not powerful enough to compete with fossil fuels. This is mostly because green energy is still significantly more expensive energy option compared to fossil fuels, and thus many countries, especially developing ones, rather stick with cheaper fossil fuels such as coal.
It also has to be said that term green energy doesn't include only renewable energy sources but can in more broader term also include the conservation of energy (for instance a green energy example is also a building constructed in a way that it keeps itself cool in the daytime and heated in the night through its architectural design instead of relying on air-conditioning or a heating system).
The promotion of green energy does not only include using more renewable energy sources in years to come but also to make currently dominant fossil fuels energy technologies more greener and less polluting (such as clean coal technologies).

Three categories of renewable energy initiatives could be distinguished. The first, are those initiatives dealing with basic needs of cooking and heating in households and SMEs. The documented formal energy consumption pattern in this category is over 90% and is dominated by solid biofuels or wood fuels. Electricity accounts for only 1% and Petroleum 8%. The second category is energy technologies for productivity purposes in small enterprises that seek to generate employment and incomes. These technologies include solar drying, baking and solar multi charging businesses etc mostly in peri-urban and rural areas. The third category is generating electricity for higher lot demands including wind energy, hydro, bio-fuels and solar farms. All three categories have huge growth potential in Tanzania and various uncoordinated initiatives have been identified. Most of these initiatives have not been conceived as value chain interventions as such, but rather as projects dealing with a particular problem at a time. Below is a summary of significant interventions in renewable energies in Tanzania:

Below is a snapshot of ongoing initiatives:

5.2 Category 1: Basic needs of cooking & lighting

Initiative	**RENEWABLE ENERGIES - BIOGAS**				
Type of value chain	**Location / geographic outreach**	**Implementing and funding agencies**	**Time Horizon**	**Objective of the initiative, including target group(s)**	**Number (outreach) and type of Actors in the value chain**
Biogas	Northern zone: Arusha, Kilimanjaro, Coast: Tanga, Dar es Salaam, Zanzibar Southern zone: Mbeya & Iringa	SNV -Tanzania Domestic Biogas Programme (TDBP); Carmatec FIDE ELCT MIGESADO VICOBA	2009 – 2014	To provide rural households with a commercially viable alternative energy source (for cooking) with economic, environmental and social benefits	Rural households, private companies providing construction of biogas digestors, microfinance institutions, national and local

[1] http://www.renewables-info.com/energy_definitions/green_energy_definition.html visited on 28th March 2012

					government
Activities	- Coordinating and supporting relations between consumers, providers and regulators, training, mentoring, progress evaluation, technical support, linking with microfinance				
Potential and actual benefits + linkages	- 2500 households using biogas as a result of the TDBP. Estimated energy savings of Tshs 35,000 per household per month.				
Gaps	- Expansion not yet done to the West (Lake Zone) - BDS for biogas service providers in the private sector: technical and financial - Access to microfinance for rural households - Documentation and promotion of bio slurry as fertilizer				

Initiative	**RENEWABLE ENERGIES – BIOMASS ENERGY**				
Type	**Location**	**Implementers**	**Timeframe**	**Objective**	**Outreach**
Biomass energy saving technologies	Arusha, Coast, Dar es Salaam, Kilimanjaro, Manyara, Morogoro, Mwanza, Shinyanga, Tanga, and Dar es Salaam	TaTEDO	2007-Todate	Promotion of efficient cook stoves and baking ovens to address energy problems especially in rural and peri-urban areas	Households and SMEs in rural / peri-urban areas, artisans and entrepreneurs involved in production and selling of improved stoves
Activities	- Promotion of production and use of efficient cook stoves and ovens in households and SMEs - Capacity building on construction and promotion of the improved stoves - Research and development				
Potential and actual benefits + linkages	- TaTEDO annual reports (200-2006) it shows that production and uptake of improved charcoal stoves was 1,204,307 - Training of more than 400 artisans in nine regions - Employment of more than 500 artisans in production/ selling/ construction of improved stoves - Monetary and time savings				
Gaps	- Still more than other 10 regions in Tanzania require capacity building in order to produce and use improved cook-stoves and ovens - More than 85 percent of population in Tanzania is still using traditional stoves (three –stones fireplaces and metal charcoal stoves) for cooking - A large number of rural population is still unaware of availability of improved cook stoves and ovens and productive use of these technologies				

5.3 Category 2: Energy technologies for productivity

Initiative	**RENEWABLE ENERGIES – SOLAR LIGHTING & COOKSTOVES**				
Type	**Location**	**Implementers**	**Timeframe**	**Objective**	**Outreach**

Renewable energy (solar lighting and cook stoves using pellets made from agricultural residue)	Office based in Arusha	TREE – Technologies for Renewable and Efficient Energies (private company)	2012 - ongoing	To provide renewable and efficient energy products to Tanzanian Households	Agri residue collection from rural households (Babati, Kiteto, Manyara, Singida Rural, Iramba (Singida) and Kondoa (Dodoma).
Activities	- Development of cook stoves that will burn on pellets. - Solar lamps imported from China - Ongoing: registration for CDM. The initiative will have a CDM component where carbon credits earned from use of the stoves will be used to offset the cost of clean energy technology for Tanzanian households. - Sale of RE products to households in the same areas.				
Potential and actual benefits + linkages	- Potential: Incomes to farmer households from agricultural waste - Positive environmental impact - Improved health from use of non-smoking cook stoves				
Gaps	- Registration for CDM (carbon trading) is very slow – a huge constraint - Financing is needed to scale up production of pellets from agricultural residue e.g. rice husks, maize cobs, coffee husks.				

Initiative	**RENEWABLE ENERGIES – ENVIRONMENTALLY FRIENDLY CHARCOAL**				
Type	**Location**	**Implementers**	**Timeframe**	**Objective**	**Outreach**
Sustainable charcoal	Simanjiro, Arusha	OMASI (private company), with some subsidy from the Dutch Government	2010 - ongoing	To produce environmentally friendly charcoal	Villagers in areas where wood is harvested.
Activities	- Reforestation and forest management. Wood for charcoal is only taken from newly planted trees, strategically pruned branches, dead trees and bushes. Using innovative charcoal production methods, 4 times less wood is needed to make 1 kg of charcoal.				
Potential and actual benefits + linkages	- 350,000 trees planted over a period of two years.				
Gaps	- Existing laws are not conducive to the production of sustainable charcoal. Dialogue is needed with government to enable distinction between charcoal that is sustainably harvested from traditional charcoal. - On the consumer side, there is poor understanding of the product e.g. how it burns, and since the price is higher than traditional charcoal there is a slow uptake of the product.				

Initiative	**RENEWABLE ENERGIES – ENVIRONMENTALLY FRIENDLY CHARCOAL**				
Type	**Location**	**Implementers**	**Timeframe**	**Objective**	**Outreach**

Sustainable charcoal	Morogoro (Kilosa district) and Dodoma (Mpwapwa district)	- SDC (Funder), - TFCG, & TaTEDO (Local implementer) - Community Forest Conservation Network (MJUMITA), - Swiss Research Institutions (CDE & EMPA) To be Contracted: Biomass energy (Policy Level EMPA)	Phase 1 Start: 1st March 2012 - February 2014 Phase 2 (Depending on development of phase 1) 2014- 2018	To establish commercially viable value chains for legal, sustainably sourced charcoal	- 2000 charcoal producing households, charcoal entrepreneurs, extension workers/executives, charcoal traders, Charcoal transporters, policy makers, eco-conscious charcoal buyers.
Activities	- Feasibility study completed - Participatory Forest Management (CBFM2) initiated by TFCG/MJUMITA				
Potential and actual benefits + linkages	- Employment creation: charcoal makers/sellers - Gender equality: through CBFM and Knowledge Management and governance component - Backward & forward linkages to agriculture: Through sustainable charcoal production → climate change mitigation/REDD →agriculture - Export: sustainable charcoal to neighbouring markets - Tax revenue: Enhanced revenue from legalized/properly regulated business environment.				
Gaps	- None. The project is just starting.				

Initiative	**RENEWABLE ENERGIES – RURAL ENERGY**				
Type	**Location**	**Implementers**	**Timeframe**	**Objective**	**Outreach**
Sustainable energy and rural energy	Kilimanjaro, Arusha, Tanga, Shinyanga, Coast, Dar es Salaam, Morogoro, Rukwa and Mwanza Regions	TaTEDO + Other partners	2007- Todate	To promote the use of non-biomass energy including solar photovoltaic, solar water heaters, solar dryers, wind turbines, pico and micro hydro plants, energy services platforms and biofuels	Households in urban, peri-urban and rural areas, institutions such as schools, health centres, social centres, prisons, SMEs such as food vendors, shops, guest houses, etc.
Activities	- Research - Creating awareness and supporting entrepreneurs through training, business development and financing				

[2] Community Based Forest Management

	- Development of non-biomass energy sources
Potential and actual benefits + linkages	- Increased uptake and use of different sustainable energy technologies
Gaps	- There are more than 10 regions lacking capacity for developing sustainable energy technologies especially in rural areas - Implementation of energy policy has not reached the people at local levels - There is no institutional framework for disseminating knowledge and skills for developing sustainable energy

Initiative	**Biochar for energy and agriculture**				
Type	**Location**	**Implementers**	**Time**	**Objectives**	**Outreach**
Biochar for Energy and Agriculture	Mbeya, Morogoro, Iringa	RUDI, TaTEDO Norges Vel	Pilot Project started in August 2011. The project will go through Start date: 01.10.2012 - End date: 01.10.2014 upon fund approval	To promote and facilitate the use of bio-char in more than 30 villages for energy provision and soil fertility; To develop capacities for briquettes production and retort kiln construction	Approximately 15 000 paddy farmers formally organized in 18 village associations under 3 district apexes. Around 30 % are women.
Activities	- Farmers sensitized on Biochar project activities - 3 Demonstration Plots developed in the field (managed by farmers) - Ongoing Research activities on Biochar (TaTEDO and University of Dar es Salaam)				
Potential and actual benefits + linkages	- Production and sale of biochar as a soil enhancer. - Production and sale of briquettes from excess biochar. Biochar briquettes can provide a substitute to traditional fuel wood and charcoal. - Increased productivity of rice. Use of biochar as a soil enhancer is expected to more than double the productivity of rice in sandy acid soils, while reducing the need for fertilizer with 50 %.				
Gaps	- Research on Biochar benefits to soil productivity - Market development for bio-char and briquettes outside selected regions - Production and importation of briquette binding materials - Extension services for energy provision and farming - Storage for briquettes and biochar				

5.4 Category 3: Biofuels

Initiative	**RENEWABLE ENERGIES – JATROPHA**				
Type	**Location**	**Implementor**	**Timeframe**	**Objective**	**Outreach**
Jatropha biofuel for export	6 districts: Babati, Kiteto, Manyara, Singida Rural, Iramba (Singida) and Kondoa	FAIDA MALI, USDA, Partners for Development	2009 – 2012	To increase and diversify the incomes of smallholder farmers through cultivation of jatropha for seeds	42,000 Smallholder farmers, Jatropha seed processor and exporter of biofuels

	(Dodoma)			to be sold for the production of a biofuels	(DILIGENT)
Activities	- Training on jatropha's cultivation, processing and uses Establishing producer groups and managing collection and buying points - Creating marketing linkages with urban buyers - Promoting improved cook-stoves and lamps that burn Jatropha oil				
Potential and actual benefits + linkages	- 800 farmers formed into producer groups. - Additional income to farmers of 250 shillings per kilo on an average harvest of 250 kilos of Jatropha seeds per year. - Planted trees with a deep root structure help to fight erosion and act as wind breaks				
Gaps	- Programme ends in June 2012. Some challenges have been high costs of seed collection and cess tax. A renewable energy policy should look to eliminate the tax). Seed collecting and oil- processing agency (Diligent) has not yet made a profit (5 years on) due to low volumes. - Farmers have started to demand a higher price per kilo – jatropha should offer a competitive price otherwise will be dropped by farmers.				

Initiative	**RENEWABLE ENERGIES – PURE PLANT OIL ENERGY**				
Type	**Location**	**Implementers**	**Timeframe**	**Objective**	**Outreach**
PPO (Pure Plant Oil) energy	Terrat and Naberera, Arusha	OMASI (private company)	2010 – ongoing	To produce environmentally friendly energy.	Communities from which oil seeds are harvested.
Activities	- Purchase of oil seeds including jatropha, croton and castor from Masai communities. After pressing the oil, the press cake is put in a bio-digestor to make biogas used by generators in Terrat.				
Potential benefits & linkages	- Production of clean energy - Income to communities selling seeds - Savings on diesel-fueled energy				
Gaps	- Obtaining sufficient supply of PPO seeds				

6. Preliminary Synthesis of VC Initiatives in Tanzania

It is not within the scope of this scoping exercise to analyse the performance of the different value chain initiatives. However, it suffices to point out that Match Maker Associates who are long involved in this industry has observed interesting trends worth pointing out. One is that value chain approach is currently a hype in private sector development and enterprise promotion worldwide. In Tanzania most initiatives that have been mapped in this reports have taken place in the last ten years and still ongoing. Hence it may be early to judge its effectiveness. However, it is an approach that is widely accepted by private, public and NGOs that are involved in economic growth promotion. Most initiatives have been supported with funds and technical assistance from development partners. Hence the choice of commodities to a great extent reflects the policy and objectives of development partner's programmes. The private sector is not yet taking a lead and public sector has yet to craft a shared vision of how Tanzania can improves its competitiveness through value chain approach. Experience suggests that for value chain approach to succeed, following prerequisites should be observed:

Market focus collaboration

Value Chains are driven by market requirements. Private sector led value chains have a higher chance of success. There is increasing pressure to meet complex quality and logistics requirements of domestic, regional and international markets. Understanding of these requirements is the first and foremost parameter for success of any value chain, and any strategic alliance of partners formed should be for the purpose of been able to meet those requirements in the most competitive manner. Hence partners in any value chain should have compatible culture, leadership, structure and strategy, trust, respect, long term planning and effective communication, the ability to learn, information sharing and the existence of a shared vision. Value chain facilitators have a role to play in facilitating strategic alliances.

Governance

Value chain should be governed by agreed upon rules and regulations. Mechanisms for supporting chain actors to conform should be put in place but also measures to enforce accountability. Value chain leaders need to identify the financial incentives and governance systems necessary to ensure that the business partners behave in a manner that benefits the entire chain and do not exhibit opportunistic behaviour.

Vertical coordination

For value chain to succeed there is a need for coordination among productive (primary actors) and service sector. The need for public-private sector interface is crucial to ensure enabling environment is achieved for value chain business to thrive.

Economic gains

Increased value addition and sharing is the ultimate goal of value chain collaboration. The gains of collaborating in a value chain approach should outweigh costs. Hence development partners should focus on strategic value chains that generate broad based income growth and wealth especially in rural areas as ultimate litmus test of value chain success in Tanzania.

Annexes

Annex 1: USADF initiatives from 2007

Grantee	Duration	Value	Summary
Karatu Development Association (KDA) 1530-TAN	2004 - 2011	$195,052	**Services (Micro-finance):** KDA is a self-sufficient microfinance institution in the Karatu District, with a client base of 1,000 members. Over the 5-year funding period, KDA will expand its capacity, providing 5,200 loans to members.
Mkonge Tea Block Farm Cooperative Society 1593-TAN	2004 - 2011	$235,816	**Agriculture (Tea):** A cooperative of 500 tea growers in the Mufundi District, the Society wholesales tea to the export-oriented Mufundi Tea Company. USADF funds allow farmers to increase the acreage under cultivation and use improved agricultural and marketing techniques. The average farmer's income is expected to increase from $115 to $282.
Kwanza Collection Company Ltd. 1665-TAN	2006 - 2011	$191,580	**Manufacturing (Home Décor Products):** Kwanza Collection was established in 1999 to link approximately 40 regional producer groups with export markets. Kwanza is best-known for the Iringa basket and through USADF's Buyer Linkages Program, Kwanza fulfilled an order for 3,000 handmade Iringa baskets for the Target Corporation, a leading U.S. retailer. Kwanza participated in the Africa Now New York Gift Show exhibit and negotiated orders with Ten Thousand Villages.
Uwano Ngarenanyuki Horticultural Cooperative Society (UNHCS) 1732-TAN	2007 - 2011	$121,956	**Agriculture (Vegetable Farming):** Uwano is a community based enterprise meeting the growing demand for fresh vegetables in the European Union. USADF will help increase vegetable yields and sales revenues through the establishment of a revolving loan fund, construction of a storage facility, and improvement of internal systems.
Midawe Horticultural Cooperative Society (MHCS) 1733-TAN	2007 – 2011	$133,667	**Agriculture (Vegetable Farming):** MHCS is a community based enterprise meeting the growing demand for fresh vegetables in the European Union. USADF will help increase vegetable yields and increase sales revenues through the establishment of a revolving loan fund, construction of a storage facility, and improvement of internal systems.
Association of Kilimanjaro Specialty Coffee Growers (Kilicafe) 1745-TAN	2007 - 2012	$250,000	**Agriculture (Coffee):** Headquartered in Moshi, Kilicafe is a cooperative representing 10,000 smallholder coffee farmers. USADF will increase the value of their exported coffee by funding the infrastructure necessary for on-site, value added processing. Funds will support the construction of central pulping unit, cupping laboratory and capacity building of staff. In 2004, Kilicafe was exporting 1 container of coffee to Starbucks Corporation and by 2008 they were exporting 30 containers valued at $3 million.
Classic Home Care Company Limited 1755-TAN photos	2007 - 2012	$250,000	**Manufacturing (Wooden Furniture):** Classic Home Care Limited has won national and regional awards for the fine quality furniture they build. With a two pronged approach to growth which relies on exporting their furniture and expanding their local contracting business, Classic Home Care will use USADF funds to update their production equipment, improve financial systems, and revise the business and marketing plan to accommodate selling their products internationally.

Grantee	Duration	Value	Summary
Nyirefami Limited 1758-TAN	2007 - 2012	$246,833	**Agro-Processing (Grain):** Nyirefami Limited is a grain flour processing company whose primary products are the staple food for 75 percent of the Tanzanian population. They have a loyal staff committed to producing a high quality, nutritious product. USADF is providing resources to improve their management capacity, distribution and marketing plans.
Getting Old Is to Grow Society (GOIG) 1798-TAN photos	2007 - 2012	$221,451	**Manufacturing (Home Décor Products):** Getting Old Is to Grow Society was established to provide a platform for retired people to empower and employ themselves through the production and sale of quality handicrafts. GOIG is now facing a new stage as they move from a nonprofit to a for-profit business. In this transition, USADF will include them in the buyer linkages program and will help them develop revised business tools for their growth as a for-profit entity.
Massai Women Development Organization (MWEDO) 1809-TAN photos	2008 - 2013	$237,413	**Manufacturing (Home Décor Products):** Based in Arusha, MWEDO focuses on creating sustainable market and employment opportunities for Maasai women. MWEDO's membership consists of 80 women's groups which comprise in total 2,800 members from Kiteto, Simanjiro, Monduli and Longido Districts.
Busangwa Organic Farmers Association (BOFA) 1816-TAN photos	2008 - 2013	$181,964	**Agriculture (Cotton):** Busanga Organic Farmers Association (BOFA) farmers have been working together for more than 40 years and were formally registered as an association on September 30, 2005. The 120 member association headquartered at Shinyanga, Tanzania, grows and sells high quality organic lint cotton, chick peas and sunflower products using IPM techniques that are environmentally friendly.
Kanyovu Coffee Curing Cooperative Joint Enterprise, Ltd. 1829-TAN	2008 - 2013	$247,575	**Agriculture (Coffee):** Kanyovu Coffee Curing Cooperative Joint Enterprise (KCCCJE) is located near Gombe Stream National Park in western Tanzania. This cooperative has more than 5,500 farmer members who produce green coffee. The Cooperative possesses the only community-owned dry mill coffee curing plant in Tanzania, which allows the members to benefit from the production of higher quality specialty grade coffee and the higher market price it commands.
Naturepipe Kilimanjaro Limited (NKL) 1873-TAN photos	2008 - 2013	$242,892	**Agro-Processing (Mango and Cashew):** Naturepipe Kilimanjaro Limited (NKL) is a privately owned mango and cashew marketing and production company that produces high quality, locally grown mangos and cashews for a strong domestic and expanding export market. NKL works closely with local growers in the primarily Muslim, low-income coastal regions of Tanzania.
Marvelous Flotea Company 1920-TAN photos, press	2009 - 2012	$229,891	**Manufacturing (Home Decor Products):** Marvelous Flotea Company is a small scale producer of home decor textiles in Dar es Salaam. The founder of Marvelous Flotea is a role model in Tanzania. She began by manufacturing tie dye and batik home textile products and eventually grew her business to add staff, increase her product range, and receive orders from export buyers. Following product design training and support provided by the USADF grant, Marvelous won best product design at the IFAT World Fair Trade Organization conference in Nepal.
Uncle Milo General Traders Limited (UMGT) 1933-TAN photos	2009 - 2013	$241,576	**Agro-Processing (Sunflower Seed):** Uncle Milo General Traders Limited purchases sunflower seeds from smallholder farmers in remote parts of Mpwapwa District and processes the sunflower oil and seed cake for domestic and regional markets. UMGT will use USADF funds to bring greater value to the farmers through access to credit for purchase of farm inputs, provision of training on agricultural best practices, and the improvement of facilities to build processing capacity.
Tanzania Organic Certification Association (TanCert) 1955-TAN photos	2009 - 2013	$234,962	**Crop Production and Support (Organic Certification):** Tanzania Organic Certification Association provides organic certification and inspection for more than 7,500 farmers across Tanzania. To help them provide more cost-effective and comprehensive services to farmers, USADF will be helping TanCert expand its operations, provide improved extension services to farmers, and offer more sophisticated organic testing analysis.
Lupembe Farmers Cooperative Joint Enterprise Ltd. 1984-TAN	2009 - 2013	$247,606	**Agriculture (Tea):** Lupembe Farmers Cooperative is a cooperative located in the Iringa Region that grows, processes, and markets green leaf tea for export. The USADF grant will support the cooperative to organize inputs, supply to its more than 900 members, provide extension services, collect and deliver tea to the processing facilities and manage a centralized cooperative farm.

Grantee	Duration	Value	Summary
Jumuiya ya Wakulima wa kilimo hai usambara mashariki (JUWAKIHUMA) 2037-TAN photos	2009-2011	$90,955	**Agro-Processing (Spices):** JUWAKIHUMA is a registered society with 609 members based in the Tanga Region that processes and sells organic spices. USADF funding will help JUWAKIHUMA improve their productivity and marketing along with expanding their cultivated land.
International TanFeeds Limited (TanFeeds) 2045-TAN	2009-2012	$246,146	**Agro-Processing (Animal Feed):** TanFeeds is an animal feeds production company that produces high quality animal feed from crops and crop by-products purchased from smallholder farmers in Morogoro, Dar es Salaam, and the coastal regions of Tanzania. USADF funds will be used for training, the construction of a new factory and the purchase of new processing equipment.
Golden Food Products Limited (GFP) 2128-TAN photos	2010-2013	$226,729	**Agro-Processing (Spices):** GFP is a Tanzanian-owned enterprise that processes, packages and sells retail branded organic products. The northeastern Muheza District of the Tanga Region, where GFP is located, has a climate that is well suited to producing high yielding, top quality organic herbs and spices. GFP has helped over 500 herb and spice farmers in the impoverished, primarily Muslim area of the Muheza District to become certified organic farmers. USADF funds will be used to conduct an intensive marketing campaign, implement an HACCP system, purchase and install processing equipment, and procure a vehicle.
HomeVeg Tanzania Ltd. 2169-TAN	2010 - 2011	$94,598	**Agriculture (Vegetables):** HomeVeg is a Tanzanian-owned enterprise based in northern Tanzania that exports fresh vegetables to Europe. USADF funds will be used to train smallholder vegetable growers in GLOBALGAP requirements and practices, obtain global gap certification, rent a pack house that will serve as location to process vegetables, procure a refrigerated container to store fresh vegetables, and develop a business plan.
Manyara Ranch Livestock Producers Association (MRALIPA) 2225-TAN	2010 - 2013	$193,399	**Agriculture (Livestock Production):** (MRALIPA) is an apex association that was formed to supply high quality cattle, sheep, and goats to the Manyara Ranch in Monduli District of the Arusha Region. USADF funds will be used to provide members with advanced training in marketing, financial management, and institutional development; provide farmers with trainings to improve livestock quality; provide farmers access to micro loans; link local livestock keepers with available market opportunities and provide livestock keepers with veterinary and extension services.
Mbingu Organic Cocoa Outgrowers Association (MOCOA) 2335-TAN	2011-2014	$141,018	**Agriculture (Cocoa):** (MOCOA) is a farmers' association located in the Morogoro region of Tanzania that provides support to smallholder farmers in the growing and marketing of organic and conventional cocoa. The USADF grant will be used to train association members, and improve production, marketing and export of certified organic cocoa.
Mkipi Miliki Company Limited (MMCL) 2361-TAN photos	2011– 2012	$86,854	**Soap Capacity Building:** Mkipi Miliki Company Limited (MMCL) is a registered limited liability company that produces quality herbal soap products, using locally available resources for sale to local markets on Pemba Island. USADF funds will be used to improve management and production systems.
Pemba Clove Honey Cooperative (PCHC) 2367-TAN	2011-2013	$86,643	**Agriculture (Honey):** Pemba Clove Honey Cooperative is a beekeepers association with 30 members (12 women) in Pemba North Region of Tanzania. USADF funds will be used to organize and train bee farmers and develop modern beehives for honey production
Association of Mango Growers (AMAGRO) 2370-TAN photos	2011 - 2014	$152,152	**Agriculture (Mango):** AMAGRO is a farmers' association located in Dar es Salaam, Tanzania that aims to promote, develop, and safeguard the interests of mango farmers so that mango farming can be a leading and sustainable economic activity. USADF funds will be used to improve the production and marketing of mango products.
PRADO Rice Commercialization and Capacity Building 2387-TAN	2011 - 2013	$92,339	**Agriculture (Rice and Banana):** PRADO currently works with 100 smallholder farmers on Pemba Island to improve rice and banana cultivation and farmer knowledge of irrigation system maintenance and application. USADF funds will be used for improved management systems, training materials, and refurbishment of demonstration farm plots.

Grantee	Duration	Value	Summary
FUFO Fishing Capacity Building Project 2402-TAN photos	2011 - 2013	$61,516	**Fishing:** FUFO is a cooperative of 120 members and provides training in improved fishing techniques and fishery management. USADF funds will be used for developing personnel and accounting systems, modern fishing gear, and a new fishing vessel.
Jumuiya ya Wakulima wa kilimo hai usambara mashariki (JUWAKIHUMA) 2462-TAN photos	2011 - 2014	$211,167	**Agro-Processing (Spices):** JUWAKIHUMA is a registered society with 720 members based in the Tanga Region that processes and sells organic spices. USADF funding will help JUWAKIHUMA improve members' production by managing revolving funds to purchase fertilizers and seedlings.
Gando Farmers Association (GAFA) 2487-TAN photos	2011 - 2014	$158,820	**Agriculture (Spices):** Gando Farmers Association (GAFA) is an association of more than 3,000 farmers based in Pemba, Tanzania that produces and sells organic spices. This isolated, remote island is an underserved and underdeveloped area. USADF funds will help GAFA to process and package their spices for increased sales in diversified markets.

Annex 2: Summary of value chain initiatives and timings in Tanzania by 2012

Agricultural initiative

SNO	INITIATIVE	PROMOTORS + IMPLEMENTERS			LOCATION (REGIONS)	TIMEFRAME
		Development Partners	Government	Private Sector		
1.	FT/organic cashew nuts			MHQFP DuCon	Mtwara	2008 – ongoing
2.1	Cassava	VECO			(Pwani)	2008 – 2013
2.2		FAO	LGAs, ARI		Mtwara, Lindi Pwani	2010 – 2012
2.3		Plan Tanzania			Mwanza, Pwani Morogoro	2011 – 2015
2.4		IFAD (MUVI)	MITM/SIDO	PWC	Mwanza + Ruvuma	2007 – 2013
2.5		IFAD (MUVI)	MITM/SIDO	TISCO	Pwani	2007 – 2003
2.6		Concern Worldwide			Mtwara, Kigoma + Iringa	2010 – 2013
3.	Fresh fruit + vegetables					
3.1	Citrus	IFAD (MUVI)	MITM/SIDO	MMA	Tanga	2007 – 2013
3.2	Mangoes + Pineapples	IFAD (MUVI)	MITM/SIDO	TISCO	Pwani	2007 – 2013
3.3	Tomatoes	IFAD (MUVI)	MITM/SIDO	BCS	Iringa	2007 – 2013
3.4	Onions	VECO			Manyara	2008 – 2013
3.5	Vegetables	Oxfam GB, LBTIC			Tanga	2009 - 2017
3.6	Vegetables and fruits	Fintrac, USAID		TAHA	Arusha, Kilimanjaro, Tanga, Pwani, Morogoro, Iringa, Mbeya, Zanzibar	2009 - 2014
3.7	Horticulture	TPSF/CCP		TAHA	Northern zone, Coast	2019 - May 2012
4. 1	Dried fruit and vegetables			Matunda Mema (T) Ltd	Karagwe (Kagera)	2001 – ongoing
4.2				KNFC	Kilimanjaro	2002 – ongoing
4.3		NUFU, DANIDA, TPSF / CCP	SUA Incubator			2009 – ongoing
5.	Cocoa	Technoserve, Irish Aid, USAID	MAFC		Kyela and Rungwe (Mbeya)	2009 – 2015
6.	Organic and FT Coffee		MAFC	KCU, KDCU, KNCU	Kagera, Karagwe, Kilimanjaro	Ongoing
	Conventional Coffee	VSO / Kolping		ASU, KCU	Kagera	2008 – ongoing
7.1	Cotton	RLDC, Biosustain Ltd, BioRe, Oridoy Rural Cooperative Society, MSK Ltd, LGA Bariadi	TCB		Central Corridor: Singida, Tabora, Manyara, Shinyanga	2006 – 2015
7.2		DFID + Gatsby Foundation, TGT, Technoserve	TCB		Kagera, Mwanza, Mara, Tabora, Shinyanga, Singida, Kigoma	2008 – ongoing
8.1	Cereals: Maize and Rice	NAFAKA: ACDI-VOCA, USAID	MAFC, DALDOs	Various local companies	SAGCOT Kiteto & Kongwa Kilombero &	2011 – ongoing

					Mvomero; Zanzibar	
8.2	Maize and paddy	Technoserve, EAGC			Mbeya	2011 – 2014
8.3	Rice	AKF, DfID, VSO			Lindi & Mtwara	2010 – 2014
8.4	Rice	Oxfam GB, RUDI & SHIDEPHA				2009 – 2017
8.5	Rice	RLDC,	ASA	MVIWATA ROKO Investment & GAKI Investment	Manyara, Morogoro, Tabora, Singida, Shinyanga	2010 – 2014
9.	Sisal	Oxfam GB		REDESO	Shinyanga	2009 - 2017
10.1	Oilseeds: sunflower and sesame	IFAD (MUVI)	SIDO	MMA, PWC, BCS	Iringa, Tanga, Mwanza, Ruvuma	2007 – 2013
10.2	Sunflower	RLDC			Dodoma, Manyara, Singida	2006 – 2015
10.3	Sunflower	TRIAS, FIDE,		FAIDA MALi MVIWATA, MVIWAMO, Gallapo Farmers' SACCOS	Manyara, Arusha	2008 – 2010
10.4	Sunflower and sesame	SNV, RLDC, FINCA, VSO, PASS	SIDO, TISCO	SACCOS	Manyara, Arusha, Singida, Dodoma, Morogoro, Mbeya, Iringa, Rukwa, Ruvuma	2006 – ongoing
10.5	Sunflower	Concern Worldwide Tanzania		KIMAS, CARITAS, CONSORTIUM, TCRS, REDESO	Mtwara, Kigoma, Iringa	2010-2013
10.6	Sunflower	VECO			Mbeya	2008 – 2013
11.	Tea		Tea Board of Tanzania, MAFC	WFT		2009 – ongoing
12	Multi crops	SAGCOT, HKI, TFNC	MAFC, LITI		Dar es Salaam, Morogoro, Iringa, Njombe, Mbeya, Ruvuma, Mwanza	2010 – ongoing
13.	Sugarcane		TSB	Ilovo Sugar Ltd. KCGA, RCGA, MOA, TASGA		Ongoing
14.1	Pulses	LIMAS		Export Trading, Mohamed Enterprises, Afrisian, Olam	Lindi & Mtwara	Ongoing
14.2	Edible nuts	EPOPA				Initiative has ended
15.	Non-value chain interventions (Matching grants & Training)	SCF, JICA, ADF, FAO				2008-2013
16.	KILIMO Kwanza, SAGCOT initiatives	Various Donors	Agric Lead Ministries	ACT etc	Country wide	Ongoing

Livestock

SNO	INITIATIVE	Development Partners	Public	Private Sector	LOCATION (REGIONS)	TIMEFRAME
1.1	Livestock: indigenous poultry	RLDC & various partners			Shinyanga, Tabora, Manyara, Dodoma, Singida	2008 – 2010
1.2		TRIAS, FIDE		FAIDA MaLi, MVIWAMO	Arusha, Manyara	2008 – 2013
1.3		Oxfam GB,		TSAE	Shinyanga	2009 – 2017
1.4		DfID, NR International	VALEOS	RIU Tanzania, MUVEK	Pwani, Dodoma, Singida Morogoro, Tanga, Ruvuma, Njombe, Iringa, Mbeya	2009 – 2012
2.1	Livestock: red meat and dairy	IFAD (MUVI)	SIDO	UDSM (ERB)	Manyara	2007 - 2013
2.2		SNV		TALIMETA, UWAKAMA, TAMPA	Manyara, Dodoma, Morogoro, Mbeya, Iringa, Rukwa, Ruvuma	2007 – 2012
2.3	Livestock: red meat	UNIDO, IFAD, FAO	MLDF, TMB		Morogoro, Iringa, Mbeya	2011 - 2012
3	Livestock: Goats	VECO			Manyara	2007 – 2012

Non-Agricultural initiatives

SNO	INITIATIVE	PROMOTORS + IMPLEMENTERS			LOCATION	TIMEFRAME
		Development Partners	Government	Private Sector		
1.1	Tourism products and handicrafts	Trade Aid, AMKA, USADF		Kwanza Collection		2006 - ongoing
1.2		VSO Tanzania, ACRA, Care Tanzania			Zanzibar	Ongoing
1.3		FINNIDA, USADF		GOIG	Dar es Salaam	2007 – ongoing
1.4				Shanga	Arusha	Ongoing
1.5				Maasai Women's Art	Arusha	Ongoing
1.6		USADF		Maasai Women Development Organization (MWEDO)	Arusha	2008 - 2013
1.7		USADF		Marvelous Flotea Company	Dar es Salaam	2009 – 2012
2. 1	Support to artisans	TFSR	SIDO		Country-wide	Ongoing
2.2		JICA			Arusha	2010
2.3		USADF		Classic Home Care Company		2007 – 2012
3	Waste recycling	UNIDO	MoIT, TIRDO		Dar es Salaam	Initiative has ended
3.2				Maendeleo Plastic	Arusha	2008 – ongoing
4.	Packaging	SCF			Arusha, Morogoro Mwanza	Not yet started

Renewable energy

SNO	INITIATIVE	PROMOTORS + IMPLEMENTERS			LOCATION	TIMEFRAME
		Development Partners	**Government**	**Private Sector**		
1: Basic needs of cooking and lighting						
1.1	Biogas	SNV, FIDE	CARMATEC	VICOBA	Arusha, Kilimanjaro	2009 - 2014
1.2.	Biomass energy saving technologies		TaTEDO		Arusha, Coast, Dar es Salaam, Kilimanjaro, Manyara, Morogoro, Mwanza, Shinyanga, Tanga	2007 – ongoing
2: Energy technologies for productivity						
2.1.	Solar lighting and pellet cook stoves			TREE	Office in Arusha	2012 -
2.2.	Sustainable charcoal			OMASI	Simanjiro	2010 – ongoing
2.3.	Sustainable charcoal	SDC, TFCG, CDE, EMPA	TaTEDO	MJUMITA		2012 – 2018
2.4.	Sustainable, rural energy		TaTEDO			2007 – ongoing
2.5.	Biochar for energy and agriculture	Norges Vel, RUDI	TaTEDO		Mbeya, Morogoro, Iringa	2011 – 2014
3: Biofuels						
3.1.	Jatropha biofuel for export	PfD, USDA		DILIGENT FAIDA MaLi (non-profit)		2009 – 2012
3.2.	Pure Plant Oil (PPO) energy			OMASI	Terrat, Naberera in Arusha	2010 – ongoing

Annex 3: Contact persons for DANIDA / Irish Aid VC scoping study

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Annex 4: Overview of value chain studies in Tanzania

Value Chain / Title	Region	Study contracted by:	Study authored by:	Year
Baby vegetables, citrus, dried fruit and veg, fresh and processed tomatoes, mangoes, food processing	Country-wide	SCF	MMA	2008
Biofuel from Jatrohpa	Tanzania	-	RTA	2009
Cashewnuts, horticulture, rice, citrus, sunflower		DAI PESA		2003
Cashews		World Bank		2009
Cashews		World Bank	Mitchell D	2004
Cashews		MoIT, UNIDO		2011
Cassava	Mkuranga District	VECO	MMA	2009
Cassava	-	-	Mnenwa R	2009
Cassava	Coast Region	Rural Micro, Small and Medium Support Programme – MoIT, SIDO, IFAD	TISCO Consultants and Associates Ltd	
Cassava (processed)	Mtwara, Lindi	One UN JP1	MMA	2008
Cassava, Banana, Beans, Maize, Sunflower, Rice, Palm Oil	Northwestern Tanzania: Kibondo, Kigoma, Kasulu, Ngara, Karagwe	ILO	UN team of experts	2010
Charcoal	Country-wide	GoT	World Bank	2009
Charcoal	Country-wide	Swiss Cooperation Office	LTS Africa	May 2011
Chickpeas, Nile Perch, Pineapples	Lake Zone	SNV	MMA	2006
Citrus, irish potatoes, maize, rice, red meat, soya beans sunflower, wheat		SAGCOT		2011
Coffee		World Bank		2009
Construction industry	Tanzania and Kenya	-	RTA	2009
Corrugated paperboard packaging	Tanzania and Kenya	-	RTA	2009
Cotton, textiles				
Dairy	Countrywide			
Dairy	Arusha /	TCCP	TCCP	2009

	Kilimanjaro			
Dairy	Countrywide	GoT – Ministry of Livestock and Fisheries Development	GoT – Ministry of Livestock and Fisheries Development	May 2011
Dairy	Countrywide	SCF	SCF	2011
Dried fruit and vegetables	Tanzania	SCF	MMA	2008
Fish	Mwanza / Lake Victoria	TCCP	TCCP	2009
Floriculture	Tanzania and Kenya	-	RTA	2009
Floriculture: Sunflower	Tanzania	-	RTA	2009
Food processing	Iringa, Morogoro, Arusha, Dar	TCCP	TCCP	2009
Food retailing / supermarkets	Tanzania and Kenya	-	RTA	2009
Fresh and processed Citrus, Sunflower Oil	Tanga Region	SIDO, IFAD under MUVI Program	MMA	2009
Fresh fruit and vegetables	Pemba	VSO	MMA	2007
High value vegetables	Tanzania	USAID		2007
Honey and Beeswax	Tanzania	SCF and Traidcraft	MMA	2007
Horticulture	Tanzania	USAID		2008
Horticulture	Arusha, Lushoto, Coast, Morogoro	TCCP	TCCP	2009
Irish potatoes, Soya beans, sunflower, wheat	Southern Highlands Corridor i.e. Dar es salaam, Morogoro, Iringa, Mbeya	SAGCOT / TAP	MMA	2010
Leather	Countrywide	UNIDO	Consultants	2011
Leather & Gems	Mwanza, countrywide	TCCP	TCCP	2009
Local Chicken	Monduli and Babati Districts	TRIAS	MMA	2006
Local chicken, Cashewnut, Cassava	Lindi and Mtwara	FAO	MMA	2009
Maize	Tanzania, Uganda,	World Bank		2009

	Kenya			
Maize	Tanzania	World Bank		2009
Mango	Countrywide	CCP, AMAGRO	MMA	2011
Meat	Countrywide	TCCP	TCCP	2009
Mining - Diamonds	Tanzania and Botswana	-	RTA	2009
Mining - Gold	Tanzania and Zambia	-	RTA	2009
Mining – Tanzanite	Tanzania	-	RTA	2009
Onions for export	Simanjiro District	VECO	MMA	2011
Poultry	Tanzania	USAID		2010
Red meat	Countrywide	SNV	MMA	2008
Rice for local and export markets	Shinyanga	-	MMA	2008
Rice, Maize	Southern Corridor	NAFAKA, USAID, ACDI - VOCA	MMA	2011
Rice, Maize		TAP / Agricultural Council of Tanzania	MMA	2010
Rice, Sesame	Lindi, Mtwara	Coastal Rural Support Programme		2008/2009
Rice, Chick pea, local chicken	Shinyanga	Oxfam	MMA	2008
Sesame	Mtwara and Lindi		Bennet B	2008
Sisal	Shinyanga	Oxfam		2008
Sunflower	Tanzania	-	Ugulumu E	2008
Sunflower	Countrywide	SCF	SCF	2011
Sunflower	Tanga	SIDO under RBSS subcomponent of MUVI programme	MMA	2009
Sunflower, Cassava	Mwanza	Rural Micro, Small and Medium Support Programme – MoIT, SIDO, IFAD	Pricewaterhouse Coopers	2009
Sunflower, Cassava	Ruvuma	Rural Micro, Small and Medium Support Programme – MoIT, SIDO, IFAD	Pricewaterhouse Coopers	2009
Sunflower, Citrus	Tanga	Rural Micro, Small and Medium	MMA	2009

		Support Programme – MoIT, SIDO, IFAD		
Sunflower, Livestock	Manyara	Rural Micro, Small and Medium Support Programme – MoIT, SIDO, IFAD	University of Dar es Salaalm	2009
Sunflower, Tomatoes	Iringa	Rural Micro, Small and Medium Support Programme – MoIT, SIDO, IFAD	Business Care Services Ltd.	2009
Tea	Tanzania	-	Loconto A	2010
Tea		Woods Family Trust, CHAI project		
Tea	Countrywide	TCCP	TCCP	2009
Textiles	Countrywide	TCCP	TCCP	2009
Timber	Tanzania and Uganda	-	RTA	2009
Tourism	Countrywide	TCT	Business Advisors	2009
Tourism	Tanga, Unguja, Pemba, Mwanza, Arusha, Dar	TCCP	TCCP	2009
Tourism, Ecotourism	Zanzibar	NUFFIC, ZHTI	MMA	2006
Transport	Countrywide	TCCP	TCCP	2009
Waste Recycling	Serengeti, Tanzania	Serengeti Ecosystem Forum	RTA	2010
Water service delivery	Tanzania and Uganda	-	RTA	2009
Wood Carvers / Tourism	Tanzania / Zambia	-	RTA	2009

Annex 6: Terms of Reference

Terms of Reference for a Scoping study on value chain/addition mapping in Tanzania

Introduction

Both Irish Aid and DANIDA have since 2009 implemented activities applying the value chain methodology and are now seeking to expand their activities into additional sectors/commodities. A joint need for an overview of existing value chain studies and implementation activities has been identified. This scoping exercise will identify the existing value chain/addition initiatives in Tanzania; what and where gap(s) exist and where Irish Aid and DANIDA could through provision of support, add value.

Irish Aid

Irish Aid Tanzania is developing a Rural Livelihoods and Growth programme under its new Country Strategy Paper (CSP) for the period 2011-2015. The overarching goal of the CSP is inclusive growth and reduced poverty and vulnerability. A key outcome sought under the CSP is that rural poor are more income secure. Irish Aid recognises that strengthening rural livelihoods and growth through agriculture depends on both the public and the private sector. It will therefore couple its support of national programmes with targeted support to the private sector in order to maximise its strategic engagement with agricultural growth.

A focus on the private sector is rooted in Irish Aid's White Paper (2006) which highlights the importance of private sector development in Programme Countries and makes a commitment to up scaling institutional support in this area. Irish Aid's private sector engagement will focus on private sector initiatives that promote pro-poor local development, women's entrepreneurship, and mainstream good governance and environmental issues. This engagement also reflects the finding of the Joint Irish Aid and DFID Country Programme Evaluation for Tanzania (2004/05–2009/10) that small-scale, niche opportunities for specific support and innovation can play a significant role. This is particularly the case for the Rural Livelihoods and Growth area.

Hence, in line with the objective of improving livelihoods of smallholders in Tanzania, niche opportunities in the area of value chain will be pursued, which can complement Irish Aid's public sector driven interventions and existing private sector development programme (outlined below). Additional partnerships in the area of value chain development and market access are being considered under the new CSP, in agriculture commodities involving both crop and livestock interventions.

This scoping study will assist Irish Aid to potentially identify new value chain partnership(s) to support in addition to the already established partnerships. The value chain/addition support should be clearly aligned with the CSP and complement Irish Aid's overall engagement in the area of Rural Livelihoods and Growth. This initiative supports one of the outputs envisaged in the new CSP that "male and female smallholders have increased access to value addition and markets", which comes under the objective "to improve livelihoods for smallholders and pastoralists".

DANIDA

DANIDA, in cooperation with Government of Tanzania, has started the preparation of the next phase of the support to business sector development in Tanzania, BSPS IV (2013-2018). As part of preparation process, an identification mission was conducted in November 2011 and the report is being finalized. This report provides recommendations for the formulation of BSPS IV based on the assessment of business environment in Tanzania. Interalia, the report recommends the continuation of support to value chains with the aim to stimulate growth in MSMEs and create employment. DANIDA finds this recommendation appropriate and is considering including a value chain/M4P work in the next phase of its business sector programme.

The BSPS IV will work to strengthen growth in productive sectors and employment creation as did component C in BSPS III. A value chain/M4P approach will be applied. Factors can amongst other comprise of access to finance, access to business premises, education & training, public sector imposed constraints. The programme will focus on sectors with high potential for stimulating growth and employment creation and efforts should be made also to identify green energy sectors.

The work currently ongoing in the BSPS III SME Competitiveness Facility focusing on food processing should be continued. Whereas BSPS III Component C focused explicitly on agribusiness and agro-processing, BSPS IV will explore the benefits of expanding focus towards non-agricultural sectors. The motivation is the following:

- Migration from rural to urban areas is extensive and cities are growing rapidly creating large pockets of poverty and an urgent need for employment opportunities.
- A minimal proportion of Tanzania's economy is formalised and a significant proportion of economic activities are informal and self-employment is the norm. A major challenge is to reach the large number of informal operators and support them in expanding and at a later stage formalising their business. If informal economy is the target the urban areas are a good place to start.
- Working with the informal economy can potentially contribute to broaden the tax base of Tanzania, although this should not be the point of departure.
- A significant number of the people migrating are young people and as such the focus on urban areas could be combined very well with a focus on youth.
- The high population density makes it possible to reach large number of poor people with some purchasing power are an attractive market with important backward linkages to rural areas.
- There are interesting opportunities for developing market systems within green energy, which apart from employment opportunities also can have positive environmental benefits e.g. in terms of shifting energy consumption from charcoal to modern energy sources.
- The majority of donors are focused in rural areas and only very few work in urban areas.

A considerable number of especially rural value chain studies have been conducted in recent years by different organisations. In order to allow for an informed decision on the priorities of the sub-component an in-depth mapping and assessment of these is required

This scoping exercise will assist in identifying value chain initiatives, which Irish Aid & DANIDA can potentially support. This exercise will involve meeting the objectives outlined below:
Specific Objectives:

1) Conduct a desk review to map out, as comprehensively as possible, the ongoing value chain related initiatives in Tanzania in the rural development/agriculture sector as well as the non-agricultural sector. The study should cover sectors being supported by government of Tanzania, development partners, private sector and civil society, and provide an overview of implementing partners, geographic outreach, target groups, main focus, implementation modality and other relevant information.

2) For Irish Aid identify feasible value chain initiative(s) for an agriculture commodity (crop or livestock) that Irish Aid could potentially support, where Irish Aid clearly adds value; this could involve support to an existing initiative or a new initiative entirely. The initiative(s) must be clearly aligned with the core principles and mainstreamed issues of the new CSP (2011-2015), and the Rural Livelihoods and Growth component. The value chain should have a strong focus on smallholder male and female farmers.

3) For DANIDA identify 2 feasible value chain initiatives for agricultural commodities with significant processing potential and 2 feasible value chain initiatives for non-agricultural commodities (e.g. service sector, renewable energy) which can be included in BSPS IV as a point of departure (existing of new initiatives). The study should provide an idea of the potential benefits by engaging in a particular value chain with regards to the number of actors in the value chain, potential employment creation effect (employment and self-employment), gender equality benefits, back-and forward linkages to agriculture, import substitution, export, tax revenue etc.

4) For both Irish Aid and DANIDA the study should assess operational issues, such as feasibility of operationalising an additional value chain project, timelines, Human Resource implications, Monitoring and Evaluation and any potential risks

Outputs:

- A value chain mapping document providing an overview
- Recommendation report for Irish Aid, which adequately addresses the above objectives.
- Recommendation report for DANIDA, which adequately addresses the above objectives.

Final draft reports (in word format, 20-30 pages excluding annexes) should be submitted on or before April 1st 2012. Final reports should be submitted not later than one week after receiving consolidated comments from Irish Aid and DANIDA.

Methodology:

The consultancy will primarily involve a desk review as well as consultation with external stakeholders (e.g. potential partners or other donors) as considered necessary.

The report will be undertaken by a consultant with at least 5 years of relevant experience preferably in private sector development, agricultural development, value chain / addition development and private sector policy analysis / development. The consultant should have local expertise.

At the beginning of the study (end of week one) the consultant will present to the Embassies an inception report indicating the understanding of the TOR and scope of the exercise. At the end of the study (the fourth week of the assignment) the consultant will present the first draft of the findings at an internal workshop in order to share and critique the proposed approach/initiative and after one week submit a final report

Timing:

The consultancy is planned to commence from 15th February 2012. Up to 30 working days is available to complete the consultancy.

Annex 7: Survey instruments

1. Implementing agency / partners. In case of partnership, please explain the role of each partner.	
2. Type of value chain i.e. the commodity such as maize for local and regional markets, sunflower for local market et cetera	
3. Number (outreach) and type of actors currently involved in the value chain, i.e. input suppliers, farmers, traders, processors, et cetera	
4. Objective of the initiative, including targets set / benchmarks	
5. Target group / level of impact in the chain	
6. Location of operation/ geographic outreach	
7. Time frame; starting and ending date of the project (including phases)	
8. Activities carried out under the initiative	
9. Potential benefits e.g. - employment creation - gender equality - backward & forward linkages to agriculture - import substitution - export - tax revenue	
10. Actual benefits to date	
11. Any gaps not addressed in the current initiative?	

Annex 8: Itinerary of the study

Scope of work + Process Flow	Dates – timing	Key Activities
Literature Review & Draft reports Read, consult and develop a synthesis on key scoping issues	March 7th - 30th March 2012	• Review literature • Visit key actors to discuss their interventions • Prepare draft scoping reports • Identify potential areas for DANIDA & Irish Aid interventions and discuss with potential partners / donors • Draft recommendation report to DANIDA & Irish Aid (by 30th March)
Internal workshop	On 3rd April 2012	• Present the draft report to internal workshop • Obtain comments from clients
Final Report	By 16th April 2012	• Finalising final report and submit by 26th April