

Monthly Update – September 2013

# Tanzania Agriculture Productivity Program

## OVERVIEW

USAID-TAPP is increasing incomes for smallholder farmers, improving nutrition, and expanding markets through agricultural innovation and commercialization. The program is part of Feed the Future, the US government's global hunger and food security initiative to break the cycle of hunger and poverty in the developing world. Feed the Future is focusing on the Southern Agricultural Growth Corridor (SAGCOT), a region the Tanzanian government has identified as the most conducive for agricultural growth. Working with our partners and the Government of Tanzania, USAID-TAPP is concentrating efforts on selected crops and regions to help transform the country's food security.

## CAPACITY BUILDING ACTIVITIES WELL UNDERWAY

USAID-TAPP, through its grants program, works with a number of private sector companies to improve the horticultural value chain. This includes working with processing companies that provide markets for hundreds of Tanzanian farmers. One such company is Bellaview from RomboMkuu. Bellaview has made a major investment by setting up a factory in this small town on the eastern slopes of Mount Kilimanjaro. The factory started to produce bottled water at the beginning of the year and is presently installing a fruit juice production line so that it can begin processing mangoes from smallholder growers.

Running a factory is not easy – doing it successfully requires efficient operations, a well trained staff, and an ability to ride out unexpected challenges that arise from time to time. USAID-TAPP has helped with the capacity building of the company by bringing in a food industry professional with extensive international experience in strategic and operations management. Initial work by the consultant has concentrated on improving maintenance procedures and ensuring efficient management organization. By reducing wastage and minimizing costs, day-to-day production has achieved levels never before reached and profits have climbed.

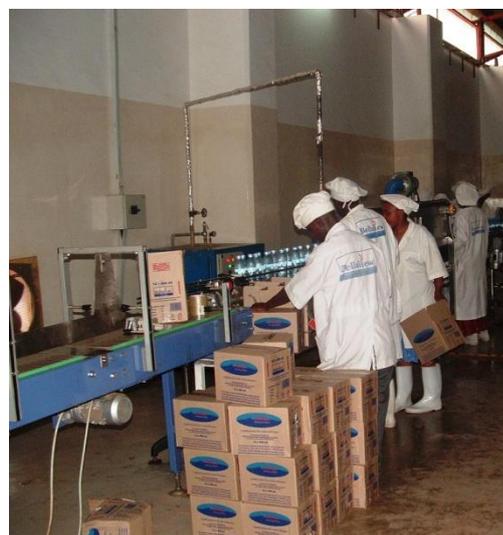


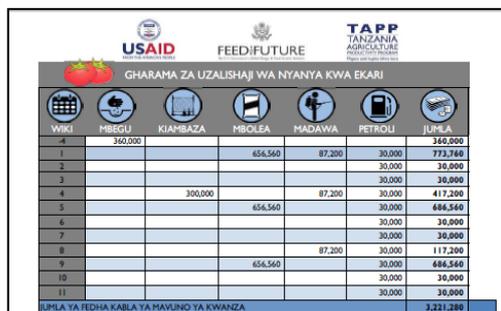
Photo by Fintrac Inc.

*Bottled SeQua water from Bellaview being packed and prepared for dispatch.*

The next step is to complete installation and commissioning of the fruit juice production line. In this regard, additional investments have been made by the owners of Bellaview and engineers are soon arriving to complete the work. At the same time, efforts are being made to complete operational procedures in preparation for HACCP/ISO22000 certification in early 2014.

## LOCAL ENTREPRENEURSHIP THROUGH NEW PILOT PROJECT

USAID-TAPP business development specialists have increased their support to project farmer groups. In September, farmer groups underwent capacity assessments and have received training and technical assistance. The trainings included basic recordkeeping, costing and sales, and entrepreneurship. With these trainings, farmers acquired the necessary business skills to maintain a sustainable operation. Based on feedback from farmers and assessment knowledge gaps within farmer groups, the business specialist team updated their training material and record book formats to better meet farmer's needs. They recently developed updated cost of production and cash needs for seven of USAID-TAPP's key crops: tomato, onion, sweet pepper, Irish potato, watermelon, cabbage, and banana. These documents present profitability scenarios at different prices and productivity levels. Farmer groups have found this tool very useful for making decisions and managing budgets.



WIKI	MBEGU	KIAMBAAZA	MBOLEA	MAJAWA	PETROI	JUMLA
1	300,000					300,000
2			454,560	87,200	30,000	771,760
3					30,000	30,000
4		300,000		87,200	30,000	417,200
5			454,560		30,000	484,560
6					30,000	30,000
7					30,000	30,000
8				87,200	30,000	117,200
9			454,560		30,000	484,560
10					30,000	30,000
11					30,000	30,000
JUMLA YA FEDHA KABLA YA MAVUNO YA KWANZA						3,221,280

Cost of production and cash needs documents help guide farmers to make informed decisions and manage budgets more effectively.

In order to make financial institutions more aware of the potential in lending to smallholders, business specialists have approached new institutions to connect with assisted farmer groups. In Arusha, Morogoro, and Iringa regions, 10 financial institutions were identified and trained by an international consultant on strategic approaches to agriculture, introduction to agriculture finance, and obtaining agriculture credit with minimum risk. In addition to this, USAID-TAPP is working with these institutions to develop a financial pilot project for farmers. The initial stages of this pilot project are already underway, with the signing of a memorandum of understanding (MOU) between Mufindi Community Bank in Iringa and USAID-TAPP to mark the first milestone. Farmers in this area will soon be able to have access to credit by mid-November.

## RICE HUSK ASH TO POWER AGRICULTURE PRODUCTION

With continued technical assisted support from USAID-TAPP staff, project farmer groups have been able to broaden their income opportunities by diversifying into higher value crops and better market access. This has resulted in increased incomes, reliable farm-market and farm-agribusiness linkages, and improved nutrition.

During the month of September, a total of 2,382 individuals received trainings on topics relating to improved production practices, income generation, health and nutrition and improved markets in Tanzania and the Isles of Zanzibar. Out of these trainings, farmers were introduced to the use of rice husk ash for spreading over carrots seeds in order to improve the process of germination. Before the introduction of this technology, carrot producers such as Wito B Farmers Group in Njombe, would cover their carrot seeds with soil during sowing, hence hindering germination.

In other regions like Mbeya, farmers have taken to using this simple method in their carrot production. Like the Wito B Farmers Group, the Jiendeze Farmers Group welcomed this new technology with open arms and took things a step further by encouraging other farmers within their community to use rice husk ash during germination. Thanks to this new technology, more water is absorbed from the ground allowing for the conservation of moisture in the seeds, therefore improving the germination process. In Iringa region, project agronomists are in the initial stages of preparing a carrot demo and introducing this simple technology to their farmer groups. Through these trainings, 17,880 USAID-TAPP farmers are applying new technologies.



Photo by Fintrac Inc.

Local farmers spreading rice husk ash over their carrot seeds that are currently under production in Njombe region. This simple method improves the germination process, and ultimately increases yield production.

### Tanzania Agriculture Productivity Program

“Increased food security through enhanced productivity”

USAID-TAPP is a five-year program implemented by Fintrac Inc. to increase smallholder farmer incomes through enhanced productivity, crop diversification, and improved market access. Visit [www.tanzania-agric.org](http://www.tanzania-agric.org) for more information on upcoming activities and to receive copies of monthly bulletins and success stories.

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