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TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 6



January - March 2011

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The author's views expressed in this publication do not necessarily reflect the views of the United States Agency for International Development or the United States Government.

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EXECUTIVE SUMMARY

USAID-TAPP is working to increase smallholder income, improve nutrition and expand markets. Second quarter achievements for FY 2011 include:

Productivity

- 211 trainings were conducted this quarter by USAID-TAPP, reaching 9,182 beneficiaries.
- Students at the Gilala Primary School raised more than one million shillings in profit and improved nutrition by establishing a vegetable garden and training program.
- The 115 members of the Rudugai Vegetable Growers Association are protecting the environment and their health following training on the safe use of pesticides.
- 7 greenhouses have been established and farmers were trained on their successful construction and operation to ensure the sustainability of Tanzania's agriculture sector well into the future.
- In their first greenhouse production cycle, the women of the Upendo Women Farmers Group in Dar es Salaam quadrupled profits over what they made on the same plot of land last year.
- Members of the Tuwe Imara Producer Group in Fuoni, Zanzibar harvested nine times more eggplants than they ever have on the same plot of land following trainings on good agricultural practices and improved technologies.
- Sweet potato trials are being held in Morogoro to test new varieties and encourage local adoption of this important food security crop.

Market and Trade Development

- A coolstore-equipped market hub has been established in Stonetown, Zanzibar where smallholder farmers are selling their fresh, locally grown produce to the tourism industry for the first time.
- The Tanzania Horticulture Association (TAHA) attended the international Fruit Logistica fresh produce trade show in Berlin where they showcased the potential of Tanzanian horticulture to the rest of the industry.
- Smallholder farmers are producing two tons of French beans a day for export through USAID-TAPP partner Arusha Blooms.
- TAHA produced its first bulletin this quarter to provide market and pricing information to growers.

Crosscutting Themes

- 2,867 people were educated on issues relating to HIV/AIDS prevention and education in Tanga through a training of the trainers (TOT) program.
- The 33 women of the DADA producer group in Matemwe, Zanzibar are improving their income and nutrition by growing Moringa and incorporating its leaves into pasta.
- More than 200 women have learned how to save and borrow money by taking advantage of community banks as well as trainings in business development and recordkeeping.

INTRODUCTION

PROJECT DESCRIPTION

The Tanzania Agricultural Productivity Program (TAPP) is a five-year initiative supported by the American people through the United States Agency for International Development (USAID). The program aims to increase smallholder farmer incomes through enhanced productivity and improved domestic and export marketing of agricultural products.

GOALS AND OBJECTIVES

USAID-TAPP works to increase smallholder incomes, improve nutrition and expand markets. The program will benefit 25,000 rural families by effectively transferring technology and business skills to farmers, attaining sustainable increases in rural incomes, and enhancing institutional capacity in the public and private sectors. Efforts to address the impact of HIV/AIDS in rural communities will run through all proposed activities and there will be a strong emphasis on encouraging women and youths to become aware of the potential of horticulture as a business. The principles of good agricultural practices (GAPs) will guide all cropping programs to ensure that the environment will be protected and enhanced.

Beans and
corn at
Arusha
Blooms Ltd.

Photo by Fintrac
Inc./Christina
Chacha



1. PRODUCTIVITY

This quarter, USAID-TAPP staff conducted more than 300 advisory visits to farmers and processors, held 211 training events for 9,182 participants, and encouraged investment of more than \$350,000 in horticultural projects in Tanzania and the Isles of Zanzibar.

1.1 TRAININGS

USAID-TAPP helped students at the Gilala Primary School in the Kilimatambo village of Karatu, Tanzania grow vegetables and raise more than one million shillings in profit from their first crop. The students and teachers learned GAPs such as proper plant spacing and raised beds. USAID-TAPP also installed a drip irrigation system. The students are growing amaranth, spinach and kale – all crops rich in iron, a key nutrient for childhood growth. (ANNEX II)

Smallholder mango farmers trained last year in a joint workshop by USAID-TAPP and the Association of Mango Growers (AMAGRO) have started pruning trials on their mango trees. The program sponsored a farmer workshop and consultant's visit in December of last year, and the farmers pruned their trees in late January. In five months the farmers can stimulate flowering for the entire orchard and get a bumper crop toward the end of the year. USAID-TAPP is also training AMAGRO on nursery development for modern mango varieties.

Farmers in Irente, Lushoto are adopting improved production techniques after receiving training on carrot production by a Fintrac consultant. Promoted techniques included the use of raised beds, two drip lines per bed, light mulch in the seed furrow, a simple device for efficient delivery of seeds and plastic row covers to stimulate germination. The farmers group whose demonstration plot was used for the training was amazed that germination took place only four days after sowing. Usually it takes 12 to 15 days. These improved techniques will allow for quicker harvests and increased incomes.



AMAGRO farmers learn proper mango tree pruning techniques.

Photo by Fintrac Inc./Stephen Mruma

USAID-TAPP Agronomist Milton Chitanda led a two-day training event for the 115 members of the Rundugai Vegetable Growers Association (61 men and 54 women) on the safe use of pesticides. The program decided to hold this training after discovering that farmers consistently sprayed pesticides without using any protective gear and were littering pesticide containers along the river banks and throughout the farms, potentially contaminating local rivers. The association responded positively to the training and requested extra training manuals to share with other farmers and members of their community.

In Zanzibar, USAID-TAPP is targeting farmers living with and affected by disabilities by working with the 25 members of the Nasisi Tuwe Mbele Group. The program conducted a six-day training for the group, covering topics such as GAPs, HIV/AIDS awareness and village banking. USAID-TAPP is helping the group produce high-value crops including tomatoes and sweet peppers. The program is planning a demonstration plot for the group next quarter to display proper onion production techniques.

1.2 TECHNOLOGIES

USAID-TAPP advocates the use of greenhouse technologies to improve agricultural productivity and increase incomes. Similar USAID-funded programs in Central America, the Caribbean, and Kenya have shown significant positive results for farmers who use greenhouses, as they allow farmers to produce relatively large quantities of vegetables while using resources efficiently. They also allow for production out of season, when prices are high and open field producers cannot compete. So far, 7 greenhouses have been built under USAID-TAPP.

This quarter, Fintrac's Greenhouse Specialist Melvin Medina helped USAID-TAPP identify future construction sites for greenhouses and identify farmer groups and companies as potential partners. Medina also trained local agronomists in greenhouse planning, construction, and crop management, and established relationships with local seed and greenhouse material suppliers. By teaching local farmers how to successfully construct and operate greenhouses, USAID-TAPP is ensuring the sustainability of Tanzania's agriculture sector well into the future.

Workers construct a wooden greenhouse at the Maurani vocational school.

Photo by Fintrac Inc./Richard Pluke



There are two types of greenhouses that USAID-TAPP is constructing:

Irrico greenhouses: The program bought some greenhouses from Irrico International Ltd. after seeing the potential for these types of greenhouses on a study tour in Kenya. The first of these greenhouses was built for the Upendo Women Farmers group in Dar es Salaam. This quarter, the women successfully completed their first production cycle in the greenhouse. They harvested 1,975 kilograms of green peppers from the same area of land that previously yielded only 480 kilograms of indigenous vegetables. Using greenhouse technology, the members of the Upendo Women Farmers Group have now quadrupled their profits. This quarter, USAID-TAPP constructed a second Irrico greenhouse at the agricultural resource center in Lushoto. It will be managed by neighboring farmer groups with assistance from USAID-TAPP.

Fintrac wooden greenhouse: Wooden greenhouses are low-cost and easily built from local materials, making them ideal for smallholders. This quarter, the program established a wooden greenhouse at the Maurani Vocational school. It will be used to grow tomatoes, bell peppers and cucumbers as part of the school's nutrition and income generation program. This produce will be shared between the school, which provides water for irrigation, and the Mamus Farmer's group, who will manage the crops. A second wooden greenhouse was recently completed in Miwaleni Village, Kilimanjaro region. There farmers will learn how to produce high-value horticultural crops in greenhouses.

This quarter saw the start of activities under the USAID-TAPP and KickStart partnership, which aims to introduce treadle pumps and low-cost drip irrigation systems to smallholder farmers to help improve yields and manage water usage. The first phase of activities is taking place in Morogoro, where USAID-TAPP Agronomist Geoffrey Bakari gave technical advice. The "MoneyMaker Pump Road Show" is going to a number of rural villages in the region to promote these affordable pumps and to teach farmers about how they can significantly increase their incomes through better water usage and improved farming practices. Through this tour USAID-TAPP is also identifying other farmer groups in the districts where the program is already working.

The 13 members (3 men and 10 women) of the Tuwe Imara Producer Group in Fuoni harvested nine times the amount of eggplant this quarter than they ever have on the same plot of land. USAID-TAPP taught the farmers GAPs and improved technologies. The program also helped the group build a low-cost charcoal coolstore this quarter. The charcoal coolstore allows the members to keep their newly-harvested produce cold and fresh overnight, so they can deliver it to the market in better condition the next day and earn higher prices.

In an exciting new initiative, USAID-TAPP is collaborating with Barclays Bank Tanzania to help fund a greenhouse and agricultural program at the Zanzibar Mental Hospital. The project will provide highly nutritious vegetables for the hospital kitchen and excellent occupational therapy for patients. The program will also establish a formal nursery at the hospital for seedlings and fruit trees. Barclays Bank has agreed to contribute Tsh. 4 million, and USAID-TAPP will train staff on vegetable production as well as provide the necessary inputs to ensure that the garden is productive. The project will also serve as a training ground where young people can learn about horticulture while being sensitized to the needs and difficulties of those with mental problems.

1.3 CROPS

USAID-TAPP is planning a cluster at Kiwangwa, Bagomoyo for pineapple production with Bagomoyo Fruits Company Ltd. The Kiwangwa area produces almost half of all pineapples grown in Tanzania. There is potential to increase productivity from the current 5-15 tons per hectare to more

than 40 tons per hectare simply by implementing easy low-cost technologies. Initial trainings have covered topics such as transplanting, land preparation, sucker selection by size, and plant spacing. USAID-TAPP will introduce new pineapple varieties to further increase farmer incomes.

USAID-TAPP is leading trials in Gairo, Morogoro to test new varieties of sweet potatoes. Sweet potatoes are extremely effective in the battle against food insecurity since they are high-value and very nutritious. Program partner Kilimanjaro Impact Tanzania (KIT) provided five varieties of sweet potatoes from their production facility on Mailer Farm in Usa River to be used in demonstration plots on a number of farms in Gairo. These trials will help determine which varieties are best to introduce to the region by determining yield potentials, harvest times, drought and pest resistance, and marketability. Sweet potato producers in Gairo currently yield 3-5 tons of sweet potatoes per hectare. USAID-TAPP estimates that with the improved sweet potato varieties and technologies, farmers in this region could achieve yields of up to 20 tons per hectare.

2. MARKET AND TRADE DEVELOPMENT

2.1 FRESH

USAID-TAPP and partner Volunteer Service Overseas (VSO) established a coolstore-equipped market hub in Stonetown, where farmers can send their produce to sell and store. The goal is to supply quality products to the high-end hospitality market in Zanzibar. USAID-TAPP also trained the farmers in postharvest handling, business skills, and marketing. For the first time, smallholder farmers using the hub can sell their fresh, locally grown produce to the hotel and tourism industry in Zanzibar. Farmers receive significantly higher prices from these buyers than at local markets. Smallholders are now providing the Serena Hotel and Green Garden Café in Stonetown with fresh produce, which is proudly reflected on the restaurants' menus. Nearly 80 percent of fresh produce for the hospitality trade comes from mainland Tanzania, Kenya or, in some cases, South Africa. USAID-TAPP hopes to replace a large portion of these imports with produce grown in Zanzibar. The program conducted a training session this quarter for members of the UWAMWIMA Farmers Association and the market hub staff on "Selling Quality Fruit and Vegetables." It covered postharvest management, stock rotation in retail markets, and proper produce storage to maintain freshness and minimize waste. A manual outlining these methods was distributed to the market hub staff for future reference.

2.2 PROCESSED

This quarter USAID-TAPP facilitated a tomato workshop at the New Arusha Hotel for more than 107 tomato growers from Arusha, Kilimanjaro, Morogoro and Lushoto. The meeting was an opportunity for tomato farmers, seed companies, researchers and processors to meet and exchange ideas. One goal of the meeting was to foster good working relationships between those involved in tomato production and processing to help strengthen the sector. Farmers received training and information on topics such as the importance of seed quality and market standards required for fresh sale and processing. The



USAID-TAPP-sponsored tomato growers visit Darsh Industries.

Photo by Fintrac Inc./Milton Chitanda

Tanzanian processor Darsh Industries is a major buyer of fresh tomatoes in the country and they are looking to source more supplies from local producers to meet the increasing demands for their products. Farmers who attended the meeting got to visit Darsh Industries to see first-hand how tomatoes are graded and processed. Also covered in the workshop were topics related to the production of spices required by Darsh Industries, as they currently import more than 100 tons of dried chilies per year, which could be supplied by Tanzanian farmers.

2.3 EXPORT

The Tanzania Horticulture Association (TAHA) and USAID-TAPP represented Tanzania at the international Fruit Logistica fresh produce trade show in Berlin from February 8-10. This is the world's leading trade fair for the fresh produce and vegetable industry where more than 2,400 companies and key industry players from across the fresh produce value-chain converge. As the sole representatives from Tanzania, TAHA reported very positive feedback and high interest in sourcing produce from Tanzania as an alternative to Kenya, which is the largest African fresh produce exporter to Europe. The fair provided an excellent opportunity for TAHA to showcase Tanzania to the rest of the world and to assess market needs for future international business deals.

USAID-TAPP partner Arusha Blooms Ltd. is producing two tonnes of French beans a day for export through HomeGrown Ltd. The company's mentoring program for smallholders has reached a milestone as the first cropping cycle resulted in significantly higher yields and quality. One grower, Stella Fabian, was able to earn a profit of more than 1.5 million Tshs. HomeGrown has been happy with the operations and wants Arusha Blooms to expand production to supply four tons a day.

2.4 DOMESTIC

The USAID-TAPP/TAHA joint program to provide market and pricing information to growers produced its first market bulletins this quarter for the months of January and February. A bulletin for March is expected out soon. The bulletins provide a wholesale market overview for 12 targeted crops

(avocados, bananas, peppers, tomatoes, etc.) in 11 markets in Tanzania and two in Kenya (Nairobi and Mombasa). The raw market data is provided by USAID-TAPP contractor RENTC, and the market analysis is completed by TAHA staff with support from USAID-TAPP. The bulletins are produced in both English and Kiswahili and are distributed to TAHA members throughout the country. The market bulletins are a follow up to the training of 13 market-based information officers

TAHA is now distributing monthly market bulletins like this to its members

Courtesy of USAID-TAPP/TAHA



last quarter. They form a part of the USAID-TAPP/TAHA initiative to provide improved market and pricing information to smallholders via mobile phones and email. Consolidated price lists were first distributed in December, and the weekly SMS distribution system for prices started in January. Daily market prices for certain commodities in the 13 markets and weekly average market prices are now available to the growing network as well. There has been close collaboration between USAID-TAPP, TAHA and the USAID-funded SHIFT program to ensure that these systems are available to all farming communities in Tanzania.

USAID-TAPP is working with TAHA to develop a Tanzania Fresh Service Network throughout the country. The objective is to establish a network of fresh produce handling facilities in major production areas (i.e. Lushoto, Arusha, Morogoro) as well as main market centers (Dar es Salaam). These hubs will be connected by refrigerated transport links to ensure that produce is delivered cooled and ready for export or for sale to hotels and restaurants in Dar es Salaam and Zanzibar. This quarter, the program sponsored a prefeasibility study to identify existing markets and distributors for horticulture to assess how the planned service network could be incorporated into the existing framework. USAID-TAPP also met with interested parties from Europe and Tanzania who are keen to collaborate in developing the Dar es Salaam market hub.

3. OTHER CROSSCUTTING THEMES

3.1 HIV/AIDS

This quarter 2,867 people were educated on issues relating to HIV/AIDS prevention and education in Tanga Region through USAID-TAPP's training of the trainers program and the Bumbuli Peer Educators Group. 2,000 youths attended trainings this quarter, where USAID-TAPP-trained peer educators emphasized abstinence and being faithful to one partner as the best methods of prevention.

USAID-TAPP signed four new partner fund awards with HIV/AIDS assistance and education organizations this quarter. A further discussion of the goals of these partnerships can be found in Section 5.4. USAID-TAPP sponsored representatives from these organizations to attend a PEPFAR-funded workshop designed to provide training for local HIV/AIDS associations. The trainings covered monitoring and evaluation, PEPFAR Next Generation Indicators (NGIs), HIV integration models, and technical strategies.

3.2 GENDER ISSUES & YOUTH

In Zanzibar, USAID-TAPP is providing training on GAPs and health and nutrition education to 50 children and caretakers at the SOS Children's Village in Mombasa.

USAID-TAPP provided training to 27 4-H district advisors on agricultural practices and entrepreneurship. 4-H supports agriculture and entrepreneurship development to primary and secondary school students. USAID-TAPP has a partnership agreement with 4-H to train its members on horticulture as a business and means to food security. The agricultural trainers trained by USAID-TAPP will continue to conduct trainings for youth at schools and in the community.

3.3 HEALTH & NUTRITION

This quarter, USAID-TAPP provided information and advice to the USAID-funded Wellshare Malaria Project in Karatu District on the health and nutrition benefits of the Moringa tree. The Moringa tree, known as Mlonge in Kiswahili, grows readily in Tanzania and contains large amounts of vitamins C and A as well as calcium, potassium and protein. The plant has been shown to have significant benefits for malnourished and HIV-positive populations. The Wellshare program is now planning to grow Moringa in Karatu to benefit their targeted populations. USAID-TAPP and Wellshare are planning a partnership to further explore avenues for cooperation.

In Zanzibar, the program planted three demonstration plots of Moringa from cuttings of local varieties. We've trained four groups on how to cultivate Moringa and on the benefits of this important crop. Following USAID-TAPP training, the DADA group, made up of 33 women in Matemwe, started incorporating Moringa leaves into pasta. The group is selling the pasta to the local hospitality trade and to a supermarket in Stonetown.

4. PARTNERSHIPS AND CAPACITY BUILDING

4.1 TAHA

USAID-TAPP sponsored two TAHA Secretariat staff members to attend a training in business skills development conducted by Blue Rhino Consult Ltd. This, together with other training conducted by Rose Mwaniki of Blue Rhino Consult Ltd., will enable the staff members of TAHA to act as business development trainers for smallholder farmers. It is intended to give TAHA another income stream and help them have greater interaction with their smallholder members.

Since January 2011, TAHA has been distributing a market bulletin giving monthly average wholesale price information on 12 commodities from 13 markets discussed in Section 3. USAID-TAPP is funding this initiative and helping manage the data collection and analysis. This quarter, training was provided to the TAHA marketing and information officer on data handling and analysis using pivot tables in Excel. The program also helped TAHA develop a template for the market bulletin to make production easier. Next quarter, USAID-TAPP hopes to enhance and expand this market information service in conjunction with TAHA and TechnoServe, so that it will become an important income-generating activity for TAHA.

Manfred Bitala, the northern zone production manager, conducted a training on irrigation practices at a TAHA-organized event for OIKOS-supported teachers and members of the school committees in Ngare Nanyuki. This activity is helping increase the technical capabilities of TAHA's community advocacy officer so that he is in a better position to give trainings or to assess the trainings given by others to TAHA members. USAID-TAPP is working with the community advocacy officer to develop an initiative with NGOs in the Karatu district to bring better environmental and farming practices to communities there.

USAID-TAPP is cosponsoring the overhaul of TAHA's Web site so that it can better represent the Tanzanian horticulture industry and act as a resource for those interested in its potential both domestically and abroad.

4.2 AFRICADO LTD.

This quarter, USAID-TAPP signed a partner fund award with Africado Ltd. to develop an outgrower scheme involving 1,600 avocado farmers who will produce Hass avocados for export to the EU. The partner fund award will establish demonstration plots and nurseries for grafted seedlings, where the outgrowers will be trained in GAPs and postharvest handling. The 1,600 smallholders will see increased incomes and export market opportunities with the introduction of this high-value variety.

4.3 NEW PARTNERSHIPS

This quarter, USAID-TAPP signed four new partner fund awards with organizations as part of its HIV/AIDS program:

AIDS Business Coalition Tanzania (ABCT) is a coalition of employers who have come together to fight HIV/AIDS in the workplace. ABCT cooperates with stakeholders who have an interest in addressing the issues surrounding HIV/AIDS in the workplace. Under this partner fund award,

USAID-TAPP and ABCT will establish workplace HIV/AIDS programs for companies in the horticulture industry. This will include the HIV/AIDS workplace policies, HIV/AIDS sensitization training for employees, and the training of workplace peer educators. Under this partner fund award, more than 3,000 employees will receive HIV/AIDS prevention education.

Huruma AIDS Concern and Care (HACOCA) is a Tanzanian NGO headquartered in the Morogoro region and established in 2003. HACOCA works to service communities affected by HIV/AIDS by offering prevention training as well as care and support for infected and affected individuals. Under this partner fund award, USAID-TAPP and HACOCA will establish vegetable farms to improve nutrition and income-generating activities (IGA) for orphans and vulnerable children (OVC) in four villages in Morogoro, with the goal of benefitting more than 320 OVC.

Chama cha Uzazi na Malezi Bora Tanzania (UMATI) is a leader in sexual and reproductive healthcare in Tanzania. They have pioneered family planning services, family life education for youth, and integrated clinic and community-based service delivery approaches. UMATI is a member of the International Planned Parenthood Federation (IPPF) and works in all nine wards of Morogoro. Under this partner fund award, UMATI will train USAID-TAPP beneficiary farmers on issues surrounding HIV/AIDS awareness and prevention. The organization will also establish and train peer educators within producer groups to encourage inter-group discussion and training on HIV/AIDS.

Zanzibar Association of People Living with HIV/AIDS (ZAPHA+) is an association of more than 2,000 individuals that provides training, counselling and home care for people infected with and affected by HIV/AIDS on the isles of Zanzibar. Under this partner fund award, USAID-TAPP will co-sponsor and provide technical assistance for the establishment of entrepreneurial kitchen gardens targeting HIV affected populations including OVC. This kitchen garden project will help address the nutritional and income generational needs of this disenfranchised group. 100 adults and 200 OVC will benefit from this activity.

4.4 CAPACITY BUILDING

USAID-TAPP is helping more than 200 women learn how to save and borrow money as part of its

Women lock up their savings in a VICOBA bank in Zanzibar

Photo by Fintrac Inc./Omar Mohamed



plan to increase women's access to finance. The program is partnering with Volunteer Services Overseas (VSO) Tanzania to encourage women to get involved in community banks so that they can access small loans and take advantage of trainings in business development and recordkeeping. Most women use the loans to invest in farming and small business, which puts them in a better position to take advantage of USAID-TAPP assistance and training.

In January, USAID-TAPP consultant Rose Mwaniki held a five-day training for the staff of USAID-TAPP, TAHA, VSO and the UWAMWIMA producer association on Zanzibar. The training covered business skills, group formation, group cohesion and leadership. Mwaniki also conducted a business and organizational analysis of the UWAMWIMA Farmer Association and suggested ways to improve their operations.

In February, Mwaniki conducted a training of trainers (ToT) workshop for TAHA, TAHA Fresh Handling Ltd. and other partner organization staff. This workshop outlined principles of adult education and covered a diverse range of topics including effective training design and delivery, assessing training needs, presentation skills, and 10 other elements of adult education. This will be followed up with a refresher course at a later date that will ensure that on-going training of partner staff continues to improve knowledge transfer in the industry.

In March, USAID-TAPP staff followed up the January training of UWAMWIMA Farmers Association and helped them restructure their organization. The new format gives members a greater say in how the association conducts business.

USAID-TAPP is helping more than 200 women learn how to save and borrow money as part of its plan to increase women's access to finance. The program is partnering with Volunteer Services Overseas (VSO) Tanzania to encourage women to get involved in community banks so that they can access small loans and take advantage of trainings in business development and recordkeeping. Most women use the loans to invest in farming and small business, which puts them in a better position to take advantage of USAID-TAPP assistance and training.

ANNEX I: PERFORMANCE AGAINST PMP INDICATORS

Name of the Implementing Agency: Fintrac, Inc.	Reporting Period: Q6: January-March 2011	
Local Address: USAID-TAPP c/o TAHA P.O. Box 15035 House #49 Kanisa Road Arusha Tanzania	Home Office Address: Fintrac, Inc. 3077 KronprindsensGade 72 St Thomas, USVI 00802	
Project Title: Tanzania Agriculture Productivity Program	Target regions: Arusha, Moshi/Hai, Lushoto, Morogoro, Coast and Zanzibar.	
Cooperative Agreement/Contract #: EDH-I-07-05-00007-00	Sub-contract/sub-grantees: Tanzania Horticultural Association (TAHA) TAHA Fresh Handling Ltd. (TFHL)	
Period of Project: (Start and End Dates) October 19, 2009 – October 18, 2014	Related Program Area and Elements of the Operational Plan: 1. Agricultural Sector Productivity 2. Trade and Investment	
Planned Life of the Project: \$35,490,000	Amount Obligated to Date: \$6,389,985	Pipeline: \$0
Principal Target Beneficiaries: Tanzanian Smallholder Farmers	Major Counterpart Organizations: TAHA, Ministry of Agriculture	

Indicators	FY 2011						Units
	2011 Target	Achieved to date	Q1	Q2	Q3	Q4	
Percent change in rural income of targeted population*	25	122					Percent
Number of rural households benefiting directly from USG intervention	10,000	6,494	677	342			Rural Households
Percentage change in yield *	25	127					Percent
Percentage change in cost of production per unit output *	-10	-19					Percent
Percentage change in volume of crops produced *	25						Percent
Value of new client and counterpart investments	2.0	.68	.28	.30			US\$ Million
Percentage change in volume/value of domestic, regional and extra-regional sales in targeted sectors*	35						Percent
Number of assisted program farmers implementing NRM & good agricultural practices (GAPs)*	10,000	2,190					Program Farmers
Number of new technologies adopted	10	12	5	7			Technologies
Area under new technologies*	5,000	1256					Hectares
Increased sales by processing clients*	25						Percent

Indicators	FY 2011						Units
	2011 Target	Achieved to date	Q1	Q2	Q3	Q4	
Number of organizations providing market analysis	6	5	2				Organizations
Number of new products and/or markets identified	8	20	9	4			Products
Number of new market linkages facilitated	400	46	6	1			Markets
Number of farmer groups/producer organizations strengthened	400	287	51	20			Producer Organizations
Number of PPPs and GDAs formed and implemented	35	16	5	1			PPPs/GDAs
Number of policy reforms supported	2	1					Reforms
Number of partner organizations providing improved policy analysis & advocacy services	2	2					Organizations
Number of partner organizations providing improved extension services to smallholders	15	16	8	1			Organizations
Number of demonstration farms supported	250	124	24	25			Demonstration Farms
Number of people receiving USG supported training	62,500	32,839	8,977	9,182			Training Participants
Number of certified farmers	500	273					Farmers
Average costs for certification	-5						Percent
Number of processors & packhouses implementing HACCP & other food safety standards	8						Processors
Number of people with increased adaptive capacity to cope with impacts of climate variability and change as a result of USG assistance	6,000						People
Percentage of women/youth participating in training events	40	49	31	50			Percent
Percentage of women/youth membership in producer organizations	30	50	49	51			Percent
Percentage of households participating that are vulnerable	5	3	4.5	3			Percent
Number of people trained in HIV/AIDS prevention	12,500	14,006	4,127	3,519			Training Participants
Number of workplace programs implemented	20						Workplace Programs
Number of firms receiving capacity building assistance		26	1	18			Firms

Indicators	FY 2011						Units
	2011 Target	Achieved to date	Q1	Q2	Q3	Q4	
to export							
Number of baseline or feasibility studies (FCI)		7	2	1			Percent
Number of institutions with improved Management Information Systems as a result of USG assistance (FCI)		1					Institutions
Number of organizations undergoing capacity assessments as a result of USG assistance	200	295	139	20			Organizations
Number of new producer/trader organizations established							Producer Organizations
Percent change in value of exports of targeted agricultural commodities as a result of USG assistance *							Percent

*denotes annual target

Organization	Type	Area	
TAHA	Private Sector Trade Association	National	
TAHA Fresh Handling Ltd.	Private company	National	
Floresta	Non-profit NGO	Kilimanjaro	
Kilimo Impact Tanzania (KIT)	Private company	Arusha	
Volunteer Services Overseas (VSO)	Non-profit NGO	Zanzibar	
Golden Food Products	Private company	Arusha, Tanga, Pemba Island	
HomeVeg	Private company	Northern Tanzania	
Multiflower Ltd.	Private company	Morogoro	
Real Impact Ltd.	Private Company	Northern Tanzania	
NatureRipe Kilimanjaro Ltd.	Private Company	Coastal Region	
AVRDC World Vegetable Centre	International NGO	Northern Tanzania	
Arusha Blooms Ltd.	Private Company	Arusha	
TAHA	Private Sector Trade Association	National	
The Association of Mango Growers (AMAGRO)	Private Sector Growers Association	National	
KickStart International	International NGO	National	
Africado Ltd.	Private Company	Kilimanjaro	
4-H	International NGO	National	
Tanzania Roses Ltd.	Private Company	Northern Tanzania	
National Smallholder Technology Fund	Smallholders	National	
National Smallholder Technology Fund	Smallholders	National	
Total			

ANNEX II: SUCCESS STORIES



TAPP | Tanzania Agriculture Productivity Program

MAPATO ZAIDI KUPITIA KILIMO BORA

SUCCESS STORY

Community banks create opportunities for women

Less than a year ago, 38-year-old Mgeni Jumapanda was struggling to feed her family with the vegetables she was growing on half a hectare. Drought struck her town in Mfenensini in western Zanzibar and yields were low. She sought help from a USAID-TAPP-funded village community bank, where she was able to access a small loan and training in loans and savings. She has since launched a thriving business and is a model for women in her village.

USAID-TAPP is helping more than 200 women learn how to save and borrow money as part of its plan to increase women's access to finance. The program is partnering with Volunteer Services Overseas (VSO) Tanzania, which is creating similar programs in 10 community groups in Zanzibar. The program encourages women to get involved in the community banks so they can access small loans and take advantage of trainings in business development and recordkeeping. Most women invest in farming and small businesses, which puts them in a better position to take advantage of USAID-TAPP assistance and trainings.

The women contribute a small amount monthly to community banks, which allows them to take out loans. USAID-TAPP funded an initial training for VSO, and now the organization has established community banks in five districts of Zanzibar with nine farmer groups. In less than six months the groups have generated savings of Tsh. 4 million and have processed loans for group members worth Tsh. 1.6 million. The initiative will next extend to Pemba Island, where it will help more than 400 women in the Gando farmer association.

"By pooling their resources together, women can improve their lives through investing in small businesses and farming," said VSO's Heshbon Gachogu.

For example, Jumapanda received an initial loan of Tsh. 1,000 and invested it into her farm. She started growing green peppers, okra and amaranth and selling snacks at the market every morning. Her good standing with the community bank allowed her to borrow an additional Tsh. 20,000 to invest in a business to sell fish, clothing and water and she hired an employee to help her run the business while she works on the farm.

"Thanks to community bank I can provide for my 5 children. They get good food and clothes and I can give them an education. Women should stop depending on their men and use the loans as an investment to get out of poverty through business and farming," Jumapanda said.



Fintrac Inc./Omar Mohamed
Women members of a community bank in Zanzibar lock up the group's money.



Mgeni Jumapanda improved her life by taking out loans from a community bank. She started a business and now she doesn't have to rely on her husband's income to support her five children.

Fintrac Inc./Christina Chacha

"Women can improve their lives by pooling their resources together to invest in small businesses and farming"

- Heshbon Gachogu, VSO

She has gained confidence with her success, and now women in the village look up to her. Many have approached her for advice on how they too can improve their lives, so Jumapanda started two collective farming groups, leasing plots of land where the women grow vegetables together. Next she plans to start a poultry project so she can get more cash to lease a bigger farm, and she is taking English and math classes so she can improve her business management skills.

The Tanzania Agriculture Productivity Program (TAPP) is a multi-year USAID effort designed to increase incomes for small farmers and rapidly expand Tanzania's agriculture sector.



TAPP | Tanzania Agriculture Productivity Program
"KILIMO KWANZA" Mapinduzi ya Kijani – Uhakika wa Chakula na Kipato

SUCCESS STORY

School garden improves student nutrition, helps buy books

ARUSHA, Tanzania – Students at the Gilala Primary School in the Kilimatambo village of Karatu, Tanzania are learning a valuable lesson – how to feed themselves.

The school, which was already growing maize and beans with rainwater, was approached by USAID-TAPP field manager Flora Mrindoko, who suggested that the school expand their farm to grow vegetables to feed the students and earn a little extra to improve the school.

The program has since been teaching the sixth graders and their teachers how to grow vegetables with Good Agricultural Practices (GAPs) such as raised beds, mulching, and proper plant spacing. USAID-TAPP also installed a drip irrigation system. The students are growing amaranth, spinach, and kale.

"Thanks to USAID-TAPP we have improved the children's diet ... even their parents come to the school to buy vegetables and learn how they grow," said Mwanahamisi Abdallah, the school's headmaster. "We have already made a profit of more than one million shillings from the first crop, and we have been able to buy stationery, chalk, pens, books and other supplies," Abdallah said. The school even hired another teacher with the extra income.

Lucy Mushi is a teacher at Gilala and she said that the quality and yields of the crops have drastically improved since USAID-TAPP started helping the school. She said that water conservation was their biggest challenge, but the drip irrigation ensures that they use water more efficiently. The school is now saving money to buy more pipes for drip irrigation. They plan to start growing fruit trees soon, including guava, avocado, paw paw, and mango, and will train the incoming sixth grade class every year to care for the crops.

"They are learning agricultural skills that they will be able to use in their homes when they finish their primary education," Abdallah said.

USAID-TAPP is a 5-year program designed to increase smallholder productivity, improve family nutrition and expand horticultural markets. In partnership with local organizations, USAID-TAPP aims to raise incomes and provide food security for a minimum of 25,000 rural families, with a particular emphasis on women and youth. Visit www.Tanzania-Agric.org for more information.



Photo by Fintrac Inc./Manfred Bitala

Sixth grade students at the Gilala Primary School are learning to grow vegetables for the school and the community.

"Thanks to USAID-TAPP we have improved the children's diet ... even their parents come to the school to buy vegetables and learn how they grow."

—Mwanahamisi Abdallah, Headmaster

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