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TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 7



April-June 2011

This publication was produced for review by the United States Agency for International Development (USAID). It was prepared by Fintrac Inc. under contract EDH-I-07-05-00007-00 with USAID/Tanzania.



fintrac

Fintrac Inc.

www.fintrac.com
info@fintrac.com

US Virgin Islands
3077 Kronprindsens Gade 72
St. Thomas, USVI 00802
Tel: (340) 776-7600
Fax: (340) 776-7601

Washington, D.C.
1436 U Street NW, Suite 303
Washington, D.C.20009USA
Tel: (202) 462-8475
Fax: (202) 462-8478

Tanzania Agriculture Productivity Program (TAPP)

Plot No. 86, Block "KK" Olorien
Arusha, Tanzania
Tel: +255 27 254 5325
Email: tapp@fintrac.com

Cover photo: Mount Kilimanjaro looms large over this USAID-TAPP greenhouse. Photo by Fintrac Inc./Milton Chitanda

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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. Third quarter achievements for FY 2011 include:

Productivity

- USAID-TAPP's strong record of improving smallholder productivity was highlighted in a visit by Secretary of State Hillary Clinton to Tanzania.
- 150 youth advisors were trained on topics aimed at increasing young people's involvement in agricultural production and improving food security and employment opportunities.
- Greenhouse technology was improved on two commercial farms which will increase yields and incomes.
- Sweet potato variety trials were conducted in Morogoro to maximize the potential of this important food security crop.
- Trainings on improving agricultural productivity are being integrated with the provision of HIV/AIDS core care services to ensure the food security of vulnerable populations.

Market and Trade Development

- Nine additional hotels and high-end restaurants have agreed to purchase local smallholder-grown fruit and vegetables through the USAID-TAPP market hub in Stone Town, Zanzibar.
- HomeVeg Ltd. is buying smallholder-grown produce to sell to European markets with 5,655 tons shipped in April alone.
- The Arusha-based LIDA Women's Group is earning 3,000 Tshs per kilogram selling the mushrooms they produce to high-end hotels and lodges.
- Smallholders in Tanga are selling dried chilies to Tanzanian-based processor Darsh Industries through market linkages facilitated by USAID-TAPP.
- Entry points for investment in the Tanzania Fresh Service Network (TFSN) have been identified and a feasibility study is underway.

Crosscutting Themes

- USAID-TAPP-trained peer educators reached 5,568 members of their community with messages of HIV/AIDS prevention and education.
- Ten "positive kitchen gardens" were established, which will improve the nutrition of more than 2,000 individuals.
- Three million shillings were disbursed through VICOBA revolving funds to USAID-TAPP supported smallholder farmers.

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 youth 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.



Women of the Datiga group read a USAID-TAPP bulletin.

Photo by Fintrac Inc.

1. PRODUCTIVITY

This quarter, USAID-TAPP staff held 159 training events for 11,419 participants in Tanzania and the Isles of Zanzibar.

USAID-TAPP's strong record of improving smallholder productivity was highlighted in a visit by Secretary of State Hillary Clinton to Tanzania in June. Secretary Clinton visited the Upendo Women Farmers Group in Mlandizi, outside of Dar es Salaam. USAID-TAPP has trained this producer group in good agricultural practices and introduced new technologies including a greenhouse, drip irrigation, raised beds, crop spacing and many more. During their first cropping cycle under USAID-TAPP assistance, the women of the Upendo Women Farmers Group successfully harvested 1,975 kilograms of high-value green peppers which they sold for a profit of 900,000 Tshs. Secretary Clinton said she was impressed with the impact the USAID-TAPP project is having nutrition (see quote below).

1.1 TRAININGS

USAID-TAPP began providing agricultural sector productivity training to members of ZAPHA+, an association of people living with HIV/AIDS, on Zanzibar this quarter. ZAPHA+ is already providing health sector services to their members including home based care, psychological/social support and nutrition counseling. Through a partner fund award with USAID-TAPP, the capacity of the organization to provide agricultural support will be increased. By promoting home and community

“I was pleased to hear that already the diversity of crops here is making a difference in the nutritional status of your children. And we think that is a very good result. We hope that you will become not only a model for the country, but you will become a model for all of Africa. The women here are pioneers and leaders in taking agriculture across the continent.”

– Secretary of State Hillary Clinton during a visit to a USAID-TAPP client

Secretary of State Hillary Clinton with USAID-TAPP Staff Stephen Mruma (left) and Halima Abubakary (middle).

Photo by Kimberly Flowers/USAID Senior Communications Officer



gardens, USAID-TAPP will assist the members of ZAPHA+ in producing nutrient-rich vegetables for their own consumption and for sale at local markets.

In Tanga Region, 150 youth advisors were trained through the USAID-TAPP partner fund award with 4-H Tanzania. This partner fund award is working to provide youth with skills to increase agricultural production and improve food security and employment opportunities. The advisors trained this quarter participated in Training of the Trainer (TOT) modules where they learned about agriculture, entrepreneurial skills, marketing, and life skills including nutrition and HIV/AIDS. The advisors will take what they learned in the TOT modules back to their 4-H clubs in Morogoro where they will pass the information on to the community youth. It is expected that, over the next two years, USAID-TAPP will train 680 4-H advisors/trainers who will reach 15,000 youth in Tanga and Morogoro.

USAID-TAPP agronomist on Zanzibar, Omar Mohamed is helping members of Umoja ni Nguvu, a group of farmers living with physical disabilities, grow more nutritious vegetables. The group started out by drying fish to sell to the local community, but with USAID-TAPP assistance they are now producing vegetables for home consumption and to sell at the local market. USAID-TAPP has established a vegetable plot for the group where the members are trained in improved agricultural practices and technologies such as seed bed preparation and nursery management.

Through trainings and farmer field days on Zanzibar, USAID-TAPP has introduced an improved production package to the farmers of the Tupendane producer group including raised beds, drip irrigation and better germination practices. All 30 farmers (12 women and 18 men) have begun to apply at least one of these technologies on their own farms.

1.2 TECHNOLOGIES

With assistance from USAID-TAPP, project partner Golden Food Products Ltd. (GFP) has established an artificial drying unit in Muheza, Tanga region. This artificial drying unit will allow GFP to expand their production site in Tanga and better meet European importer requirements for the moisture content of their organic herbs and spices.

As was discussed last quarter, 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. Under good management, a farmer can recover the costs of a greenhouse within two years and can then begin accruing profits. Critical points to consider with greenhouse production are access to water, access to markets, appropriate design and management of irrigation systems.

Most smallholder producers cultivate high value crops such as tomato, peppers and cucumber in open fields. Due to the uncertainties of open-field production, producers run the risk of losing their crops or not recovering their costs of production. The construction of low-cost greenhouses and the associated technologies introduced demonstrate the advantages of growing high-value products under a controlled environment ensuring year-round supply of product and ultimately increased and continuous income. Low-cost greenhouse systems contribute to increased yields, reduced chemical usage (reduced disease/pest pressure), and lead to better water and soil conservation. To date, seven greenhouses have been built under USAID-TAPP. This quarter, construction of an additional five low-cost greenhouses began in Lushoto and Malindi, which are expected to be complete by August.

USAID-TAPP has developed a partnership with the seed company Rijk Zwaan to help promote the company's hybrid greenhouse vegetable varieties that are being introduced in Tanzania. Rijk Zwaan sponsored a USAID-TAPP technician to visit Europe to see the latest variety trials and establish stronger linkages.

This quarter, USAID-TAPP also identified two commercial farms using greenhouses for the production of vegetables where this technology was either improperly constructed or improperly utilized. These two commercial farms, Arusha Blooms and Xanfon Bitala Farm, were given technical assistance by USAID-TAPP Greenhouse Specialist Melvin Medina. This technical assistance allowed for the renovation of 12 existing greenhouses and introduced improved technologies and techniques for increased production. At Xanfon Bitala's farm, a variety of interventions were made, including construction of double doors on all his greenhouses for better sanitation and pest exclusion. The interventions will also improve internal greenhouse temperature and humidity. An improved fertigation system, which is more suitable for greenhouses production, was also introduced. This will allow for proper irrigation practices and improved plant nutrition.

A second charcoal cool store has been established on Zanzibar in Bububu for use by the Yarabi Tuwezeshe producer group. This group produces a high volume of leafy vegetables (including Chinese radish and cilantro), which wilt quickly when left unprotected from the heat of the island. The charcoal cool store allows them to store their produce overnight and still demand high prices for wilt-free produce at the market the next day.

1.3 CROPS

Highly nutritious and highly marketable, sweet potatoes are one of the most important food security crops in Tanzania. One acre of sweet potatoes can yield more calories and far more protein than traditional staple crops such as maize. To maximize the potential of this food security crop in USAID-TAPP's target regions, the project conducted a sweet potato trial to identify which variety grows best in Morogoro. In collaboration with USAID-TAPP partner Kilimo Impact Tanzania (KIT), five varieties of sweet potatoes (Jeshi, Carrot, Christina, Tengeru, and Aloe Vera) were planted on trial plots in Gairo. All five varieties were planted at the same time and under the same conditions. After

USAID-TAPP is conducting sweet potato trials to identify the best varieties for regions in Tanzania. One acre of sweet potatoes can yield more calories and far more protein than traditional staple crops such as maize.

Photo by Fintrac Inc.



harvesting in Mary, it was found that the Tengeru variety had the highest yields. The results of this trial will be combined with nutritional analysis to determine which varieties of sweet potatoes are introduced to USAID-TAPP-supported smallholders to maximize yields, income and nutrition.

With USAID-TAPP assistance, AMAGRO (Tanzania's Mango Growers Association) developed a mango production manual targeted toward smallholder farmers this quarter. The manual is currently being edited by relevant stakeholders and is expected to be printed and distributed to farmers next quarter.

2. MARKET AND TRADE DEVELOPMENT

2.1 FRESH

This quarter, Match Maker Associates was subcontracted by USAID-TAPP and TAHA to undertake a feasibility study of the proposed Tanzania Fresh Service Network (TFSN). This joint initiative between USAID-TAPP and TAHA will establish fresh produce handling facilities in major production areas (i.e. Lushoto, Arusha, Morogoro) and link them with main market centers (i.e. Dar es Salaam). Analyses of the Tanzanian agribusiness environment by USAID-TAPP, TAHA and members of TAHA have identified numerous gaps in the fresh produce market and supply chains. It has been noted that fresh produce market chains lack infrastructure and the appropriate levels of expertise to adequately move and care for produce between supply and market.

The TFSN will accelerate the growth of market and supply chains by developing necessary infrastructure and services at key production and market points. This will enable suppliers to deliver demanded quantities and demanded quality to identified markets and expand the sector as a whole. USAID-TAPP and TAHA have identified six potential entry points (see Table 1) for investment and support to begin developing the TFSN. The feasibility study being undertaken by Match Maker Associates will analyze the pre-identified entry points for the TFSN, propose an operational and investment plan outlining stakeholders' roles in developing each entry point, and provide a preliminary assessment of how the pre-identified entry points can be linked under a unified network. The results of the feasibility study are expected in September 2011.

Table 1: Pre-Identified Entry Points for the Tanzania Fresh Service Network (TFSN)

Entry Point	Location	Details
Dar es Salaam Corridor Group	Dar es Salaam	Manage a basket delivery service to the expatriate community in Dar es Salaam as well as a ship chandlery business. The Group would be willing to run the Dar es Salaam-based network operations out of their facilities at the port. They already source produce from Lushoto and Arusha among other locations.
Bruinsma Family	Kilimanjaro	This family-run business currently supplies Shoprite supermarkets in Arusha and Dar, the expat community in Arusha and a number of tourist lodges in the north. Looking to expand their overall operations and outgrower program
Usambara Lishe Trust Farmers' Association (ULT)	Lushoto	Manage a collection center built under the USAID-SHOP program. Send two trucks a week to Dar es Salaam with smallholder-grown produce which is sold to hotels, an air catering company and others. Looking to expand operations in Lushoto and Dar es Salaam.
Nyandira Market	Morogoro	Located in Mgeta, one of the most concentrated areas of vegetable production in Morogoro, this market was built nearly 10 years ago as part of an EU-sponsored initiative. It is

		relevant to both local farmers and traders from Dar es Salaam. There are other district markets on the way up to Mgeta. They should also be assessed.
Zanzibar initiatives	Zanzibar	ZEST – Managed by VSO (with Cordaid funds) and USAID-TAPP, this project is providing the means to a large farmers' association, UMWAMWIMA, to supply quality produce to the tourism sector on Unguja Island. Currently there is small market hub in Stone Town, 6 charcoal coolers and a network of farmers trained to supply it. Project Mboga Mboga – Supported by The Tanzania Gatsby Trust and the Zanzibar Association of Tourism Investors (ZATI). In 2010, the project trained farmer groups to supply a number of hotels. The project also helped with distribution of the produce.
Mailer Farm	Arusha	Currently managed by Kilimo Impact Tanzania (KIT), this farm has existing infrastructure provided by the USAID-SHOP program (grading/packing facilities and a coldstore). Tanhort, a local company, intends to upgrade and manage these facilities for their export of smallholder fresh produce to Europe. The facilities would also be open to other local operators on a fee-based system.

This quarter, nine more hotels and high-end restaurants have agreed to purchase local smallholder-grown fruit and vegetables through a market hub established by USAID-TAPP through a partner fund award with Voluntary Services Overseas (VSO) in Stone Town, Zanzibar. Equipped with a coolstore, smallholder farmers can send their produce to this market hub, which is being managed by a producer association called UWAWIMA, to sell and store. Through the market hub, smallholder farmers are linked to the high-end hospitality trade and many are selling to hotels and restaurants for the first time.

2.2 PROCESSED

USAID-TAPP sponsored a training workshop for 30 representatives of more than 20 women's groups on value-added processing. The workshop was conducted by Small Industries Development Organization (SIDO) and organized by the Wanawake na Maendeleo (WAMA) foundation. The five-day training focused on food processing and entrepreneurship. The women received training in processing, food hygiene and sanitation, packaging and layout, and legislation and licensing, and they will be able to share their knowledge and experiences with the women in their groups. USAID-TAPP is committed to helping women develop food processing skills and initiatives for the commercial sector, minimize postharvest losses and maximizing value, and improve health and nutrition at home.

2.3 EXPORT

With assistance from USAID-TAPP, HomeVeg Ltd. is supporting outgrowers in the Arusha region to produce export-quality fine beans and baby corn for markets in Europe. In April, 11 smallholders produced fine beans for HomeVeg's largest UK buyer, Fresh-to-Go. These smallholders were able to sell 5,655 tons of fine beans to HomeVeg for which they earned about \$300 each – an income significantly higher than what they would have been able to earn at local markets. With USAID-TAPP assistance, HomeVeg then sorts, grades and packages the beans at a facility outside of Arusha before shipment to the UK. After these value-added activities, HomeVeg was able to sell the fine beans on to Fresh-to-Go for \$15,475. USAID-TAPP is assisting HomeVeg in improving their business practices, identifying new markets and expanding their outgrower scheme so that more smallholders can benefit from demand for Tanzanian products in the European market.

USAID-TAPP's work with partner Multiflower Ltd. was highlighted in a visit by United States Trade Representative Ron Kirk this quarter. Kirk is a member of President Obama's Cabinet and serves as the President's principal trade advisor, negotiator and spokesperson on trade issues. Multiflower began in 1995 as a small scale producer of flower seeds for Dutch buyers. Since then, the company has grown to become one of the leading producers of vegetable and flower seeds and fresh flower cuttings in Tanzania. Multiflower is already exporting to more than 30 clients throughout Europe and, with assistance from USAID-TAPP, the company has begun to identify potential North American markets for their seeds.

2.4 DOMESTIC

In January, USAID-TAPP facilitated a tomato workshop at the New Arusha Hotel to bring together tomato growers and processors from Arusha, Kilimanjaro, Morogoro and Lushoto. Darsh Industries, a major buyer of tomatoes and spices in the country, attended the conference where they pledged to source more locally grown products to supplement and eventually replace what they currently import from overseas. At this workshop, Mr. Mcharo, a farmer from the Tanga Region, learned of Darsh Industries' demand for locally grown chilies to be used in their tomato sauces. As a result, Mr. Mcharo decided to plant chili peppers to sell to Darsh Industries. In May, Mr. Mcharo happy reported that, along with a group of 276 farmers, he is able to provide Darsh Industries with two tons of dried chilies a month. With this reliable source of income, Mr. Mcharo plans on re-investing in his farm to improve irrigation, storage facilities and on-farm drying and processing facilities.

In conjunction with TAHA, USAID-TAPP began providing assistance in mushroom production to the LIDA Women's Group in Arusha this quarter. With USAID-TAPP and TAHA assistance, the group has been linked to Moshono Agroforest Industries Ltd. who has agreed to purchase the women's mushrooms at a price of 3,000 Tshs per Kg. Mushrooms are in high demand by the hotels and lodges around Arusha and the prices guaranteed by Moshono Agroforest Industries will provide the women with higher incomes than traditional vegetables.

3. OTHER CROSSCUTTING THEMES

3.1 HIV/AIDS

Project partner UMATI trained 485 members of USAID-TAPP supported producer groups in HIV/AIDS prevention this quarter in Morogoro. As part of this training, producer groups were asked to identify peer educators who will attend a 5-day Training of the Trainer (TOT) session next quarter. At this session, key HIV/AIDS themes will be expanded on and these peer educators will be provided with tools and techniques to bring the messages of prevention, abstinence, monogamy, nutrition, etc. back to their communities.

This quarter, USAID-TAPP Health & Nutrition Manager Dorothy Magesse held a peer educator meeting in Marangu for 34 participants on the topics of nutrition, HIV prevention, and income generating activities. They in turn have trained 5,568 people on HIV/AIDS prevention. USAID-TAPP also trained members of the Wahadzabe and Datoga communities in HIV/AIDS prevention and the benefits of the Moringa tree in boosting the immune systems of those living with HIV/AIDS.

Through a partner fund award with AIDS Business Coalition Tanzania (ABCT), an alliance of Tanzanian employers who have come together to fight HIV/AIDS in the workplace, USAID-TAPP is developing HIV/AIDS workplace programs for project partners and TAHA commercial clients. This agreement will develop HIV/AIDS workplace policies and will train 50 peer educators to train fellow employees on HIV/AIDS prevention. In June, a strategy session was hosted by ABCT in Arusha to officially kick off this initiative. At the strategy session, human resources and upper-level management from USAID-TAPP commercial partners and TAHA commercial clients were brought together to discuss the expectations of this HIV/AIDS workplace initiative as well as develop a plan on how to select, coordinate and monitor peer educators.

The importance of addressing HIV/AIDS in the workplace

As few as 60 out of 6,000 registered organizations in Tanzania have well-developed and fully-utilized HIV/AIDS workplace policies. (ABCT estimate) 62% of people infected with HIV/AIDS are individuals active in the workplace between the ages of 15 and 49. (GOT statistic)

Discrimination against people living with HIV/AIDS in the workplace threatens fundamental human rights and undermines efforts to promote prevention and provide care. (ABCT) HIV/AIDS has a significant negative impact on the agricultural sector in terms of labor supplies, yields and profits. (ABCT)

In conjunction with the PEPFAR-funded AIDSTAR 1 project, USAID-TAPP held capacity building sessions for its HIV/AIDS partners in June of this quarter. The purpose of these sessions was two-fold: (1) improve capacity in mainstreaming HIV/AIDS activities into agricultural initiatives and (2) improve capacity in mainstreaming agricultural activities into HIV/AIDS initiatives. Many partners identified by USAID-TAPP, such as ZAPHA+ in Zanzibar and HACOCA in Morogoro are already providing health-related services to people infected with and affected by HIV/AIDS. The goal of their partnership with USAID-TAPP will be to expand the services they offer beyond health and into agriculture and income generating activities. This will create a HIV/AIDS service delivery system that creates more opportunities for people to improve their income and well-being.

3.2 GENDER ISSUES & YOUTH

USAID-TAPP collaborated with TAHA to help sponsor the Global Kilimanjaro Bowl, the first ever collegiate American football game to be played on African soil. Several clinics on American football fundamentals as well as health and nutrition were held in the days leading up to the big game, which 11,781 curious and enthusiastic spectators enjoyed.

USAID-TAPP Health & Nutrition Manager Dorothy Magesse trained 120 children from the Peace House School – a boarding school for orphans and vulnerable children located just west of Arusha. The children were educated in HIV prevention and nutrition and enjoyed eating the fresh fruit supplied by TAHA. Magesse also reached out to the Women Leaders Group before the game to discuss the benefits of growing and eating healthy foods like Moringa, which helps boost the immune system.

3.3 HEALTH & NUTRITION

In April, USAID-TAPP established eight “positive kitchen gardens” in locations including Langa la Iruva, Boisha, Sinon, Ekenya, Bashay Primary School, and Arusha Blooms Ltd. USAID-TAPP worked with partner Real IPM to construct these sites. Real IPM is a private, Kenya-based company

that provides training and materials to smallholder farmers that emphasize an integrated approach to managing pests and disease without an over-reliance on pesticides. Through the use of positive kitchen gardens, the company also provides training on community nutrition and promotes horticulture as a tool to improving food security.

USAID-TAPP and Real IPM have established 10 community-based positive kitchen gardens in schools, hospitals, orphanages, prisons, and among other vulnerable populations. These gardens will improve nutrition for more than 2,000 people and will also be used to transfer knowledge of good agriculture practices (GAPs) and demonstrate new farming technologies. In the gardens already established, targeted farmers are using nurseries to grow seedlings and a vermiculture unit to provide worm compost for the gardens. The beneficiaries appointed site managers to oversee day-to-day operations. Through the gardens, USAID-TAPP will introduce nutritious crops and modern farming techniques, and will train clients on proper harvesting and postharvest handling. This initiative will demonstrate the benefits of positive kitchen gardens to vulnerable community groups and will help increase food security and nutrition levels, particularly among children and those affected by HIV/AIDS.

USAID-TAPP and partner Real IPM are helping the students at Bashai Primary School build a “positive kitchen garden” to grow vegetables for the school’s cafeteria. The children are learning how to create compost pits and vermiculture units to produce compost to be spread on the garden. The children are also learning how other modern farming techniques such as drip irrigation, hybrid seeds, and integrated pest management will reduce reliance on pesticides and inorganic fertilizers while improving crop yields, quality, and safety.

Photo by Fintrac Inc.



4. PARTNERSHIPS AND CAPACITY BUILDING

4.1 AVRDC

Through a partner fund award with the World Vegetable Center, Regional Center for Africa (AVRDC), USAID-TAPP is targeting youth with trainings in horticultural production, financial management and marketing. This quarter, 83 youth representatives were trained from four villages, Singisi, Ambureni, Maweni and Nguruma in the Arumeru District. These youth representatives were trained on good agricultural practices for snap pea production including ridging, drilling, sowing, production, harvesting, sorting and grading. Through this partner fund award, the youth have been linked with exporters Serengeti Fresh (Tanzania) and Home Grown (Kenya) who will export the snap peas meeting their quality standards to Europe.

4.2 TAHA FRESH HANDLING LTD (TFHL)

With assistance from USAID-TAPP, TAHA Fresh Handling Ltd (TFHL) has purchased a refrigerated truck and trailer to provide refrigerated transport services for fresh produce destined for local and export markets. By diversifying the services they offer, this refrigerated trucking initiative will provide sustainability for TFHL. This quarter, TFHL conducted the first road test of the refrigerated truck and trailer from Arusha to Nairobi. It was found that minor upgrades were needed to ensure that produce transported on the truck arrive in Nairobi in the desired condition. These upgrades are underway and it is expected that the company will commence road freight activities both within Tanzania and regionally within the next three months.

4.3 NEW PARTNERSHIPS

This quarter, USAID-TAPP signed a new partner fund award with Blue Rhino Consult Ltd (BRC). BRC is a unique development-based technical service provider established in 1995. Its primary objective is to enhance enterprise growth to increase incomes and employment opportunities for smallholder farmers, businesses and collaborating institutions. The goal of this partner fund award is to strengthen the institutional capacity of the horticulture sector in Tanzania, as well as design and implement input credit and guarantee facilities to help alleviate the strain of the global financial crisis. At the smallholder level, this partner fund award will also provide business skill training to help encourage farmers to view their agricultural activities as a business operation. BRC consult will work extensively with USAID-TAPP partner TAHA on issues of institutional capacity.

4.4 CAPACITY BUILDING

Project partner Voluntary Services Overseas (VSO) established two new VICOBA groups this quarter in Zanzibar, bringing the total number of groups participating in this TAPP-funded initiative to 17. VICOBA, or village community banks, act as small-scale revolving credit facilities and give participating members access to small loans. USAID-TAPP is pairing the establishment of VICOBA with trainings in business development and recordkeeping to improve the business practices of participating farmers. To date, 3 million shillings have been disbursed through the VICOBA revolving fund to smallholder farmers. Most of these farmers, who are primarily women, use the loans to invest in farming and small businesses, which puts them in a better position to take advantage of USAID-TAPP assistance and training.

USAID-TAPP provided training and capacity-building assistance to the UWAWIMA producer association on Zanzibar to improve their financial controls and systems this quarter. As more farmers and buyers begin to use the market hub in Stone Town (see Section 2: Market and Trade Development), this association will need better systems in place to manage financial resources.

ANNEX I: PERFORMANCE AGAINST PMP INDICATORS

Name of the Implementing Agency: Fintrac, Inc.	Reporting Period: Q7: April-June 2011	
Local Address: USAID-TAPP c/o TAHA P.O. Box 15035 House #49 Kanisa Road Arusha Tanzania	Home Office Address: Fintrac, Inc. 3077 Kronprindsens Gade 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	7,881	677	342	1,387		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	21	5	7	4		Technologies
Area under new technologies*	5,000	1,256					Hectares

Indicators	FY 2011						Units
	2011 Target	Achieved to date	Q1	Q2	Q3	Q4	
Increased sales by processing clients*	25						Percent
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	48	6	1	2		Markets
Number of farmer groups/producer organizations strengthened	400	330	51	20	43		Producer Organizations
Number of PPPs and GDAs formed and implemented	35	22	5	1	5		PPPs/GDAs
Number of policy reforms supported	2	3			2		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	20	8	1	4		Organizations
Number of demonstration farms supported	250	144	24	25	20		Demonstration Farms
Number of people receiving USG supported training	62,500	44,318	8,977	9,182	11,419		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	52		Percent
Percentage of women/youth membership in producer organizations	30	50	49	51	48		Percent
Percentage of households participating that are vulnerable	5	3	4.5	3	3		Percent
Number of people trained in HIV/AIDS prevention	12,500	20,285	4,127	3,519	6,279		Training Participants

Indicators	FY 2011						Units
	2011 Target	Achieved to date	Q1	Q2	Q3	Q4	
Number of workplace programs implemented	20						Workplace Programs
Number of firms receiving capacity building assistance to export		26	1	18			Firms
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	338	139	20	43		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

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