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# TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 11



**April - June 2012**

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*Cover photo: USAID-TAPP agronomist Damas Kisalala (far right) provides training to the Mweleki Farmers Group in Izuo village, Mbeye on potato planting practices using a plant marker. Photo by Fintrac Inc./Richard Pluke*

*Back cover photo: Maize corn drying in Mbeye region. Photo by Fintrac Inc./Richard Pluke*

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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 (USAID) or the United States government.

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## EXECUTIVE SUMMARY

USAID-TAPP is working to increase smallholder income, improve nutrition, and expand markets. Achievements this quarter, thanks to support from USAID-TAPP, include:

### Productivity

- More than 6,800 smallholder farmers (6,836 total, 2,895 unique participants) were trained in topics related to agricultural production, farming as a business, and health and nutrition.
- USAID-TAPP expanded activities further into the Southern Agricultural Growth Corridor (SAGCOT), with new producer groups identified in Iringa, Mbeya, and Njombe.
- Onion farmers in Arusha are achieving increased yields of 10 tons per acre.
- Smallholders in Arusha have not only increased yields by using good agricultural practices, but have also extended their growing season using drip irrigation, allowing them to earn a premium price for their produce.

### Market and Trade Development

- Program partner Business Planet planted 3,432 chili seedlings in its newly constructed greenhouse to supply its smallholder outgrower scheme. With this support, smallholder farmers in Arusha will begin producing chilies for export to Europe.
- The Tanzania Horticultural Association (TAHA) established a new office in Zanzibar and expanded the association's activities to include farmers throughout that region.
- Program partner NatureRipe Kilimanjaro successfully introduced six new value-added products into the Tanzanian market using mangoes produced on its own farm and by smallholder farmers.

### Crosscutting Themes

- Female farmers accounted for 35 percent of participants at USAID-TAPP-sponsored training events this quarter, demonstrating the project's commitment to gender integration.
- Training in HIV/AIDS awareness and prevention was provided for 4,122 unique individuals.
- USAID-TAPP established five new partner fund agreements with commercial enterprises, bringing an additional 9,176 farmers into commercial production activities.

### Partnerships and Capacity Building

- USAID-TAPP initiated partner fund awards with four new commercial enterprises this quarter. Combined, these partners will incorporate a further 9,176 farmers into commercial production activities.

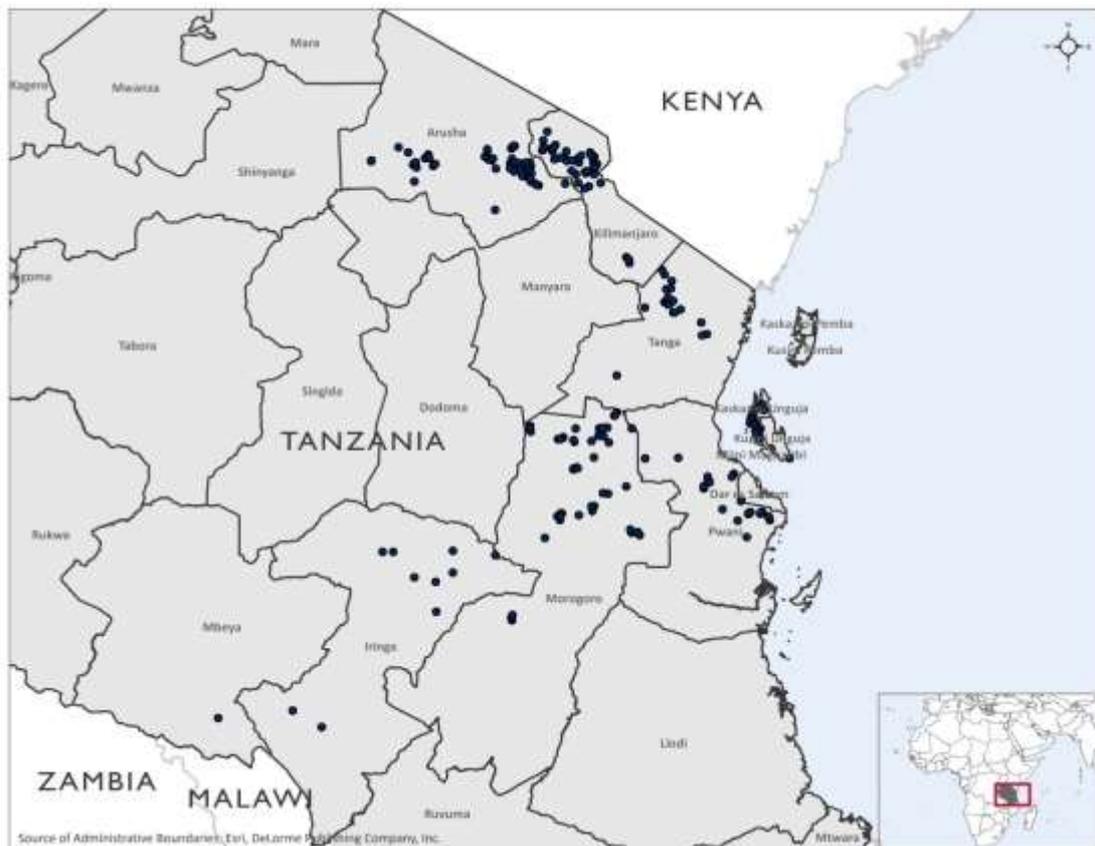
## INTRODUCTION

### PROJECT DESCRIPTION

The Tanzania Agricultural Productivity Program (TAPP) is increasing smallholder farmer incomes through enhanced productivity and improved domestic and export marketing of agricultural products. It is a five-year program supported by the American people through the United States Agency for International Development (USAID) and is part of Feed the Future, the US government global hunger and food security initiative.

### GOALS AND OBJECTIVES

The overall goal of USAID-TAPP is to raise rural incomes, improve nutrition, and expand markets. The program will benefit 19,000 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 are integrated into activities and there is a strong emphasis on encouraging women and youth to better understand the potential of horticulture as a business. The principles of good agricultural practices (GAPs) guide all cropping programs to ensure that the environment will be protected and enhanced.



Locations of the current 607 producer groups benefiting from increased production, expanded market access, and improved nutrition as a result of USAID-TAPP interventions.

## 1. PRODUCTIVITY

This quarter, USAID-TAPP staff trained 2,895 unique participants (35 percent women, 65 percent men) on topics related to income generation, health and nutrition, and improved markets in Tanzania and the Isles of Zanzibar. Notably, this quarter also saw an expansion of USAID-TAPP activities further into the Southern Agricultural Growth Corridor (SAGCOT), with new producer groups identified in Iringa, Mbeya, and Njombe.

USAID-TAPP staff conducted 436 training events this quarter, with a particular focus on planting, production, and nutrition activities.

### 1.1 TRAININGS

From April to June 2012, 6,836 smallholder farmers participated in training evenings hosted by USAID-TAPP, 2,895 of which were unique training participants. Training was conducted through one-on-one technical assistance visits and group field days held by USAID-TAPP and partner agronomists. Training focused on equipping farmers with the skills and knowledge needed to improve productivity, expand markets, and improve overall household health and nutrition.

Training Participants* by Region				
REGION	April	May	June	Total
Arusha	673	469	160	1,302
Iringa	56	381	159	596
Kilimanjaro	110	103	22	235
Mbeya	70	102	146	318
Morogoro	333	1,789	869	2,991
Njombe		316	391	707
Pwani	15	82	104	201
Tanga		7	32	39
Zanzibar	81	198	168	447
<b>Grand Total</b>	<b>1,338</b>	<b>3,447</b>	<b>2,051</b>	<b>6,836</b>

\*Total, not unique, training participants.

To improve productivity, USAID-TAPP introduces a core package of low-cost, easy to follow technologies which have been proven to reduce crop loss, increase overall yields, and improve crop quality. This quarter, all USAID-TAPP beneficiary farmers continued to receive training and technical assistance on the following agricultural technologies:

- **Good Land Preparation Practices**, including plot selection, soil preparation, and soil amendment, are simple technologies to improve soil structure and quality. These practices allow more air and water to penetrate the soil and increase nutrients available to plants, resulting in improved productivity, quality, and land conservation.
- **Seed Trays** are an easy and affordable way to ensure that the right amounts of soil and water are used when germinating plants, reducing seedling loss. USAID-TAPP promotes seed trays to ensure the production of strong and healthy seedlings for planting.
- **Raised Beds** create a conducive environment for plant growth and the proper development of root systems. By introducing raised beds, farmers provide plants with light

and airy soil as well as better access to water, air, and nutrients. USAID-TAPP promotes raised beds as a way of ensuring root development and overall plant health.

- **Proper Plant Spacing** is essential to overall plant health as crops that are planted too close together compete for sunlight, water, and nutrients. Conversely, planting crops too far apart will result in decreased yields for the overall plot. USAID-TAPP promotes this free technology as a way to maximize yields on even the smallest of plots.
- **Hybrid Seeds** are improved seed varieties that are adapted to Tanzania's climatic conditions. They are more expensive than openly-pollinated seeds, but increases in yields by up to 100 percent more than make up for the difference in cost. USAID-TAPP promotes the use of hybrid seeds as a way of ensuring maximum yields.
- **Integrated Pest Management (IPM) Practices** are an affordable way to manage pests and diseases. By systematically monitoring pest levels, farmers can identify outbreaks early and use a combination of mechanical, natural, and chemical controls to manage pest populations. IPM not only improves both the quantity and quality of production, but also limits crop losses and reduces needed investment in expensive pesticides.
- **Irrigation Systems** help farmers overcome one of their most limiting constraints: water scarcity. Farmers who rely on rain to irrigate their crops often experience crippling losses during dry seasons and droughts. USAID-TAPP promotes irrigation, especially drip irrigation, to ensure a reliable, more sustainably managed supply of water to crops, leading to increased yields and improved water management.
- **Plant Trellising** is a simple system to raise fruit and vegetable crops off the ground in order to decrease crop losses due to rot, blight, and disease. Trellising also improves pest management and harvest practices.



Photo by Fintrac, Inc.

USAID-TAPP beneficiaries learn about the importance of raised beds, which ensures better root development, to improve harvests of Irish potatoes.

The impact of these technologies on smallholder farmers is significant. For example, after one farmer visited the USAID-TAPP supported demonstration plot at the Police Academy in Moshi, she returned to her farm in Arusha and implemented all of the technologies promoted by the project, including drip irrigation, raised beds, trellising, and IPM practices. As a result, she has harvested 2,000 kg of tomatoes from her tiny 0.10-acre plot and expects to harvest 4,000 kg more before the end of the season, representing a 10-fold increase in yields. In addition, the improved quality of her tomatoes has opened up new marketing opportunities with supermarkets and hotels that pay a higher price for her produce, earning her Tshs 1.5 million (\$1,000) for her crop.

USAID-TAPP uses demonstration plots as a way to encourage beneficiary farmers to adopt these recommended technologies. With demonstration plots, successful farms become working classrooms for new trainees and farmer leaders serve as peer educators. This quarter, members of the Oitera Pre-Rural Cooperative Society participated in a site visit organized by USAID-TAPP to

observe the use of these recommended technologies by farmers like themselves growing under conditions similar to their own farms. In the past, these smallholder farmers had been reluctant to adopt the new technologies promoted by USAID-TAPP, but seeing the technology in action inspired the cooperative members to incorporate what they had seen into their own production plan. “Field visits are great to farmers, because one can observe and easily learn how to practice the good agricultural practices,” said Augustino Elias, a member of the group. For the cooperative’s three-acre onion farm, hybrid seedlings will be transplanted after 40 days of germination onto raised beds using proper spacing to give room for plant growth. The onions’ young roots system will also benefit from the application of starter solution for strong development. By implementing these technologies, the cooperative members expect to produce a 30 ton harvest, which can be sold in local markets for a profit of approximately Tshs 30 million (\$20,000). These profits will be divided among the 24 cooperative members, including seven women farmers.

*“Field visits are great to farmers, because one can observe and easily learn how to practice the good agricultural practices.”*

*Augustino Elias, Oitera Pre-Rural Cooperative Society*

Farmers themselves recognize the value of demonstration plots in promoting good agricultural practices (GAPs) and members of two different smallholder farmer groups, Mbughuni Farmers Group and Mwanzo Mwema Vegetables Growers in Arusha, have been inspired to volunteer their homes as sites for the establishment of similar plots. Members of these groups were trained at these local demonstration sites to implement technologies such as live barrier planting, drip irrigation systems and maintenance, and fertilizer application through irrigation. Members of Mbughuni Farmers Group are now preparing to transplant a half-acre each of hybrid tomato and hybrid sweet pepper seedlings, while Mwanzo Mwema Vegetables Growers is producing a half-acre each of hybrid carrots and sweet peppers. With GAPs and proper record keeping, these farmers expect to harvest a total of 5,000 kg of sweet peppers within six months. These peppers will be harvested and sold in the off-season, allowing these farmers to earn a premium for their produce and make a profit of approximately Tshs 6.6 million (\$4,400).

## 1.2 TECHNOLOGIES

As discussed above, USAID-TAPP continually advocates and demonstrates a core package of technologies to all beneficiary farmers. These technologies range from the basics, such as raised beds and proper spacing, where no additional investment is required, to more advanced technologies, such as the utilization of hybrid seeds and drip irrigation that may require some investment on the farmer’s part. Through trainings in business skills, USAID-TAPP helps farmers analyze the costs and benefits of all technologies so that they can make informed investment decisions.

USAID-TAPP organized a one-day field training this quarter for five smallholder farmers, each representing their respective farmer groups in Arusha region. The training included a visit to Rijk Zwaan/Afrisem, a company that deals with breeding and supplying of hybrid vegetable seeds in Arusha. The group learned about different agricultural techniques, such as using the trellising method on tomato plants. Trellising on certain types of tomatoes improves yields by keeping the plant away from the soil to avoid possible contamination from pests or diseases. If practiced properly, the trellising method allows a tomato plant to grow up to 4 meters high. The five farmers representing Oitera (24 members), Sambasha (23 members), and Majengo (13 members) Farmer Groups visited the institution’s plots to learn about one of the newly researched trellising methods known as the Wall Type Trellising System whereby four string lines are tied across a bed to support tomato plant clusters. The new trellising system also requires a farmer to practice a double-stem pruning method on young tomato plants by removing all except the first sucker immediately below the first flower cluster. This method will enable a plant to produce more tomato clusters for higher yields. A single plant is capable of producing 16 clusters of which a farmer will be able to harvest a total of 15 kg per

plant per harvest. “We’re used to a single stringed trellising method on our farming, but with this new method, I’m confident we’ll be able to increase our production,” said Augustino Olturia, representing Majengo Farmer Group.

According to Simon Loto, USAID-TAPP agronomist, the project will continue to send smallholder farmers to practical field visits to increase their understanding and adoption of GAPs. “Most farmers prefer field visits for their quick understanding of GAPs; so far, six individual farmers and one farmer group of 10 members have started using a drip irrigation system as a result of these visits,” Loto said.

In addition to less costly technologies like trellising, some farmers have been able to implement more capital-intensive technologies like greenhouses. Idd Seif is a successful smallholder farmer who, with USAID-TAPP’s support, has shown great harvest results from his greenhouse plot. Seif, 51 years old and from the Tanga region, was one of the farmers assisted by USAID-TAPP’s agricultural training in greenhouse technology. In 2011, USAID-TAPP selected Seif as one of the smallholder farmers in his village whose land would be used as a demonstration plot to show others how to grow hybrid tomatoes using greenhouse technology. Seif started harvesting hybrid tomatoes in February of this year; by April he harvested 4,840 kg. He sold the produce in a nearby local market and transported some of the harvest to markets in the Dar es Salaam region. A kilogram of tomato was sold for Tshs 1,000 (\$0.65). After his most recent harvest in April, Seif will continue harvesting his tomatoes for the next four months. He expects to harvest more than 6,500 kg worth Tshs 6,453,333 (\$4,072) for the remainder of the season.



*Idd Seif in the greenhouse he built with support from USAID-TAPP. In April, he sold the hybrid tomatoes he grew in his greenhouse in local markets and in the Dar es Salaam region.*

*Photo by Fintrac Inc.*

The USAID-TAPP northern zonal manager, Manfred Bitala, said the representative from Rijk Zwaan, a Dutch vegetable breeding company with an office in Arusha, was impressed by Seif’s successful harvest results and promised to assist him with tomato hybrid seeds for his next planting season. The company will also provide a variety of hybrid vegetable seeds (cabbages, lettuces, broccoli, cauliflower, and carrots) for other farmers in the village.

This quarter, USAID-TAPP assisted its commercial partners in introducing and utilizing improved technologies to further support Tanzanian smallholder farmers. USAID-TAPP linked project partner Arusha Blooms with local NGO CeSuDet who is repairing canals and irrigation furrows in the

Arusha River area, resulting in up to 100 additional acres of potentially irrigable land. Arusha Blooms has also put 4.2 acres cultivated by 14 farmers into production of French beans, sweet corn, and butternut squash using recommended technologies such as hybrid seeds, drip irrigation, and fertigation. USAID-TAPP provided technical assistance and support to these farmers on implementing these GAPs successfully, and will provide additional assistance on Global GAP.

In western regions newly targeted by USAID-TAPP, farmers are also adopting the project's technological package. For example, two farmer groups in Doma built boreholes for irrigation after receiving training from USAID-TAPP. In this dry region, farmers traditionally grow during the rainy season, using only the rains to irrigate their crops. However, with technical assistance and training from USAID-TAPP, these two farmer groups have demonstrated that they can grow year-round with irrigation from boreholes.

## 2. MARKET AND TRADE DEVELOPMENT

### 2.1 EXPORT

USAID-TAPP is working to increase the presence of Tanzanian products in international markets by identifying local partners who have export capacity and identifying appropriate markets for Tanzanian goods in Europe, the Middle East, and the United States.

This quarter, USAID-TAPP continued its work with project partner Business Planet to improve capacity around smallholder production of chilies for export. With assistance from USAID-TAPP, Business Planet is scaling-up the size of its operation by expanding both its production and customer base. There is strong interest for Tanzanian-produced fresh chilies in international markets, and the company's partnership with USAID-TAPP provides assistance in improving the capacity of Business Planet to meet this demand.



*Photo by Fintrac Inc.*

*There is a strong interest for Tanzanian-produced fresh chilies in the international market. USAID-TAPP is working with Business Planet to help meet this demand.*

Business Planet partnered with USAID-TAPP to construct an 8 x 52 meter tunnel greenhouse as a seedling nursery and planted 3,432 chilies in the greenhouse for seedling production. Once matured, these seedlings will be distributed to smallholder farmers to support Business Planet's chili outgrower scheme. In addition, Business Planet identified four farmers, two each from the Msamaneni and Ngarenanyuki farmer groups, to set up demonstration plots on their farms to model GAPs to local farmers. This quarter, the company also hired a consulting expert to train 130 farmers in quality management standards for Global GAP to ensure that export quality standards are met by all chili producers working with Business Planet.

USAID-TAPP has been working with project partner Golden Food Products Ltd (GFP) since 2010 to support smallholder production of high-quality organic spices and herbs for export. This quarter, GFP received its commercial grinder and solar drier for large-scale spice processing, purchased with support from USAID-TAPP. GFP also invested \$22,957 of its own funds in additional equipment critical for the development of new products for export markets, including a mini-delivery van, automatic auger filler, ribbon blender, and spice roaster. In addition to these capital investments,

GFP trained 224 farmers from the Korogwe and Lushoto districts on GAPs for organic spice production.

The USAID-TAPP partnership with Arusha Blooms entered a new phase this quarter as the company identified new opportunities for the export of Tanzanian-produced horticultural products to its main customer in Kenya. To assist with the export of these products, USAID-TAPP supported Arusha Blooms' improvements to its grading hall facilities by adding insulation and a terrazzo floor. These improvements will help Arusha Blooms grade export crops at their own facility to improve quality control and reduce the number of rejects, which could be sold into local markets if graded locally. It is expected that with completion of the improvements to the grading hall, more crops will be purchased and graded from Tanzania. In addition to the grading hall improvements, Arusha Blooms also trained its outgrowers this quarter on quality control and post-harvest handling to ensure supply of quality produce.

In order to meet increased demand for their products, Arusha Blooms is also recruiting new smallholder producers in the Southern Agricultural Corridor of Tanzania (SAGCOT) to join their outgrower program. In partnership with USAID-TAPP, Arusha Blooms has identified both large and small-scale farmers who could potentially produce baby corn, sweet corn, and butternut squash for export, and has facilitated trial plantings of these crops in the SAGCOT region. Closer to Arusha, the company has identified an additional 70 outgrowers to join their export production scheme.

## 2.2 DOMESTIC

USAID-TAPP has been working with program partner NatureRipe Kilimanjaro Ltd. since 2011 to support smallholder production of mangoes and to develop processed mango products. With assistance from USAID-TAPP, NatureRipe has supplied 15,306 high-quality mango seedlings to smallholder farmers to improve production around this crop to date. This quarter, an additional 20,000 mango seedlings were planted and 5,252 were sold to 270 farmers who were trained by NatureRipe on mango production. Additionally this quarter, NatureRipe purchased 4.4 tons of mangos from beneficiary farmers who earned a total of Tshs 1,970,000 (\$1,300) for their crop. These mangoes were used to support the production of six new value-added mango products this quarter, including mango jam, mixed fruit jam, mango pilipili sauce, mango pickle, mango zodo sauce, and mango juice, all of which are produced in small batches and sold in local supermarkets. USAID-TAPP supported NatureRipe in the purchase of a larger mango processing machine so that they can increase the volume and quality of these new processed mango products.

## 3. OTHER CROSSCUTTING THEMES

### 3.1 HIV/AIDS

This quarter, 4,122 individuals were trained in HIV/AIDS awareness and prevention. The program is working to integrate messages of HIV/AIDS education and prevention into agricultural extension activities. USAID-TAPP is also providing capacity-building assistance to HIV/AIDS NGO partners to increase their ability to provide agricultural extension and economic strengthening services along with traditional psycho/social support services.

Aziza Mataula, a 58-year-old grandmother and caretaker, found that one solution to fight hunger and poverty and improve nutrition for her two grandchildren was by GAPs. She learned the new skills through a USAID-TAPP partnership with Huruma AIDS Concern and Care (HACOCA), which supports vulnerable youth and their caretakers by teaching them horticultural skills. Mataula, who lives in Kauzeni village in Morogoro region, is one of 31 caretakers enrolled in the project, supporting 40 orphans and vulnerable children (23 boys and 17 girls) in the village. Her

grandchildren, Zaituni and Zulia, both 9 years old, are also part of the HACOCA's youth group receiving support.

Through close supervision by USAID-TAPP and HACOCA, Mataula and her family were introduced to sack garden technology, provided with agricultural equipment, vegetable seeds, and fertilizers, and given trainings on successful vegetable production. Mataula learned how to set sack gardens at her home in her backyard. She established four sack gardens with different varieties of vegetables such as amaranthus, Ethiopian mustard (figiri), eggplant, African eggplant, cow pea leaves, pumpkin leaves, and Chinese spinach. Before USAID-TAPP intervention, Mataula and her grandchildren used to have one unbalanced meal per day, which left them weak and vulnerable to illness. "Our grandmother can now afford to provide us with three meals per day and we can easily concentrate on our education because we get energy from the vegetables," Zaituni said. Mataula has vowed to continue growing vegetables in sack gardens by adding more in her backyard, not only to improve the nutrition of her family, but also to sell any surplus vegetables to her neighbors to generate income.

### 3.2 GENDER ISSUES & YOUTH

In the last two weeks of May, youth from the Ujamaa Mkwapa Farmer Group of Bwage village in Morogoro region recorded an impressive sweet pepper harvest, thanks to the GAPs and new technologies they learned from USAID-TAPP. The hybrid sweet pepper seeds were transplanted to a field of 1.25 acres on raised beds in April. A total of 2.5 tons of sweet peppers were harvested in May and sold to a Dar es Salaam market for Tshs 2,500,000 (\$1,700). This first harvest already exceeds the entire annual harvest from previous seasons, when the group had only been able to harvest a total of 2 tons of low quality sweet pepper. The group expects to continue harvesting sweet peppers at least once every week for the next four months with a projected total profit of Tshs 20 million (\$16,000) by the end of the season.

"We thank USAID-TAPP for their support to smallholder farmers. We're looking forward to expanding our plot and making sure that every member of the group owns a small plot with drip system kit installed, and to train our neighbors on best agricultural practices," said group chairman Mr. Elliud Gabriel. The Ujamaa Mkwapa Farmer Group was formed in early 2011 by seven energetic young farmers, including one female farmer. They first started growing tomatoes, but with little knowledge of GAPs they faced challenges such as poor irrigation, pests, and diseases. After two seasons of poor harvests on their half-acre plot, they were approached by USAID-TAPP and received training on horticultural practices and prepared a 1.25 acre plot with a drip irrigation system worth Tshs 1,500,000 (\$1,200). The young farmers were trained on the importance of using raised beds, placing seedlings in trays, setting up live barriers, applying fertigation, and understanding correct spacing. "We've experienced a great difference since we started practicing these best agricultural practices in terms of harvesting compare to our previous farming," said the group secretary, Cosmas Gabriel.

## 4. PARTNERSHIPS AND CAPACITY BUILDING

### 4.1 TANZANIA HORTICULTURAL ASSOCIATION

This quarter, project counterpart the Tanzania Horticultural Association (TAHA) sent a representative to The Chicago Council on Global Affairs' Third Annual Symposium on Global Agriculture and Food Security in Washington, DC, an event that brought together senior global leaders to discuss opportunities for private sector investment in African agriculture to improve food security. At the symposium, TAHA Director Jacqueline Mkindi represented the voice of Tanzania's smallholder fruit and vegetable farmers in discussions on increasing opportunities for intra-African trade and developing goals for public and private sector involvement in food security. TAHA also expanded the association's activities into Zanzibar where staff established a new office to manage a

one-year project working with farmers in that region. In addition, USAID-TAPP directly supported TAHA in building its organizational capacity by developing more effective administrative systems for reporting, budgeting, monitoring and evaluation, and documentation.

## 4.2 NEW PARTNERSHIPS

USAID-TAPP initiated partner fund awards with four new commercial enterprises this quarter. Combined, these partners will incorporate a further 9,176 farmers into commercial production activities.

### Rungwe Avocado Company

Rungwe Avocado Company Ltd. (RAC) is a 100-hectare commercial avocado farm and packhouse based in Rungwe District, Mbeya, Tanzania. Despite growing international demand for Hass avocados, strong market linkages with smallholder producers in Mbeya and Njombe have not been firmly established. Quality, consistency of supply, and transportation costs are the main challenges faced by exporters of smallholder-produced avocados in the region. Since its start in 2009, RAC has been working with nearly 2,000 smallholder farmers to overcome these challenges and create direct sales linkages with European markets for Hass avocado. Starting this year, RAC intends to commence avocado exports, sourcing both from its commercial farm and outgrower suppliers, to a major retailer in the United Kingdom.

Through this Partner Fund Award, USAID-TAPP will assist RAC in scaling-up the size of its smallholder supply program to ultimately include 4,916 farmers producing Hass avocado on 510 hectares of land. Through GAPs, such as the introduction of good planting material and correct spacing, it is estimated that farmers will achieve up to three times the productivity than is currently attained. Within eight years, RAC intends to utilize at full capacity its 5,000-ton packing facility and generate \$6,250,050 in sales and \$3,125,025 in smallholder revenues. While activities under the partnership are just underway, USAID-TAPP linked avocado growers to RAC in an effort to find a market for the approximately 20 tons of avocados that will be harvested in that region alone this season. RAC is looking for a market in South Africa for these avocados.

### Mcharo Organic Agriculture

Smallholder farmers in many areas of Tanzania rely on maize and beans as their principle crops to provide food for the family and cash from surplus sales. Low crop diversification, particularly in rainfed production systems, can lead to increased household food insecurity and vulnerability. Mcharo Organic Agriculture has a 4 hectare farm in Goha, Korogwe district where they grow chili to dry and process into chili powder. During the two years it has been in business, Mcharo Organic Agriculture's sales trends have been promising, increasing by over 38 percent each year thanks to high demand for chilli products, and the company has been supplying food processing companies throughout Tanzania such as Red Gold, Bon Akil, Dabaga, and Mwanza.

This partnership seeks to develop the supply of chillies derived from smallholder producers and improve their processing methods and capacities. Presently, the out-grower network includes just over 200 growers based in and around Mnaza, Goha, and Same in the Korogwe district.

### Buturi Investments

Buturi Investments Ltd. (BIL) has been working with 400 smallholder farmers in the coastal areas south of Dar es Salaam for a number of years, sourcing and exporting sweet potatoes produced on these smallholders' farms. The company also has 300 acres of its own land in Mukuranga that is dedicated to horticulture and food crop production. In 2010, BIL began exporting sweet potatoes to the Middle East, a growing market for fruits and vegetables produced in Tanzania, in two 36-ton

consignments. In 2011, BIL exported five containers of sweet potatoes to the Middle East. Under this partnership, USAID-TAPP is working with BIL to expand this activity to further secure the livelihoods of sweet potato farming communities living in the coastal towns of Mkuranga, Gezaulole, Kimbiji, Mwandege, Mkuza, and Mvuti south of Dar es Salaam. Specifically, USAID-TAPP is assisting BIL in introducing GAPs and recommended technologies to sweet potato growers in the targeted areas that will ensure better crop establishment, improved crop growth, and increased yields. This quarter, BIL worked with local farmers to plant over eight acres of orange-fleshed sweet potato and hired an agronomist to conduct outreach to additional sweet potato farmers in the area.

### Natural Extract Industries

Natural Extracts Industries Ltd. (NEI) is bringing more natural extraction processes into the flavor and fragrances industry in Tanzania by deriving flavors and fragrances from a variety of local sources. These include vanilla pods; pineapple and citrus peels; spices such as clove, cinnamon, and potentially paprika; and herbs such as lemon grass and vetiver. In addition, there are markets for African marigold, ginger, and rosella (hibiscus) petal extractions. In all cases, NEI has no plans to grow these products and is looking to smallholder producers to source all their raw materials. Because these raw materials must be processed and dried, NEI anticipates that these activities will generate opportunities for small processors, traditionally women's groups, to add value to their production through drying and other processing.

This quarter, NEI invested almost \$12,000 in processing equipment, registered 120 vanilla producers, and trained an additional 70 farmers on vanilla production. In addition, NEI surveyed potential export and local market outlets and identified a US-based buyer, Beanilla Trading; and 54 vanilla farmers supplied 25 kg for export and 9 kg for local markets. With support from USAID-TAPP, NEI partnered with TAHA and TAHA Fresh for technical assistance on managing small vanilla shipments. USAID-TAPP also worked with NEI to provide logistical expertise in establishing savings and credit cooperatives (SACCOs) to increase funds available to farmers.

### Multiflower

Multiflower Limited, established in 1995, is a rapidly growing agribusiness that works with an extensive network of smallholder farmers. Over the past 15 years, Multiflower has grown its operations from 30 workers and 50 outgrowers to 600 workers and 5,000 outgrowers, with annual turnover of \$3,000,000. Multiflower is a private company based in Njiro (Arusha), Tanzania and is engaged in flower cuttings, flower seed production, and vegetable seed production. USAID-TAPP established a new partnership agreement with Multiflower to expand activities into the Morogoro and Tanga regions. Under this agreement, Multiflower will add 1,100 outgrowers in the Morogoro region and 600 in the Tanga region.

During this quarter, Multiflower trained 34 groups of flower seed producers and five groups of vegetable seed producers, representing a total of 1,700 smallholder farmers. As part of this training, Multiflower established 34 demonstration plots, 22 in Morogoro and 12 in Tanga. Five agronomists were hired and trained on flower and vegetable seed production, and were provided with transportation to ensure their mobility in field. In addition, 1,100 new flower seed producers and 600 vegetable seed producers put 50 acres into production for Multiflower.

## 4.3 CAPACITY BUILDING

This quarter, three partner orientation training sessions were held for new partners in Arusha, Dar es Salaam, and Mbeya. The training provided orientation to partners on various grant and financial management and administration procedures as per USAID-TAPP requirements. Training also covered topics in project management, monitoring and evaluation, project implementation planning,

and expenditure projections. These trainings were intended to increase partners' understanding of various partnership requirements to ensure effective implementation and operation of these partnerships. Existing and prospective partners also attended the sessions.

Participants in the Arusha session included TANHORT, Business Planet, Natural Extracts Industries, Mcharo, Arusha Blooms, Multiflower, and TAHA. The second training in Dar es Salaam for the Southern Zone partners included NatureRipe, AMAGRO, Nsombo, Buturi, Evergreen, Malange, ZAPHA+, and HACOCA. And the third training session in Mbeya for the Western Zone included participants from Rungwe Avocado Company, CARITAS Iringa, and Isangati Agricultural Development Organization (IADO). CARITAS Iringa and IADO were proposed organizations for implementing health and nutrition program in Iringa and Mbeya.

## ANNEX I: PERFORMANCE AGAINST PMP INDICATORS

<b>Name of the Implementing Agency:</b> Fintrac Inc.	<b>Reporting Period:</b> Q11: April – June 2012
<b>Local Address:</b> USAID-TAPP c/o Plot No. 85(2) Mwandamo Road Arusha, Tanzania	<b>Home Office Address:</b> Fintrac Inc. 3077 Kronprindsens Gade 72 St Thomas, USVI 00802
<b>Project Title:</b> Tanzania Agriculture Productivity Program	<b>Target regions:</b> Arusha, Moshi/Hai, Lushoto, Morogoro, Coast and Zanzibar.
<b>Cooperative Agreement/Contract #:</b> EDH-I-07-05-00007-00	<b>Sub-contract/sub-grantees:</b> Tanzania Horticultural Association (TAHA) TAHA Fresh Handling Ltd. (TFHL)
<b>Period of Project: (Start and End Dates)</b> October 19, 2009 – October 18, 2014	<b>Related Program Area and Elements of the Operational Plan:</b> 1. Agricultural Sector Productivity 2. Trade and Investment
<b>Principal Target Beneficiaries:</b> Tanzanian Smallholder Farmers	<b>Major Counterpart Organizations:</b> TAHA, Ministry of Agriculture

Indicators	FY 2012						Units
	2012 Target	Achieved to date	Q1	Q2	Q3	Q4	
Number of rural households benefiting directly from USG intervention	13,000	12,656	236	64	1,568		Rural Households
Gross margin per hectare for commodities targeted by USG assistance*	2,705	2,297					\$US
Percentage change in yield *	55	46					Percent
Number of individuals who have received USG supported short-term agricultural sector productivity training	32,240	68,631	3,621	2,071	2,895		Individuals
			2,229	1,051	1,874		Male
			1,392	1,020	1,021		Female
							Not Specified
Number of additional hectares under improved technologies or management practices as a result of USG assistance*	6,500	4,812					Hectares
Number of farmers, processors and others who have adopted new technologies or management practices as a result of USG assistance*	13,000	9,009					Farmers
							Male
							Female
							Not Specified
Value of new client and counterpart investment	4.0	1.631	0.044	0.038	0.469		US\$ Million
Value of incremental sales (collected at farm/firm level)	10.60	2.49					US\$ Million

Indicators	FY 2012						Units
	2012 Target	Achieved to date	Q1	Q2	Q3	Q4	
attributed to FTF* implementation							
Number of new value-added products introduced	7	12			6		Products
Number of users accessing Market Information Systems	4,500	794	15	591			Users
Number of firms receiving capacity-building assistance to export	85	69	2	3			Firms
Number of producers' organizations, water user associations, trade and business associations, and CBOs that benefitted directly in this reporting year from USG assistance	520	512	11	4	62		Organizations/Associations
Number of public-private partnerships formed as a result of USG assistance	38	29		4	2		PPPs
Number of organizations undergoing capacity assessments as a result of USG assistance	558	541	11	8	64		Organizations
Number of policy reforms supported	3	10	2	1			Reforms
Number of beneficiaries with access to home or community gardens	1,400	3,988	3,314				Beneficiaries
			2,411				Male
			903				Female
							Not Specified
Percentage women/youth membership in producer organizations	55/25	46/32	46/21	72/6	32/9		Women/Youth
Number of certified farmers	350	641			403		Farmers
Number of the targeted population reached with individual and/or small group-level HIV prevention interventions that are based on evidence and/or meet the minimum standards required	9,685	34,132	1,575	510	4,122		Training Participants
			1,014	204	2,758		Male
			561	306	1,364		Female
							Not Specified
Number of the targeted population reached with individual and/or small group-level HIV prevention interventions that are	2,325	5,389		52	80		Training Participants
				8	27		Male

Indicators	FY 2012						Units
	2012 Target	Achieved to date	Q1	Q2	Q3	Q4	
primarily focused on abstinence and/or being faithful, and are based on evidence and/or meet the minimum standards required				44	53		Female
							Not Specified
Number of eligible OVCs provided with a minimum of one CORE care service	1,300	502			62		OVCs
					21		Male
					41		Female
							Not Specified
Number of households with at least one OVC/MVC provided with a minimum of one economic opportunity/strengthening support	300	339	267		72		OVCs/MVCs
Number of vulnerable households benefiting directly from USG assistance	655	482			36		Households
Number of baseline or feasibility studies (FCI)	n/a	7	n/a	n/a			Studies
Number of institutions with improved Management Information Systems as a result of USG assistance (FCI)	n/a	267	n/a	n/a			Institutions

\* Denotes annual indicator

## ANNEX III: SUCCESS STORIES



TAPP | Tanzania Agriculture Productivity Program  
MAPATO ZAIDI KUPITIA KILIMO BORA

### SNAPSHOT

## Greenhouse Technologies Reap Big Harvests

**Growing tomatoes for all seasons improves productivity and income**



Photo: by Fintrac Inc.

Idd Seif holding clusters of tomatoes inside his greenhouse.

***“I’ve never experienced a greater harvest and highest income in my life from such a small greenhouse plot.”***

*Idd Seif*

**Telling Our Story**  
U.S. Agency for International Development  
Washington, DC 20523-1000  
<http://stories.usaid.gov>

“I’ve never experienced a greater harvest and highest income in my life from such a small greenhouse plot,” said 51 year-old Idd Seif, a smallholder farmer in Lukozi village, Lushoto district in Tanzania’s Tanga region. Idd started farming in 1997 in an open field using poor agricultural methods that led to poor harvests and limited income.

During the past several years, Idd has been growing broccoli, cabbage, lettuce, cauliflower, and tomato on a ½ acre open field lot and experiencing consistently disappointing yields. In 2011, the Tanzania Agriculture Productivity Program (TAPP) funded by the United States Agency for International Development (USAID) as part of Feed the Future, selected Idd as one of the smallholder farmers whose farm would host a demonstration plot for hybrid tomato greenhouse technology. Prior to the construction of the 28 by 11 meter greenhouse plot on his farm, Idd attended trainings on greenhouse technology.

There, USAID-TAPP trained Idd on good agricultural practices such as using a drip irrigation system to control water usage and practice fertigation, a method of applying soluble fertilizers through drip system to save labor and time. Additionally, Idd learned that he should plant on raised beds to facilitate the development of good root systems and allow for easy weeding. “The good thing about the greenhouse technology is that you can grow your crops throughout the year, and you can also plan your crop production so as to take advantage of growing a particular crop in off-season,” said Idd.

In November 2011, Idd transplanted 780 seedlings onto the raised beds, using proper spacing and a trellising system that permits a single plant to grow to the height of more than a meter. Idd’s trellising practice created 16 clusters for each plant, meaning he could harvest about 15 kilograms from a single plant from each season.

Idd started harvesting tomatoes in February 2012; as of April he had harvested a total of 4,840 kg valued at 4,840,000 Tanzanian Shillings (\$4,200). He sold much of the produce at nearby local market, while the rest was transported to other markets in the Dar es Salaam region. Idd expects to harvest an additional 6,500 kg of tomatoes during the remaining four months of the growing season, bringing his total sales to Tshs 11,293,000 (\$9,000).

After recouping his initial investment of Tshs 2,500,000 (\$2,200), Idd will have earned himself an impressive profit. “If I compare greenhouse technology with my first poor farming practices, it’s a big difference with an increase of 100%,” admitted Idd, adding that he plans to invest his profit into a second greenhouse and share his skills and technologies with his children.



**Tanzania Agriculture  
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