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# TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 17



**October - December 2013**

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*Cover photo: Farmer Martha Kisanga of Hai District in Kilimanjaro, holding her vanilla vines. Photo by Fintrac Inc.*

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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

The Tanzania Agriculture Productivity Program (TAPP), funded by the United States Agency for International Development (USAID) as part of the Feed the Future initiative, is working to increase smallholder incomes, improve nutrition, and expand markets. In the first quarter of FY 2014, the project focused on scaling up its activities in both grants and partnership activities, as well as through direct interventions with farmer groups. The program continued to make sizable progress towards overall program goals and is well positioned to achieve its targets by the end of its contract.

Negotiations with USAID for the extension of USAID-TAPP through to February 2015 (five months) were finalized during the reporting period. As a result of the five month no-cost extension, the project's scope of work, targets, and geographic focus were adjusted. The results, activities, and targets presented in the following report reflect progress towards the most updated work plan and Performance Monitoring Plan (PMP). Select highlights for the reporting quarter include:

**Rural Households Benefitting:** A total of 1,176 rural households joined USAID-TAPP during the reporting period. To date, 25,018 households have benefited from project interventions. With the recent signing of four new partnerships and an increasing number of farmer groups interested in receiving direct support, USAID-TAPP is in line to meet the new target of 27,000 households by the next quarter. By completing the client base in March, the project will be able to support farmers for two complete production cycles, helping them retain the new technologies being taught and improving the sustainability of activities post project.

**Training:** Training of farmers and rural households on production technologies, business skills, marketing, and nutrition is critical in order to achieve USAID-TAPP's high-level goals. This quarter recorded a total of 5,626 unique trainees, a 23 percent increase in trainees with respect to the previous quarter. The increasing number of trainees is due to greater awareness of the project and the tangible success of client farmers within communities, resulting in higher numbers of neighboring farmers attending the trainings. To date, USAID-TAPP has trained a total of 92,275 individuals.

**Market and Trade Development:** During the reporting quarter, 88 farmer groups were linked to commercial buyers from local markets including Arusha, Tunduma, Dar es Salaam, Morogoro, Iringa, Mbeya, Zanzibar, and Njombe. Initial sales to these buyers totaled over \$167,000 from more than 378 tons of produce. After initial introductions were made and business transactions completed between buyers and sellers, USAID-TAPP allowed farmers and buyers to continue their negotiations. Crops linked to markets included onion, tomato, sweet pepper, watermelon, Irish potato, avocado, cabbage, and cucumber.

**Access to Credit:** A total of nine financial institutions were selected for the training and design phase of loan products for horticulture farmers. The BDS team, together with a finance expert contracted by USAID-TAPP, trained these institutions on specific requirements of farmers for horticulture, and had working meetings with each institution separately to design adequate interventions to enable access to finance for horticulture farmers. During the reporting period, memorandums of understanding (MOU's) were drafted with each institution describing the reach of each activity as well as the roles and responsibilities for the three parties (farmers, finance institution, and USAID-TAPP). The nine

institutions are planning to make over \$400,000 available to over 750 farmer groups as a trial phase for these new loan products.

**Expansion of Health and Nutrition Activities:** USAID-TAPP initiated the new fiscal year by increasing its health and nutrition staff, in order to support the scaling up of nutrition-related activities. Two new health and nutrition specialists were hired, trained, and fielded in October 2013. These new specialists are based in Morogoro and Iringa, which are key areas of focus within the SAGCOT. With increased staff and commitment from the whole USAID-TAPP team, a total of 2,018 farmers (1,138 males and 880 females) were trained on the basics of nutrition and establishment of kitchen gardens.

**Introduction of Orange Flesh Sweet Potato:** The orange flesh sweet potato (OFSP) multiplication sites established in 2013 have started to produce planting materials. More than 59,000 vines (cuttings) of OFSP have been distributed to 92 farmer groups throughout the regions where USAID-TAPP is operating. These farmer groups have established their own multiplication sites, where they will be able to provide planting materials to thousands of households within a period of 45 to 60 days. Initial activities with OFSP multiplication have stimulated a lot of demand within communities, as they are taught the nutritional value of this crop, and the benefits they can provide to their children.

**New Partnerships:** A total of four partnerships were awarded during Q1 of FY 2014. Partnerships awarded during this quarter will receive a combined \$375,013 of project funds to support activities geared towards developing the agriculture sector and improving nutrition at the household level.

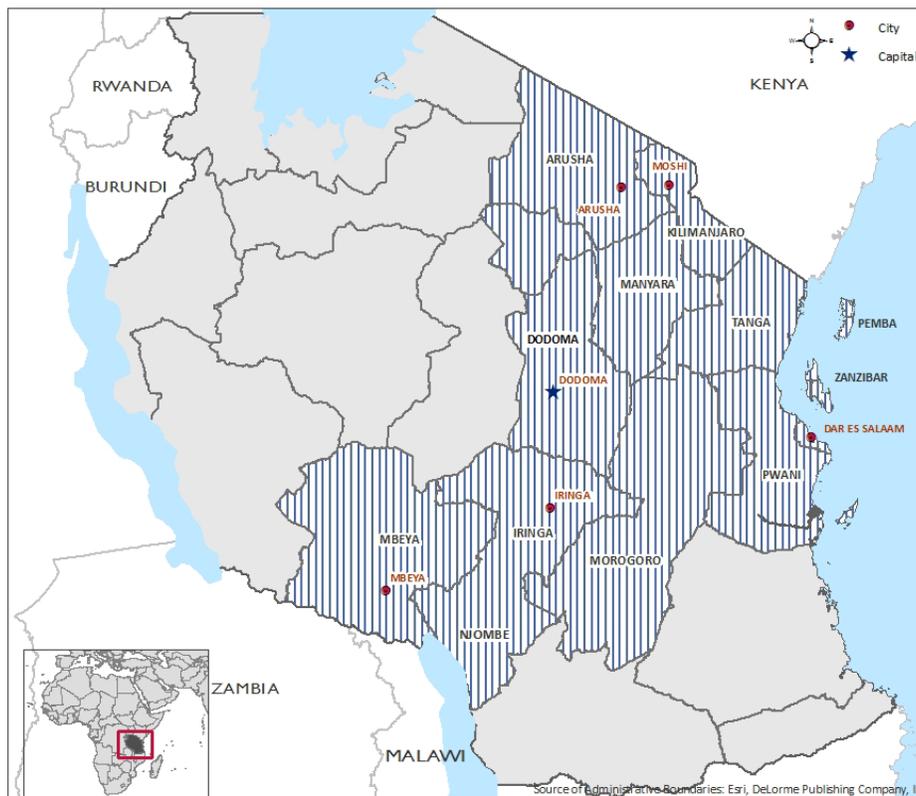
The current status of all project indicators is presented in the annex of this report.

## PROJECT DESCRIPTION

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

## GOALS AND OBJECTIVES

The overall goal of USAID-TAPP is to raise rural incomes, improve nutrition, and expand markets. The program will benefit over 27,000 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. The program works throughout the line-shaded regions in the following map:



# I. PRODUCTIVITY

To date, USAID-TAPP staff has trained a total of 92,275 participants. This quarter, a total of 5,626 participants were trained (37 percent female and 63 percent male), representing a 23 percent increase from the previous quarter's training figures. Participants were trained on topics relating to improved production practices, income generation, health and nutrition, and improved markets in Tanzania and the Isles of Zanzibar.

Technical assistance has been delivered regularly on a weekly basis to project assisted farmer groups. This recurrent technical assistance improves the sustainability of activities post project intervention as farmers learn about production through the different stages of the crop. It also results in meaningful outcomes for our beneficiaries.

As in previous quarters, farmer successes have occurred throughout all of the areas of project intervention, where farmers are continuing to increase their incomes from production and sales of high value crops. Select examples from the reporting quarter are shown below.

## I.1 SELECT RESULTS AT A GLANCE FOR Q1 FY 2014

### Central Zone (Dodoma, Morogoro, Iringa)

**INCOME AND PRODUCTIVITY:** Some farmer groups in Iringa and Morogoro regions have started harvesting, and, while in most cases harvests are still ongoing, the partial results achieved so far are already showing impressive developments in terms of productivity and income as illustrated in Table I below for selected groups.

**Table I:**

Name of Farmer Group	Crop	Productivity		Income		Percent increase	Remarks
		Before USAID-TAPP	After USAID-TAPP	Cost/Total Area (Tsh)	Sales (Tsh)		
<b>Bilunguka (Iringa)</b>	Tomato	9.9 Tons/Acre	10.1 Tons/Acre	3,000,000	4,572,000	N/A	Harvesting Cont.
<b>Mboga Mboga (Iringa)</b>	Sweet pepper	2.1 Tons/Acre	4.4 Tons/Acre	250,000	500,000	N/A	Harvesting Cont.
<b>Jitegemee Mtandika (Iringa)</b>	Sweet pepper	1.8 Tons/Acre	3.5 Tons/Acre	200,000	250,000	N/A	Harvesting Cont.
<b>Nguvu Kazi Kalenga (Iringa)</b>	Tomato	12.4 Tons/Acre	14.9 Tons/Acre	3,650,000	5,250,000		Harvesting Cont.

Name of Farmer Group	Crop	Productivity		Income		Percent increase	Remarks
		Before USAID-TAPP	After USAID-TAPP	Cost/Total Area (Tsh)	Sales (Tsh)		
<b>Upendo (Iringa)</b>	Sweet pepper	2.6 Tons/Acre	4.4 Tons/Acre (harvest ongoing)	2,550,000	2,000,000	N/A	Harvesting Cont.
<b>Vipimo Ulaya (Morogoro)</b>	Water melon	3.0 Tons/Acre	7.8 Tons/Acre	958,000	3,100,000	160%	Completed
<b>Tujiamini (Morogoro)</b>	Tomato	2.0 Tons/Acre	4.0 Tons/Acre	1,123,500	550,000	N/A	Harvesting Cont.
<b>Twiyawe (Morogoro)</b>	Tomato	5.0 Tons/Acre	4.0 Tons/Acre (harvest ongoing)	2,214,500	2,640,000	N/A	Harvesting Cont.

INVESTMENTS: During the first quarter, farmers in the central zone have invested over Tsh 19,000,000 (\$11,875), of which 87 percent has been invested on irrigation equipment and infrastructure. As these technologies prove effective, more and more farmers are finding ways to adopt or expand technologies such as drip kits accessories, pumps, poly pipes, drip tape, etc. Other investments that have taken place in this zone include farm machinery and support materials like knapsack sprayers, hand hoes, rakes, machetes, lashers, and land purchase.

### The Southern Highlands (Mbeya, Iringa, Njombe)

Table 2 shows some of the results achieved by farmers in Iringa, Njombe, and Mbeya during the quarter.

**Table 2:**

Name of Farmer group	Regional	Crop Harvested	Total yield	Area	Unit Price (USD)	Total Revenue (USD)
<b>Azimio</b>	Njombe	Avocado	200 bags	2 acres	\$62.50	\$12,500
<b>Isukamawela</b>	Mbeya	Irish potato	64 bags	0.6 acre	\$25	\$1,600
<b>Isukamawela</b>	Mbeya	Cabbage	9850 pc	0.5 acre	\$0.30	\$3,078.12
<b>Kidabaga</b>	Iringa	Irish potato	23 bags	0.6 acre	\$31	\$718.75
<b>Mkalala</b>	Iringa	Irish potato	150 tins	0.2 acre	\$4.37	\$656.25
<b>Igurusi</b>	Mbeya	Onion	68 bags	0.5 acre	\$50	\$3400
<b>Azimo</b>	Njombe	Cabbage	120 bags	0.4 acre		\$1125

Name of Farmer group	Regional	Crop Harvested	Total yield	Area	Unit Price (USD)	Total Revenue (USD)
Tuondoke	Njombe	Avocado	10 bags	0.5 acre	\$56.25	\$562.50
Lishe Kwa wote	Mbeya Rural	Irish potato	92 bags	1.1 acre	\$15.62	\$1,437.50

## 1.2 TECHNOLOGIES

USAID-TAPP regularly advocates and demonstrates a core package of recommend technologies to all beneficiary farmers. The recommended technologies include the following:

- **Good Land Preparation Practices**, including careful plot selection, land preparation, soil amendment, and improved soil structure, resulting in higher productivity and product quality.
- **Hybrid Seeds** are improved varieties that increase yields by up to 100 percent more than traditional open-pollinated seeds, ensuring maximum seed germination and plant yield.
- **Seed Trays** ensure that the right amount of soil and water are used when germinating plants, reducing seedling loss and producing strong, healthy seedlings for planting.
- **Proper Plant Spacing** prevents plants from competing for light, water, and nutrients while still maximizing yields on even the smallest of plots.
- **Raised Beds** provide plants with light, airy soil that offers better access to water, air, and nutrients, ensuring healthy root development and strong plant growth.
- **Plant Trellising** raises fruit and vegetable crops off the ground to decrease crop loss due to rot, blight, and disease; trellising also improves pest management and harvest practices.
- **Integrated Pest Management (IPM)** is the practice of systematically monitoring pest levels, identifying outbreaks early, and using a combination of natural, mechanical, and chemical controls to manage pest populations; IPM not only improves both the quantity and quality of production, but also reduces needed investment in expensive pesticides.
- **Irrigation Systems**, especially water-conserving drip irrigation, greatly reduce farmer reliance on unpredictable rains and ensure more reliable, sustainably managed production.

During the first quarter for FY 2014, which is characterized by short rains, USAID-TAPP concentrated its efforts on training farmers on land preparation, sowing seed in seedling trays, sowing, and transplanting. Many USAID-TAPP beneficiaries had the opportunity to learn how to prepare high quality seedlings with the establishment of low cost nurseries and use of seedling trays, and by the end of the reporting quarter, a large number of farmers had started reaping the positive results.

## 2. MARKET AND TRADE DEVELOPMENT

### 2.1 MARKET SUPPORT

Marketing specialists have continued to expand the buyer database, which includes hundreds of buyers from the main outlets of the country. As USAID-TAPP farmers are increasing their quality and productivity, many buyers who have done business with them have become very interested in building a solid business tie with these farmers. They provide important feedback on seasonality and crop selection to the farmers, and are very interested in establishing a long-term business relationship. This has been observed in all regions. Examples include Mama Mboka from the markets in Morogoro, Baraka Boniface from Dar es Salaam, and Amina Salum from Dodoma, who have sourced products from USAID-TAPP assisted farmers, and are interested in strengthening their ties with an even larger number of farmers.

In the Southern Highlands, USAID-TAPP's marketing specialist continued meeting with reputable buyers from the different markets, including Mashine Tatu and Soko Kuu markets in Iringa town for the marketing of various vegetables; Mafinga market for the supply of Irish potato, watermelon, and cabbage; Makambako market for buyers of Irish potato, watermelon, tomato, and sweet pepper; Njombe market for cabbage, Irish potato, sweet pepper, chili pepper, and green peas; Mbalizi market for marketing tomato, onion, cabbage, and cucumber, and the Soweto market for various vegetables. These buyers all expressed interest in receiving produce from USAID-TAPP farmers. As USAID-TAPP's farmers develop direct relationships with these buyers, they will be able to program future plantings based on the market's needs.

During this quarter, 88 farmer groups were linked to commercial buyers from local markets including Arusha, Tunduma, Dar es Salaam, Morogoro, Iringa, Mbeya, Zanzibar, and Njombe. Initial sales to these buyers totaled over \$167,000 from more than 378 tons of produce. After initial introductions were made and business transactions completed between buyers and sellers, USAID-TAPP encouraged farmers and buyers to continue their negotiations. Crops linked to markets included onion, tomato, sweet pepper, watermelon, Irish potato, avocado, cabbage, and cucumber.

During this quarter, links reported in USAID-TAPP's database include farmers growing 11 different commodities. For the period from October to December 2013, watermelon, tomato, and sweet pepper have reported the highest number of market links. The project tracks initial linkages made; however, farmers typically continue harvesting and selling to these buyers on their own after the introductions are made. Table 3 displays the market links by crop.

**Table 3:**

Product	Number of Linkages	Value (USD)	Volume (kg)
Banana	2	\$592	4,950
Cabbage	8	\$5,273	77,151
Cucumber	1	\$515	1,500
Irish potato	2	\$350	1,848
Onion	3	\$30,224	51,300

Product	Number of Linkages	Value (USD)	Volume (kg)
Passion fruit	2	\$155	64
Pineapple	5	\$4,123	11,200
Round potato	2	\$2,521	16,400
Sweet pepper	20	\$51,240	17,651
Tomato	20	\$17,430	43,936
Watermelon	23	\$55,009	152,342
<b>Grand Total</b>	<b>88</b>	<b>\$167,430</b>	<b>378,342</b>

## 2.2 EDUCATING FARMERS ON MARKETS

Most farmer groups have received training on market requirements; market opportunities; diversification options; optimum production periods for specific crops; quality and quantity issues; and preferred varieties, among other subjects. As a result of these trainings, farmers are now starting to reach out to USAID-TAPP marketing specialists to get advice on what crops to plant and when to plant. Farmers are quickly learning that production needs to be market led and are analyzing their options before heading to input stores to buy the seed.

In addition, marketing specialists are looking at transport options and costs within production areas in order to assist farmers in the selection of a competitive transport service provider. They are also teaching farmers how to calculate their final price and maximize their profits, depending on delivery terms, so they can decide to sell either at farm gate, or at the marketplace.

Marketing specialists are also teaching smallholder farmers located in villages which are further from the markets the importance of scheduling production so that significant volumes can be harvested from the same village at the same time. Reaching these economies of scale will reduce the transport costs of buyers, enabling them to improve the final price to these farmers.

## 3. OTHER CROSSCUTTING THEMES

### 3.1 HEALTH AND NUTRITION AND VULNERABLE AND HIV AFFECTED HOUSEHOLDS

USAID-TAPP initiated the new fiscal year by increasing its health and nutrition staff in order to support the scaling up of nutrition-related activities, and two new health and nutrition specialists were hired, trained, and fielded in October 2013. These new specialists are based in Morogoro and Iringa, which are key focus areas within SAGCOT. The increased staff and commitment from the USAID-TAPP team has resulted in greater capacity for conducting trainings. A total of 2,018 farmers (1,138 males and 880 females) were trained on the basics of nutrition and establishment of kitchen gardens.

The orange flesh sweet potato (OFSP) multiplication sites established in 2013 have started to produce planting materials. More than 59,000 vines (cuttings) of OFSP have been distributed to 92 farmer groups throughout the regions where USAID-TAPP is operating. These farmer groups have established their own multiplication sites, where they will be able to provide planting materials to thousands of households within a period of 45 to 60 days. Initial activities with OFSP multiplication have stimulated a lot of demand within communities, as they are taught the nutritional value of this crop and the benefits they can provide to their children.

In addition to distributing planting materials from the multiplication sites, USAID-TAPP partner Ecoagricosult, delivered a workshop on the use and benefits of OFSP which generated great interest. As a result, they were able to sell OFSP tissue culture cuttings to a number of farmer groups and NGOs. The propagation of the planting material is expected to have an exponential growth in the upcoming quarters, and with the health and nutrition specialists following up with trainings on its use and benefits, a higher consumption rate of OFSP is expected.

USAID-TAPP also awarded two fixed price contracts to partners Iringa Mercy Organization (IMO) and Njombe Agricultural Development Organization (NADO) to support with nutrition training and awareness at the household level. Through these partnerships, these organizations will also support over 10,000 vulnerable households in the establishment and management of home (kitchen) gardens. With the signing of these two health and nutrition related partnerships, USAID-TAPP now has one partner in each of the four main locations in SAGCOT (Morogoro, Iringa, Njombe, and Mbeya).

Select health and nutrition partner highlights for this quarter include:

- **GSC:** A total of 1285 people have access to community gardens after establishment of keyhole gardens by GSC partnership. Among the beneficiaries, 127 are from vulnerable households.
- **RSTGA:** 475 vulnerable beneficiaries living with HIV have been trained on nutrition and kitchen garden establishment in Rungwe.
- **ZAPHA+:** Establishment of 19 kitchen gardens by members at their homes. The demo plot at Unguja Ukuu is planted with sweet pepper and amaranth.
- **HACOCA:** Establishment of 15 community gardens and 35 kitchen gardens, nine of which have OFSP. In addition, three vegetable gardens were established at schools in Kilosa and

two demonstration plots were installed with drip irrigation systems making a total of three demos with drip.

*“My family and I have been frequently affected by malaria and other immune-based diseases. Since I received the training on the nutrition advantage of Moringa I have been regularly using it in food and drinks at home to help improve health status of my family. I am noticing a greater improvement today; no frequent malaria and my children are happy and attend schools at the best performance. I never knew that the native plant grown in our home land could revamp our health and nutrition hope of our families and community.”*

*Neema Amon, Group Member of the Safina Group, assisted by HACOCA under the USAID-TAPP partnership, in Kimamba area in Kilosa, Morogoro.*



Nutrition training has helped improve the health of Neema Amon and her family in Kilosa, Morogoro.

### 3.2 BUSINESS DEVELOPMENT SERVICES

As part of USAID-TAPP's initiative to increase access to credit for horticulture farmers, and following up with last quarter's preliminary work on identifying financial institutions interested in lending to horticulture farmers, the BDS team applied a survey to 25 financial institutions (FI's) to determine their interest and capacity in lending to the horticulture sector. After analyzing results from the survey, a total of nine FI's were selected for the training and design phase. The BDS team, together with a finance expert contracted by USAID-TAPP, conducted meetings with selected institutions to discuss the possibility of developing a pilot loan program. Together with the consultant, the BDS team trained these institutions on specific requirements of farmers for horticulture, and had working meetings with each institution separately to design adequate interventions to enable access to finance to horticulture farmers. During the period, memorandums of understanding (MOU's) were drafted with each institution, describing the reach of each activity as well as the roles and responsibilities for the three parties (farmers, finance institution, and USAID-TAPP). The nine institutions are planning to make over \$400,000 available to over 750 farmer groups as a trial phase for these new loan products. USAID-TAPP will continue supporting this initiative with training and potentially some funds to leverage the FI's funds.

The business development specialists continued providing training to farmer groups on subjects which included farming as a business, keeping record books for costs and sales, group dynamics and group formation, costs of production and cash flow requirements for specific crops, and entrepreneurship among other subjects. In total, more than 1,000 individuals from over 90 farmer groups received training this quarter. With these trainings, farmers acquire the necessary business skills to maintain a sustainable operation.

## 4. PARTNERSHIPS AND CAPACITY BUILDING

Building local capacity is crucial to improving agricultural profitability, competitiveness, and sustainability. USAID-TAPP has partnered with 47 local agribusinesses and other organizations in Tanzania to date. A total of four partnerships were awarded during the first quarter of FY 2014. Partnerships awarded during this quarter will receive a combined \$375,013 of project funds, which will support activities geared towards developing the agriculture sector and improving nutrition at the household level.

Below are descriptions and progress made over the past quarter for new partners.

### Cheetah

- **Objective:** Cheetah manages two commercial entities from their Iringa base. The first of these entities, Reservoir, is focused on accelerating the introduction, promotion, and sale of produce drying technology to smallholder farmers in the local market. The second entity, Sunborn, has been established to strengthen market demand for the dried products manufactured by the smallholder dryer owners.
- **Current progress:** A pilot project managed by Reservoir has begun manufacturing and distributing the drying racks. The initial activities also include collaboration with MUVI a government-funded extension program with activities in Iringa. Farmers and other rural entrepreneurs have been trained on the use of the racks, with sanitation and proper maintenance of the equipment playing an important role. Sunborn has identified a processing facility in Iringa and has developed dried products for local and export market sensitization.

### Iringa Mercy Organization (IMO)

- **Objective:** IMO is a regional NGO that has been contracted by USAID-TAPP to work with local communities in Iringa to improve the nutritional status of rural families, with a particular focus on PLWHA, pregnant and lactating women, and children. IMO will also continue its work on HIV prevention, care services, and economic growth activities for vulnerable communities. These objectives will be achieved through a focus on two broad categories of activities: (1) provision of agronomic training on home garden production using demo plots; and (2) education programs related to household nutrition and HIV/AIDS awareness, prevention, and control.
- **Current progress:** IMO is awaiting orientation training in early January to begin implementation. Beneficiaries have already been identified.

### Med Foods

- **Objective:** Med Foods is a small woman-owned company engaged in processing and selling of value-added spice products in local and regional markets. It was established in February 2007 and registered on May 11, 2009 with its base in Arusha, Northern Tanzania. The company has a diversified portfolio of 16 spice products and their distribution network includes Arusha, Kilimanjaro, Morogoro, Dar es Salaam, and Tanga. Under the partnership with USAID-TAPP, Med Foods will begin direct engagement with smallholder farmer suppliers to increase production and meet the company's increased needs for ginger, garlic, black pepper, and cardamom. Monthly purchases of these four raw materials will increase from the present 15

tons to a projected 35 tons. Processing capabilities and marketing outreach will be expanded under this partnership to ensure continued demand for smallholder-produced spices.

- **Current Progress:** Beneficiaries have been selected and preliminary meetings have been held with rural communities in three districts. An agronomist has been hired to deliver technical support. Purchasing of processing equipment is underway and some modifications have been made to the processing unit to meet food safety certification requirements.

### **Njombe Agricultural Development Organization (NADO)**

- **Objective:** NADO is a farmer-owned and operated association based in Wanging'ombe, Njombe that has been contracted by USAID-TAPP to work with local communities to improve the nutritional status of rural families, with a particular focus on PLWHA, pregnant & lactating women and children. NADO will also continue its work on HIV prevention, care services, and economic growth activities for vulnerable communities. These objectives will be achieved through a focus on two broad categories of activities: (1) provision of agronomic training on home garden production using demo plots. This work will happen in 63 villages; and (2) education programs related to household nutrition and HIV/AIDS awareness, prevention, and control will also be given by NADO specialists.
- **Current progress:** NADO is awaiting orientation training in early January to begin implementation. Beneficiaries have already been identified.

Joint work with partners has contributed greatly to achieving project goals. Below are some highlights over the past quarter from select partners.

### **Partners in Northern Tanzania**

#### **EcoAgriConsult:**

- This is a private company engaged in the production of healthy and clean tissue culture (TC) banana and OFSP planting materials. Sales of TC banana plantlets to individual farmers picked up following the short rains in November/December as the sensitization training has made farmers comfortable with the idea of using clean tissue culture banana planting material. Sales of TC banana were \$7,245 last quarter. This was the first quarter of real sales as volumes increase and more planting material becomes available for sale.
- EcoAgriConsult, with USAID-TAPP's help, organized a two-day training with another project partner (Global Service Corps) on the safe multiplication of OFSP vines for village use. This training in Arusha brought together GSC staff team, local government extension officers, and other related non-governmental organizations. This training generated immediate interest in these multiplication units and some NGOs have already established their own.

#### **Natural Extract Industries (NEI):**

- This quarter, the company commissioned a USAID-TAPP funded vanilla extractor for the recently renovated processing facility in Moshi. The facility was upgraded to meet Tanzania Food and Drug Authority standards, which complies with HACCP standards.
- A 4-day training on all aspects of vanilla production, harvesting, drying, and curing was conducted by regional consultant Umran Kaggwa from Uganda.

- This training was made available to farmer groups outside of NEI's Kilimanjaro network of farmers and included farmers from Arusha, Zanzibar, and Morogoro. Group leaders from these groups were supported to attend. The training was a critical intervention at a time where vanilla production has decreased in some areas due to diminishing technical support. For example, Lomax Makambu, a longtime vanilla farmer in Mwangata village in Arusha owns close to 400 vanilla plants, but in five years has never harvested more than a handful of pods due to the fact that he was unaware of the various aspects of hand pollination, a crucial management component for this crop.



*Photo by Fintrac Inc.*

Mr. Umran Kaggwa demonstrating a vanilla looping stage as one of the vanilla husbandry techniques to ensure high quality vanilla production.

#### **Bellaview:**

- Output of bottled water increased significantly this quarter thanks to the efforts of Mr. Jim Garnett, USAID-TAPP's consultant who had been seconded to Bellaview for three months. October's output was the highest recorded since production began and it was a 15% increase over the previous best (May, 2013).
- Having said that, the factory faced some significant challenges during this quarter with frequent power outages and also a diminished supply of water from Mount Kilimanjaro due to the prolonged dry season. To mitigate the problems, USAID-TAPP and Bellaview committed to purchase a large generator and to increase water storage capacity through installation of additional water tanks.
- With USAID-TAPP support, the Bellaview Quality Control Manager, Mr. Frank Hosea Mmari, attended a five-day training on Food Safety ISO 22000 in Nairobi, Kenya with the Bureau Veritas training institute. This was done as part of the company's preparation for HACCP audits and certification.



*Photo by Fintrac Inc.*

Caps and seals being placed on 1.5L SeQua water bottles at Bellaview's bottling plant

**Arusha Blooms:** The Finlays TZ packing facility at Arusha Blooms is now in full swing and there have been some significant developments this quarter. The main development is that the facility is now doing final, retail packing of fine beans for shipment to European supermarkets. The beans are put into the same bags that European customers are taking out of refrigerators during their weekly shop. There is a

sense of accomplishment when one sees packets with “Produce of Tanzania” stamped on them when for so many years, beans have been transshipped to Kenya and subsumed by the produce of that country.

### **Partners in Eastern Tanzania and the Southern Highlands**

**Rungwe Avocado Company Ltd. (RAC)**, established in 2009 and supporting 4,916 farmers to grow export-quality Hass avocado has certified 60 more farmers this quarter totaling 156 certified on GlobalGAP standards.

- Co-financing from USAID-TAPP worth \$67,400 to purchase four vehicles for the collection of smallholder avocados has enabled RAC to further invest over \$120,000 this quarter on an avocado packaging machine. This machine will greatly speed up the process of getting fruit through the packing process and into the market, which will help lower rejection rates.

**GreenRain Ltd:** A local company focusing on providing reliable markets to smallholder farmers and managing outgrower programs to meet demand.

- During this reporting period, GreenRain focused on developing their onion outgrower program in the northern zone, reaching 173 smallholder farmers with trainings on GAPs and supported them with seeds in a revolving credit scheme for inputs.
- To strengthen the support to outgrowers, GreenRain engaged an experienced agronomist, Henry Okumu, with export market and outgrower management skills.



preparation and onion planting.

### **Zanzibar Agricultural Investments and Development Inc. (ZAIDI):**

- The Zanzibar-based agro inputs and technology company constructed six greenhouses worth about \$19,500 this quarter. These greenhouses went to Mangapwani, Tunguu, Wana Mapinduzi ya Kilimo and Umoja ni Nguvu farmer groups and Kizimbani Agriculture Training Institute.
- ZAIDI strengthens the farmers’ ability to profitably use the new inputs and technologies promoted by the company by providing ongoing technical support and training. 350 farmers were given training on GAPs this quarter.

## 5. ZANZIBAR ACTIVITIES

### 5.1 PRODUCTION

Activities in Zanzibar have continued to expand during the reporting quarter. A total of 11 new farmer groups (nine in Unguja and two in Pemba) joined USAID-TAPP last quarter, and are currently focused on land preparation, sowing, and transplant using USAID-TAPP's package of GAPs and recommended technologies. While the harvest will not take place until next quarter, farmers throughout both islands are already seeing the considerable benefits of these newly introduced practices to their production, including improved seedling health, soil fertility, and water availability. These investments in new technologies clearly demonstrate that Zanzibari farmers are willing to invest in technology and productive infrastructure. Typical investments include water tanks, water pumps, water pipes, power tillers, wells, boreholes, and irrigation systems.

### 5.2 DEVELOPING PARTNERSHIPS

USAID-TAPP also continues to support partner activities in Zanzibar, and each partner helps address constraints to development in the isles. For example, ZAPHA+ is working with vulnerable households, most with family members living with HIV/AIDS. Through the partnership, they are supporting households to access nutritious foods, and are providing training and awareness on HIV treatment and prevention. During the reporting quarter, ZAPHA+ facilitated the establishment of 19 kitchen gardens by members at their homes. They have also helped establish a production demo plot at Unguja Ukuu which is planted with sweet pepper and amaranth. ZAIDI, a private company and inputs provider, has continued training farmers in GAPs, and has expanded the range of agricultural inputs in Zanzibar. They are not only providing hybrid seed for a number of fruits and vegetables, but are also able to provide farmers with ready to plant seedlings. ZAIDI has also broadened the range of pest and disease control inputs as well as fertilizer and other inputs. Under this partnership, ZAIDI constructed six greenhouses worth \$19,500 this quarter. These greenhouses went to Mangapwani, Tunguu, Wana Mapinduzi ya Kilimo and Umoja ni Nguvu farmer groups and Kizimbani Agriculture Training Institute. The partnership with the International Institute of Tropical Agriculture (IITA) will improve the availability and quality of banana planting material. This partnership is still in its initial phase and is currently setting up operations; initial activities are expected to commence in the upcoming quarter.

## ANNEX I: PERFORMANCE AGAINST PMP INDICATORS

<b>Name of the Implementing Agency:</b> Fintrac Inc.	<b>Reporting Period:</b> Q17: October 2013 –December 2013
<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, Lushoto, Morogoro, Coast, Zanzibar, and SAGCOT
<b>Cooperative Agreement/Contract #:</b> EDH-I-07-05-00007-00	<b>Related Program Area and Elements of the Operational Plan:</b> 1. Agricultural Sector Productivity 2. Trade and Investment
<b>Period of Project: (Start and End Dates)</b> October 19, 2009 – February 27, 2014	<b>Major Counterpart Organizations:</b> Ministry of Agriculture
<b>Principal Target Beneficiaries:</b> Tanzanian Smallholder Farmers	

Indicator Name	Type	Achieved Through FY 2013	FY 2014				FY 2014 Achieved	FY 2014 Target	Achieved to Date	Target through FY 2014	LOP Target	Units
			Q1	Q2	Q3	Q4						
<b>GOAL: Increase Incomes of Small Farmers in Selected Agricultural Commodity Subsectors</b>												
1	Number of rural households benefiting directly from USG interventions	FTF 4.5.2-13	23,842	1,176			1,177	3,158	25,018	27,000	27,000	Rural Households
2	Gross margin per hectare of selected product*	FTF 4.5-16	3,101					3,200	3,101	3,200	3,500	US\$/Ha/Crop Cycle
<b>Intermediate Result I: Enhanced Productivity</b>												
3	Percent change in yields of targeted products*	TAPP	28					40	28	40	45	Percent
<b>Sub-IR 1.1: Improved Production Practices</b>												
4	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training**	FTF 4.5.2-7	86,649	5,626			5,626	10,000	92,275	96,649	98,649	Individuals
			16,800	3,566			3,566	5,000	20,366	21,800	22,800	Individuals (Male)
			9,745	2,060			2,060	5,000	11,805	14,745	15,745	Individuals (Female)
<b>Sub-IR 1.2: Increased Technology Adoption</b>												
5	Number of hectares of land under improved technologies or management practices as a result of USG Assistance*	FTF 4.5.2-2	17,360					2,640	17,360	20,000	21,000	Hectares
6	Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance*	FTF 4.5.2-5	17,880					19,500	17,880	19,500	21,000	Farmers
			10,854					11,700	10,854	11,700	12,500	Farmers (Male)
			7,026					7,800	7,026	7,800	8,500	Farmers (Female)

Indicator Name	Type	Achieved Through FY 2013	FY 2014				FY 2014 Achieved	FY 2014 Target	Achieved to Date	Target through FY 2014	LOP Target	Units
			Q1	Q2	Q3	Q4						
7 Number of private enterprises, producer organizations, water user associations, women's groups, trade and business associations and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance	FTF 4.5.2-28	354	68				68	195	422	549	549	Orgs/Assns
<b>Intermediate Result 2: Increased Investment</b>												
8 Value of new client and counterpart investments	TAPP	6.632	0.158				0.158	4.000	6.790	10.630	12.000	US\$ Million
9 Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	FTF 4.5.2-38	2.934	0.090				0.090		3.024			US\$ Million
<b>Intermediate Result 3: Improved Market Systems</b>												
10 Value of incremental sales (collected at farm-level) attributed to FTF implementation*	FTF 4.5.2-23	19.99						10.00	19.99	29.99	35.00	US\$ Million
11 Value of incremental sales (collected at partner/firm level) attributed to FTF implementation*	TAPP	1.15						2.50	1.15	3.65	5.00	US\$ Million

Indicator Name	Type	Achieved Through FY 2013	FY 2014				FY 2014 Achieved	FY 2014 Target	Achieved to Date	Target through FY 2014	LOP Target	Units	
			Q1	Q2	Q3	Q4							
<b>Sub-IR 3.1: Increased Value-Added Processing</b>													
12	Number of new value-added products introduced	TAPP	25	0			0	3	25	28	28	Value-Added Products	
<b>Sub-IR 3.3: Improved Value Chain Integration</b>													
14	Number of firms receiving capacity building assistance to export	USAID 4.2.2-3	73	0			0	2	73	75	75	Firms	
15	Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance	FTF 4.5.2-11	905	68			68	195	973	1,100	1,100	Orgs/Assns	
<b>Cross-cutting Indicators to Foster a Sustainable Enabling Environment &amp; Improved Domestic Capacity</b>													
<b>Improved Access to BDS Services</b>													
16	Number of public-private partnerships formed as a result of FTF assistance	FTF 4.5.2-12	43	4			4	7	47	50	50	PPPs	
17	Number of organizations undergoing capacity assessments as a result of USG assistance	TAPP	948	72			72	202	1020	1,150	1,150	Organizations	
<b>Improved Household Nutrition</b>													
19	Number of beneficiaries with access to home or community gardens	USAID 3.1.9-3	4,085	1,095				1,095	1,200	5,180	5,285	5,500	Beneficiaries
				515				515					Male
				580				580					Female

+Indicators 13 and 18 were removed on contract Modification # 7.

Indicator Name	Type	Achieved Through FY 2013	FY 2014				FY 2014 Achieved	FY 2014 Target	Achieved to Date	Target through FY 2014	LOP Target	Units
			Q1	Q2	Q3	Q4						
<b>Gender/Youth Equity Promoted</b>												
20	Percentage of women/youth membership in producer organizations	TAPP	40	34			34	40	40	40	40	Percent (Women)
			26	19			19	30	26	30	30	Percent (Youth)
<b>Standards</b>												
21	Number of certified farmers	TAPP	1,250	60			60	250	1,310	1,500	1,500	Farmers
<b>HIV/AIDS Threat Reduced</b>												
22	Number of targeted population reached with individual and/or small group level HIV prevention interventions based on evidence and/or meet the minimum standards	PEPFAR P8.1.D	36,053	915			915	3,000	36,968	39,053	40,000	Training participants
				453			453					Male
				462			462					Female
23	Number of targeted population reached with individual and/or small group level HIV prevention interventions focused on abstinence and/or being faithful, and are based on evidence and/or meet the minimum standards required	PEPFAR P8.2.D	5,447	0			0	400	5,447	5,847	6,000	People
24	Number of eligible OVC provided with a minimum of one CORE care service	PEPFAR C1.1.D	1,990	107			107	500	2,097	2,490	2,700	OVCs
				42			42					Male
				65			65					Female
25	Number of households with at least one OVC/MVC provided with a minimum of one economic opportunity/strengthening support	PEPFAR	1,392	27			27	250	1,419	1,642	1,700	Households
26	Number of vulnerable households benefiting directly from USG assistance	FTF 4.5.2-14	1,598	50			50	502	1,648	2,100	2,100	Households



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