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TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 19



April - June 2014

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Cover photo: Farmer Huruma Tweve from Iringa, holding his Irish potatoes from the day's harvest. 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 (USAID-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. The program continues to make sizable progress towards overall program goals and not only is well positioned to achieve its targets by the end of its contract, but is already exceeding some of its project goals. To date, the project has reached 29,116 households, which exceeds the total targeted beneficiaries by 7 percent, and will concentrate its last six months on working with the existing beneficiary households to strengthen their technical capacities.

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 2,845 rural households joined USAID-TAPP during the reporting period. To date, 29,116 households have benefited from project interventions, exceeding our project's overall goal by 7 percent. By exceeding the client base goal, USAID-TAPP can now focus its final agricultural cycle on building existing skills with current beneficiaries 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 6,111 unique trainees. To date, USAID-TAPP has trained a total of 103,846 individuals, exceeding the project's overall target.
- **Market and Trade Development:** This quarter, the total value of produce marketed via USAID-TAPP linkages was more than \$254,000 for the sale of more than 754 tons of produce.
- **Access to Credit:** Financial institutions participating in the pilot loan program continued to receive training from USAID-TAPP staff members. In this quarter six partner financial institutions have approved 23 loans totaling over \$81,000.
- **Health and Nutrition Activities:** USAID-TAPP staff and its partners continued enabling farmers to develop home gardens with nutritious foods. Orange-flesh sweet potato (OFSP) vine dissemination has continued, with USAID-TAPP distributing 29,540 OFSP vines this quarter.
- **New Partnerships:** Two partnerships were awarded during Q3 of FY 2014. Partnerships awarded during this quarter will receive a combined \$215,175 of project funds to provide support activities geared towards developing the agriculture sector, particularly in increasing access to technologies and quality inputs.

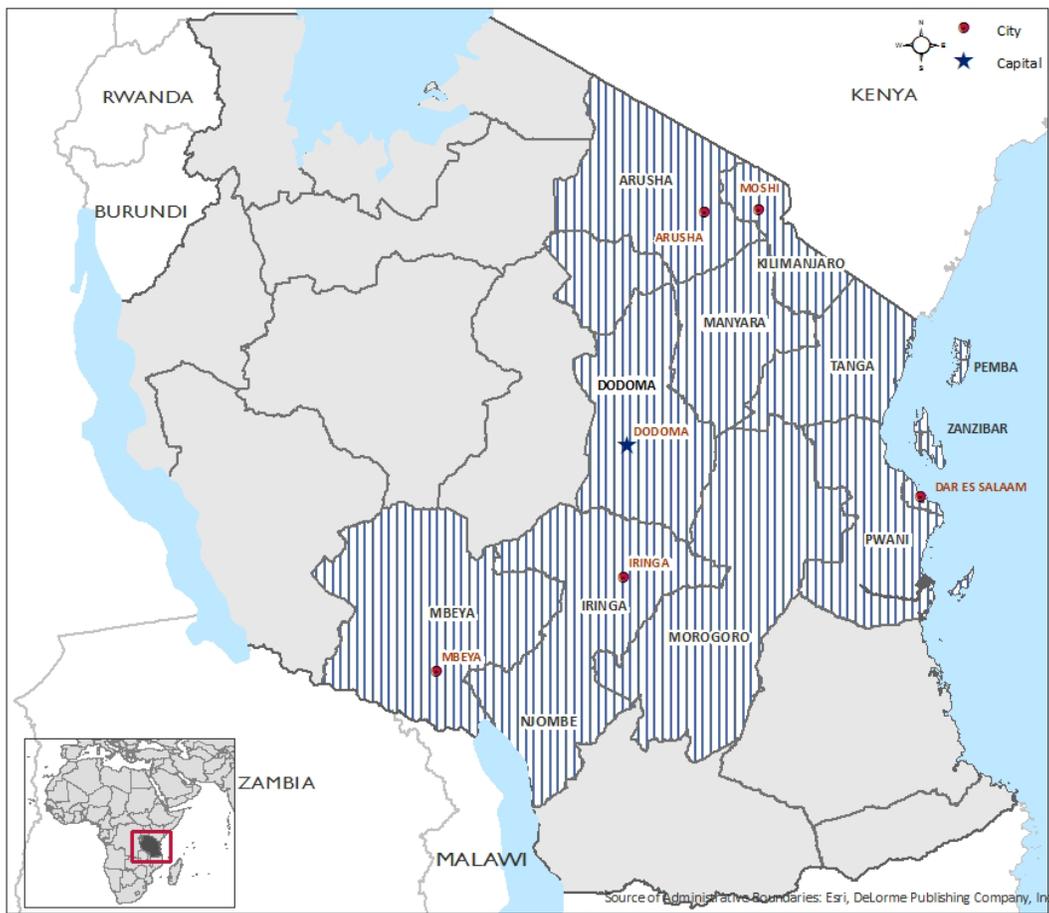
The current status of all project indicators is presented in the annex section of this report.

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 103,846 participants. This quarter, a total of 6,111 participants were trained (44 percent female and 56 percent male)—a 12 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 mainland and Zanzibar.

Technical assistance has been delivered regularly to project-assisted farmer groups. Topics range from land preparation, seedling management, transplant, and pest and disease prevention and control. During this last quarter, USAID-TAPP staff conducted 3,079 technical assistance and 1,680 production trainings. 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 USAID-TAPP beneficiaries. This quarter USAID-TAPP’s area of influence saw \$1,176,794 in client and counterpart investment.

Like 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 Q3 FY 2014

Southern Zone (Mbeya, Njombe, Iringa (West)): 2,516 individuals received training this quarter (1,259 males and 1,257 females), combined with \$488,902 in client and counterpart investments. The Southern Zone also saw significant co-investment in greenhouse construction, where farmers are contributing more than 60 percent of greenhouse construction costs, demonstrating their continuing commitment to improving production.

Central Zone (Dodoma, Morogoro, Iringa (East)): The Central Zone trained 899 trainees this quarter (563 males and 336 females) combined with \$326,657 in client and counterpart investments. In Kilombero, an area traditionally known for its trademark sugarcane company and sugarcane subsistence farmers, is taking off because of USAID-TAPP intervention. Farmers have seen their household incomes improve dramatically as a result of diversifying their sugarcane plots with horticultural crops. All of these farmers are expecting bumper yields after finishing harvesting. Farmers seeing the results of these groups are now starting to engage themselves fully with the production of horticultural crops as alternatives to sugarcane production.

Eastern Zone (Tanga, Pwani, Dar es Salaam, Zanzibar): In the Eastern Zone, 1,348 trainees (779 males and 569 female) joined existing farmers in extensive training and production of high-value horticulture crops. As a result of these trainings the region saw \$13,533 in investments by smallholder farmers in recommended inputs and technologies.

Table 1: No. of trainees by region

Region	Trainees
Southern Zone	2,516
Central Zone	899
Eastern Zone	1,348
Northern Zone	1,348
Total	6,111

Table 2: Client and counterpart investment by region

Region	Client and counterpart investment \$
Southern Zone	488,902
Central Zone	326,657
Eastern Zone	13,533
Northern Zone	347,701
Total	\$1,176,794

Northern Zone (Arusha, Manyara, Kilimanjaro): The Northern Zone had a productive quarter, bringing \$347,701 in client and counterpart investments and a total of 1,348 trainees (823 men and 525 women). In Arusha, USAID-TAPP had the unique opportunity to participate in the AgriBusiness-Lab conference for USAID Feed the Future Partnering for Innovation program. The workshop was held on 12 May to 15 May 2014. The AgriBusiness-Lab brought together 11 private irrigation equipment distribution companies from eight African countries to discuss the challenges, new technology, and new markets within irrigation.

I.2 SELECT EXAMPLES FOR THE REPORTING QUARTER

Farmers continued showing significantly increased productivity and sales during the reporting quarter, throughout all of USAID-TAPP's zones of influence. Improved technology adoption rates are rising consistently each quarter, as more farmer groups demonstrate the benefits of implementing USAID-TAPP promoted production practices. The table below presents select examples of increased sales that have been achieved by farmer groups located in the Northern Zone of Tanzania.

Table 3: Percentage of increased sales in northern zone of Tanzania

Farmer Group	Crop	Area (acres)	Production	Sales before	Sales after USAID-TAPP intervention	% Increase
Kibiu Farmer Group	Fine beans	2	7600kg	300,000	7,600,000	2433
Moshono Farmer Group	Watermelon	0.4	6500kg	200,000	2,600,000	1200
Upendo Farmer Group	Tomato	0.07	1005kg.	215,000	5,025,000	2237
Green House Farmer Group	Sweet pepper	0.07	2400kg	200,000	960,000	380
Kilimo ni Utajiri Farmer Group	Tomato	0.084	600kg	150,000	900,000	500

I.3 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 third quarter for FY 2014, USAID-TAPP farmers continued to invest in USAID-TAPP recommended technology. Masiliano farmer group in Sanya juu, Kilimanjaro increased their yields by 80 percent and as a result are increasing their drip irrigation area from 2.5 acres to 20 acres. Due to greenhouse production in Iringa Rural, Mr. Mvanda produced an outstanding average of 750 kg per week during the last 10 weeks. This technology is allowing Mr. Mvanda to reach stable markets that pay for high quality produce throughout the year.

2. MARKET AND TRADE DEVELOPMENT

2.1 MARKET SUPPORT

Despite having access to water throughout the year, some farmers are used to planting the same crops at the same time as when rain-fed farmers do their plantings. This creates an oversupply of produce and results in very low prices for main commodities. USAID-TAPP marketing specialists have been educating farmers on what and when to plant based on market trends for the main fruits and vegetables. Increasing numbers of farmers are listening to USAID-TAPP's marketing specialists' advice and are challenging their longstanding cultural beliefs, trying out different crops, and planting in different seasons.

Many USAID-TAPP assisted farmers continued harvesting during April through June—a period where horticulture products in general are not available in large quantities, and therefore have high prices. Market linkages were a result of market surveys and business meetings held with buyers. During the reporting quarter, the total value of the produce linked by USAID-TAPP was over \$254,000 by selling more than 754 tons of produce. In the Eastern-Central Zone USAID-TAPP linked 48 farmer groups who sold more than 119 tons of various vegetables and fruits and earned more than \$52,900

from these market links alone. In the Northern Zone, more than 171 tons of cucumber, onion, watermelon, Irish potato, tomato, and sweet pepper were sold through USAID-TAPP's linkage support, with a value of more than \$33,800. In the Southern Highlands, 38 farmer groups sold over 463 tons of tomato, sweet pepper, banana, cabbage, and Irish potato, for sales totaling more than \$167,000. As a result of these linkages, farmers who traditionally relied solely on nearby markets can now sell their produce in various markets with reliable buyers.



Photo by Fintrac Inc.

A USAID-TAPP marketing specialist discusses partnerships with tomato buyers.

Table 4: Value and volume of market linkages by region

Region	Value (USD)	Volume (kg)
Arusha	18,254	122,720
Dar es Salaam	478	1,215
Iringa	121,568	275,939
Kilimanjaro	4,709	14,680
Manyara	10,856	34,315
Mbeya	40,330	138,471
Morogoro	46,721	97,837
Njombe	5,441	48,886
Pwani	269	420
Zanzibar	5,481	20,185
Grand Total	254,105	754,668

Additional markets were identified in areas including Kilosa, Dodoma, and Ifakara. Farmer groups have been making use of trader databases. For example farmer groups in Pemba are now aware of the optimal time to take their products to Unguja markets by making use of the trader database and eliminating the gamble they often took in bringing it to Unguja markets.

From April to June, 2014, the region where the most volume of produce was linked to markets was Iringa with just under 276 tons, followed by Mbeya with 138 tons, and Arusha with 122 tons. During this quarter, links reported in USAID-TAPP's database include farmers growing 11 different commodities. For the period from April to June 2014, tomato, and Irish potato have reported the highest sales volumes, with Irish potato making up 42 percent of the volume, and tomato making up for 41 percent of the volume. 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 details the value and volume of produce linked to markets by region, and Table 4 displays the volume and value of the produce linked by USAID-TAPP by crop during the reporting period.

Table 5: Amount and value of produce linked to markets by USAID-TAPP

Product	Value (USD)	Volume (kg)
Irish potato	64,691	315,806
Tomato	151,133	311,588
Sweet pepper	29,302	84,359
Cabbage	685	16,550
Eggplant	1,263	10,000
Watermelon	1,984	7,000
Cucumber	3,998	5,340
Banana	480	2,560
Onion	426	1,200
Okra	88	150
Passion fruit	58	115
Grand Total	254,105	754,668

2.2 EDUCATING FARMERS ON MARKETS

Most farmer groups received trainings on marketing information; market opportunities; price and quality assurance; quantity requirements; and use of cell phones for price information. As a result of these trainings, farmers are quickly learning that production needs to be market-led and are analyzing their options before heading to input stores to buy seed. Farmers are also more educated on different markets and the ability to reach markets that traditionally were viewed as out of reach.

During the reporting period, marketing specialists trained farmers on marketing and product quality. As a result of these trainings, farmers have reported reductions in amount of rejected produce from markets. In the Northern Zone, 35 farmer groups were trained, while representatives from 19 farmer groups were trained in the Southern Highlands and 50 trainings were conducted in the Eastern Central Zone.

3. OTHER CROSSCUTTING THEMES

3.1 HEALTH AND NUTRITION AND VULNERABLE AND HIV AFFECTED HOUSEHOLDS

During the third quarter of FY 2014, health and nutrition activities continue to ramp up. Below are some highlights of USAID-TAPP's health and nutrition activities for this quarter.

- **Farmer nutrition trainings:** The nutrition team, in collaboration with agronomists, trained 10,496 farmers (5,366 men, 5,130 women) on nutrition basics and establishment of kitchen gardens.
- **OFSP vines distribution:** A total of 29,540 OFSP vines have been distributed to 42 farmers groups and 30 individuals in all zones. Project partner EcoAgriConsult has managed to establish four OFSP multiplication tunnels at IMO, NADO, HACOCA, and the project's NaneNane site at Morogoro. The tunnels will be used by USAID-TAPP Health & Nutrition partners to multiply vines for their beneficiaries. Groups were also trained to cook different types of dishes with OFSP, and these demonstrations increased the demand for vines by beneficiaries.
- **Kitchen garden establishment:** A total of 1,783 kitchen gardens have been established with 152 as demonstration sites and 1,631 at individual households.
- **Number of beneficiaries with access to home or community gardens:** 1,062 beneficiaries gained access to home or community gardens this quarter. The number of total beneficiaries who have gained access through USAID-TAPP is 6,608 exceeding the project's overall goal.
- **Partnerships:** Nutrition partners trained farmers on HIV prevention, nutrition, and kitchen garden establishment, resulting in 1,062 beneficiaries gaining access to home or community gardens. To date, the number of total beneficiaries who have gained access through USAID-TAPP is 6,608; exceeding the project's overall goal.
 - **Njombe Agricultural Development Organization (NADO):** NADO trained 3,192 farmers (291 males, 2,901 females) on improved health and nutrition. A focus of NADO's training is on those affected by HIV/AIDS, especially vulnerable children, and orphans. NADO also supported the establishment of 20 kitchen garden demo plots in Wanging'ombe District, providing 600 people with access to kitchen gardens.
 - **EcoAgriConsult:** In this quarter, EcoAgriConsult has distributed 16,650 first generation OFSP vines to farmers for demo plots, school gardens, and farmer's individual plots. Regions where vines were distributed include Arusha, Njombe, Pwani, Iringa, Morogoro, and Kilimanjaro. The vines distributed are for multiplication purposes and it is anticipated that these vines will result in 1,348,650 vines, enough to plant 112 acres.



Photo by Fintrac Inc.

Imani group members in Moshi, preparing recipes from OFSP harvested from their plot.

3.2 BUSINESS DEVELOPMENT SERVICES

Building Farmer Capacity on Business Skills

Business development training was delivered to 833 farmers during the present quarter. Topics covered included record keeping (type of records to be kept, forms of record keeping, advantages of record keeping, and how to fill record books); introduction of farming as a business and principles of agribusiness management; technical assistance on cost of production and cash needs to produce a range of crops; access to finance and how to utilize loans effectively; and conflict resolution skills. As a result of this capacity building, farmers are informed of the different financial institutions where they can apply for loans.

Capacity Building to Selected Financial Institutions for Credit Pilot Program

USAID-TAPP conducted training to staff of four financial institutions in the Southern Highlands, and two financial institutions in the Eastern Central Zone. The training focused on the use of cash flow and agricultural production unit verification data collection tools for evaluation of loans. Training also consisted of practical implementation of the tools, allowing staff hands on experience.

Farmer Facilitation to Qualify for Accessing Savings and Credit Services

Four farmer groups in the Eastern/Central Zone and 12 farmer groups in the Northern Zone received training on savings, credit skills, and overall requirements to receive loans. Thirty eight farmer groups in the Southern Highlands also received training on requirements to receive loans, of which seven loans have already been granted. In one example, with tomato harvesting just commencing, the Tujiamini Farmer Group has already repaid 30 percent of their loan.

Access to Finance Initiative

USAID-TAPP partnered with eight financial institutions to develop a pilot loan program for the horticulture sector of Tanzania. The eight financial institutions participating in the loan pilot are: Nshara Saccos (Kilimanjaro); Soko Kuu Saccos (Arusha); Meru Community Bank (Arusha); Green Light Saccos (Morogoro); Mafinga Saccos (Iringa); Njombe Community Bank (Njombe); Mufindi Community Bank (Iringa); and Kiwira Saccos (Mbeya). The loan pilot will enable horticulture farmers to access loans with rural finance institutions, assist the finance institutions in designing suitable financial products according to the demands of horticulture farmers, and will train farmers on business skills and loan management. Over 500 farmers or farmer groups are expected to access close to \$600,000 in loans through this pilot loan program.

In this quarter, six partner financial institutions have approved 23 loans totaling over \$81,000. USAID-TAPP's international finance consultant returned to Tanzania to monitor the progress of this pilot program and ensure its progress; the pilot program is currently in the final two stages of Phase I. Now that loans have been disbursed, USAID-TAPP staff will help the financial institutions monitor and follow up with groups who have been given loans. Thus far, the value of client savings is at 11 percent of the target amount and 14 percent of the target number of loans and beneficiaries, and significant growth is expected over the next few months as clients start their post rain-fed season plantings. Below is a table

of the financial institutions that have begun loan disbursements, with the value and the amount of beneficiaries as of this quarter.

Table 6: Partner Financial Institutions' Loan Disbursements

Institution	Beneficiaries	# of Loans Dispersed	Value of Approved Loans (USD)
Kiwira SACCOS	23	3	13,550
Mufindi Community Bank (MUCOBA)	10	5	5,224
Mafinga SACCOS	36	1	22,123
Green Light	11	2	3,994
Meru Community Bank	18	11	30,406
Arusha Soko Kuu SACCOS	5	1	6,145
Total	103	23	\$81,443

3.3 TECHNOLOGY FUND

Farmers supported by USAID-TAPP regularly witness the benefits of adopting good agricultural practices (GAPs), though many of them remain risk-averse and possess limited capital for investments in agricultural technologies and infrastructure. This is despite the fact that many technologies accessible to farmers have the potential to significantly improve their efficiency, income, and food security. To help them realize this potential, USAID-TAPP draws on its technology funds to co-invest with farmers in technologies that have been proven to improve productivity.

Practical Training Centers

USAID-TAPP recently announced a partnership with a number of companies in Tanzania to provide valuable training to farmers through Practical Training Centers (PTCs). The PTCs are helping connect the private sector with smallholder farmers, agriculture institutions, food processors, and local markets. The curriculum development focuses on a learn-by-doing approach in practical field trainings. The partnership brings together eight institutions and four agribusiness companies. Recently, the participants from various sectors visited a number of sites in Kilimanjaro and Arusha where training took place. The participants learned about initiatives related to horticulture training, smallholder farmer engagement, and partnerships with the private sector. The event included 15 facilitators and more than 20 students from HORTI-Tengeru.

4. PARTNERSHIPS AND CAPACITY BUILDING

Building local capacity is crucial to improving agricultural profitability, competitiveness, and sustainability. USAID-TAPP has partnered with 60 local agribusinesses and organizations in Tanzania to date. A total of two partnerships were awarded during Q3 of FY 2014. Partnerships awarded during this quarter will receive a combined \$215,175 of project funds, which will support activities geared toward developing the agriculture sector, increasing access to finance, and improving nutrition at the household level.

4.1 RECENT PARTNERSHIPS

Below is a brief description of the two newly awarded partnerships with private companies.

- **Balton TZ**

Objective: Operating in Tanzania since 1964, Balton TZ supplies quality inputs and technologies to the agricultural sector. Under their partnership with USAID-TAPP, Balton TZ will open up a third branch in Iringa to service the Southern Highlands. Access to quality inputs and technologies has been a chronic problem in the Southern Highlands. Balton TZ will use this additional facility not only as a distribution and retail point, but will also develop a training center to demonstrate open field and protected environment agriculture. This facility will be used to train farmers and field officers alike.

Current progress: Establishment of the distribution and training facility is underway. Inputs have been ordered to stock the new southern branch and field staff has been recruited.

- **Positive International**

Objective: Positive International is an agro-input company that provides quality inputs and technologies in Tanzania. USAID-TAPP has engaged with Positive International to expand their business in the horticulture sector while simultaneously taking inputs and knowledge to farmers. This innovative approach of delivering of inputs and trainings will accelerate adoption by farmers.

Current progress: Positive International has begun trainings and distribution of inputs both in the north and south of Tanzania.

4.2 PARTNER CAPACITY BUILDING

USAID-TAPP continues to work with its partners to increase capacity building. USAID-TAPP employed the services of a processing and manufacturing management consultant, Jim Garnett, to assist partner organizations in their processing activities. Mr. Garnett has considerable experience in both developed and developing countries in establishing well-run, profitable processing facilities. In this quarter, Mr. Garnett worked with USAID-TAPP partners, Bellaview, MedFoods, Nature Ripe, Natural Extracts Industries, and Mariet to help advise in processing activities. These companies are currently either establishing new production lines or expanding existing ones. As such, they are vulnerable with cash flow being impacted by the additional expenditures and operations being affected by changes in the factory. Therefore, USAID-TAPP support during this time is critical.

4.3 PARTNER ACTIVITY HIGHLIGHTS

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

Partner Activities in Northern Tanzania

EcoAgriConsult

EcoAgriConsult is working with the International Potato Centre (CIP) from Lima, Peru to ensure that no virus-infested materials are distributed to farmers in Tanzania. CIP recently conducted two tests using two different extraction methods on all samples. Thankfully, the results were all negative. Ensuring clean planting material is critical if the company intends to be a significant supplier of OFSP in Tanzania. To help EcoAgriConsult maintain these necessary standards, USAID-TAPP has helped purchase an ELISA diagnostics kit and PCR disease equipment.

Distribution of banana plantlets is also progressing with 850 sold this quarter. The commercial distribution network for these plantlets is being put into place, with three locations: Babati district in Manyara region; Mukuranga district in Pwani region; and Morogoro Urban in Morogoro region establishing the first commercial banana satellite nurseries. These nurseries have had to make considerable investments, which in this quarter total \$7,223.

Training rural communities on the benefits of tissue cultured planting material and on the nutritional benefits of OFSP is an important component of the work being done by EcoAgriConsult. In this quarter, about 532 farmers (244 women and 288 men) were trained in TC banana and OFSP farming management. A new initiative using school children to promote OFSP in their communities has been well received in Mkuranga district. This initiative was implemented in Vaya Vaya primary school in which a school plot was established and pupils became nutrition champions to “grow OFSP at each house in the village to improve nutrition.” Each child took home 30 vines to establish home gardens. After six weeks, these children will harvest 30 vines each to pass on to other school children in lower classes.



Photo by Fintrac Inc.

Vaya Vaya Primary school kids in Mukuranga with OFSP vines ready to build a school garden.

Natural Extract Industries Ltd (NEI)

During this quarter a total of 10,396 vanilla vines have been distributed to farmers, nearly 250 percent higher than projected amounts. 360 vanilla farmers, 103 women and 255 men, were recruited. With the help of lead farmers or ‘champions,’ 114 (69 women and 102 men) farmers from Siha, Nkuu Sinde, Uswaa, Uduru and Oldadai villages were trained on vanilla cultivation husbandry.

The Tanzania Food and Drug Authority (TFDA) assessed NEI’s facilities. They awarded NEI a score of 90 out of 100 points. As such NEI will receive an official final certificate from TFDA to register their products. Sales of extracts will bolster the company’s existing export vanilla pod sales.

In this quarter, NEI has introduced new products in the local market, extracting flavors from Tanga Orange and Mbeya Cacao. They are also in the exploration stages of adding additional product flavors like Machame Banana and Marangu Mango.

VASSO

During this quarter, 15 greenhouse structures have been completed and planting has begun. The first VASSO greenhouse constructed for Mr. Fabian Mallya, a VASSO outgrower, has been planted with *Pachyphytum* flower seeds. It is expected that each house will produce an average of 8,000-10,000 flower petals in one week and each will be sold to VASSO at .01 cents. This will ensure an income of around \$90 per week.



Photo by Fintrac Inc.

*The first VASSO greenhouse planted with *Pachyphytum* flower seeds.*

Partner Activities in Eastern Tanzania and the Southern Highlands

Mariet Natural Foods Co. Ltd

Mariet, a woman-owned processing company, is in the processes of taking its current network of 3,000 farmers and developing its processing capacity to increase production three-fold during the life of its partnership with USAID-TAPP. To reach this goal, Mariet moved into new premises and bought new processing equipment. A USAID-TAPP consultant has visited the company twice and has assisted in planning for the expanded production activities and developed systems to track production and sales. To handle the increased output of tomato sauce, tomato paste, and chili sauce, USAID-TAPP has also contracted a marketing consultant to help Mariet increase supply to existing buyers and identify new outlets.

Nature Ripe Kilimanjaro Ltd

Nature Ripe Kilimanjaro Ltd (Nature Ripe), a mango processing business, has been currently selling mango pickles to domestic and international markets. In this quarter ending June 2014, Nature Ripe sold pickles worth 19,210 kgs at \$12,164. USAID-TAPP's support has been focused on the supply of quality, improved varieties mango seedlings from the company nursery and also the technical advice and training to manage the growth of these seedlings properly. In this quarter, 24 hectares worth of seedlings were sold to farmers. The project has also been supporting the company in establishing a new fruit juice facility at Koga Farm in Mkuranga district in Pwani. Nature Ripe is building the facility, while USAID-TAPP assists with some equipment and technical advice from a processing consultant. Production of fruit juice is expected to start in time for the 2014/2015 harvest season, with production of juice eventually arriving to produce 10,000 liters per week.

Njombe Agricultural Development Organization

Njombe Agricultural Development Organization (NADO) is a farmer-owned and operated association based in Wanging'ombe that provides a comprehensive package of rural development services to its members. USAID-TAPP is working with NADO on a fixed price contract, and through this partnership, the association has supported 2,532 farmers (1,109 of them women) on home garden and commercial agricultural training. To do this, they have established 63 community garden demonstration plots, which have resulted in community members developing their own 1,134 home gardens. NADO has also concentrated on household health and nutrition education. For this quarter, 3,192 people (2,901 women) were trained on improved health and nutrition. A focus of NADO's training is on those affected by HIV/AIDS, especially vulnerable children and orphans.

Rungwe Avocado Company

Rungwe Avocado Company (RAC) was established in 2009, to develop a 100 hectare commercial avocado farm and an extensive outgrower scheme to supply Hass avocado to European markets. The company presently deals with 3,300 smallholder farmers. The harvest season finished this quarter and the product was well received by European buyers. In terms of smallholder avocados, nearly 150 tons of avocados were bought at a price of \$33,000. The nucleus farm reported a harvest of 354 tons.

The focus of RAC and USAID-TAPP is to work with smallholder farmers to improve the volume and quality of their fruit. A sizeable percentage of the farmers' fruits were left on the tree to be sold on the local market because they did not meet export standards. Issues such as low nutrient levels, insufficient water at key times of the year, and pest problems are causing the relatively high rejection rate. USAID-TAPP is helping with access to fertilizers and will begin helping with improved access to water. RAC is presently testing control options for the main pest problem, the false codling moth.

Zanzibar Agricultural Investment and Development Inc.

Zanzibar Agricultural Investment and Development Inc. (ZAIDI) is an agro-input and technology distribution company in Zanzibar looking to promote GAPs and provide appropriate technologies and inputs to smallholder farmers. The company has developed close ties with the Zanzibar Ministry of Agriculture and formalized this public private partnership through the development of a memorandum of understanding. The company has also signed an MOU with the Tanzania Horticulture Association (TAHA) to assist with field promotion of improved inputs and technologies.

To assist this multi-party engagement with Zanzibar farmers, USAID-TAPP has extended its support by approving temporary cost-cutting measures on recommended inputs like hybrid seed to lower the entry barrier for farmers to start investing. This will help farmers' trial hybrid seeds, seedlings, planting media, and organic biological products. The availability of these inputs will be supported through trainings, technical support, and field demonstrations as well as establishment of community knowledge workers.

5. ZANZIBAR ACTIVITIES

5.1 PRODUCTION

Activities in Zanzibar have continued to expand during the reporting quarter. Technical assistance visits have been delivered on a weekly basis to assisted farmer groups, and this has stimulated the farmers to implement new technologies. During the quarter, a total of 220 technical assistance visits were delivered to farmers in Pemba and Unguja, and a total of 526 (263 men and 263 women) farmers have participated in trainings. Training events have been well received, and farmers have shown significant interest in learning about the new agricultural technologies.

The majority of farmer groups in Pemba and Unguja were under production, with some of the farmers initiating their harvests towards the end of the reporting period. Some of these fields have been used as demonstration plots, and many farmers have been invited to these fields to learn about modern production practices. Changes in productivity have been dramatic, as illustrated in the photographs below with some before and after USAID-TAPP illustrations.

Mshikamano Group, Sweet peppers – Before and after



Fikra Zetu Group, Tomatoes – Before and after



Salum Seif Farmer Group, Pineapples – Before and after



A total 2,219 households in Zanzibar are USAID-TAPP beneficiaries (1,555 from Unguja and 664 from Pemba), and these farmers continue to invest in training activities and recommended technologies in order to make changes in their production practices. Farmers invested over \$3,400 of their own money on production infrastructure and equipment. This is a clear indication that Zanzibari farmers are willing to invest in these new technologies and productive infrastructure. Typical investments include water pumps, water pipes, wells, boreholes, and irrigation systems.

During the present quarter, over 20 tons of product were linked to the market through USAID-TAPP, including sweet pepper, tomato, and watermelon from Pemba Island, and eggplant from Unguja Island. All were linked to buyers from the Mwanakwerekwe market.

5.2 DEVELOPING PARTNERSHIPS

USAID-TAPP continues to support partner activities in Zanzibar. Each partner helps address significant constraints to development in the isles. For example, as mentioned in the partnerships chapter, ZAIDI, through the USAID-TAPP partnership has been able to introduce and promote new, higher yielding and resistant seeds, seedlings, and good quality crop protection inputs into the Zanzibar Isles. With support from USAID-TAPP and TAHA, ZAIDI will be able to introduce new biological crop protection products into Zanzibar. These will help farmers improve their yields, while utilizing safe pest control measures.

During the present reporting period, a Memorandum of Understanding (MOU) was signed with the Kizimbani Agriculture Training Institute (KATI), the government of Zanzibar's main agriculture training institute, to establish and run a Practical Training Center (PTC). The design of the plot has been finalized, and the procurement of the equipment has commenced. This PTC will be utilized to show agriculture students and farmers different practices and inputs that will enhance their yields. The plots are expected to be planted in the upcoming quarter.

5.3 UPCOMING ACTIVITIES FOR ZANZIBAR

- Continuation of the implementation of the healthy seedling systems for banana at PTC in Kizimbani
- Discount coupons to promote new technologies with Zaidi
- Promotion of biological products in Zanzibar

Annex I: Performance Against PMP Indicators

Name of the Implementing Agency: Fintrac Inc.	Reporting Period: Q19: April – June 2014
Local Address: USAID-TAPP c/o Plot No. 85(2) Mwandamo 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, Kilimajaro, Tanga, Morogoro, Coast, Zanzibar, and SAGCOT
Cooperative Agreement/Contract #: EDH-I-07-05-00007-00	Related Program Area and Elements of the Operational Plan: 1. Agricultural Sector Productivity 2. Trade and Investment
Period of Project: (Start and End Dates) October 19, 2009 – February 27, 2015	Major Counterpart Organizations: Ministry of Agriculture
Principal Target Beneficiaries: Tanzanian Smallholder Farmers	

INDICATOR	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							
GOAL: Increase Incomes of Small Farmers in Selected Agricultural Commodity Subsectors													
1	Number of rural households benefiting directly from USG interventions	FTF 4.5.2-13	23,842	1,176	1,253	2,845		5,274	3,158	29,116	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
Intermediate Result 1: Enhanced Productivity													
3	Percent change in yields of targeted products*	TAPP	28						40	28	40	45	Percent
Sub-IR 1.1: Improved Production Practices													
4	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training ¹	FTF 4.5.2-7	86,649	5,626	5,460	6,111		17,197	10,000	103,846	96,649	98,649	Individuals
			16,800	3,566	3,376	3,424		10,366	5,000	27,166	21,800	22,800	Individuals (Male)
			9,745	2,060	2,084	2,687		6,831	5,000	16,576	14,745	15,745	Individuals (Female)
Sub-IR 1.2: Increased Technology Adoption													
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)
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	80	30		178	195	532	549	549	Orgs/Assns
Intermediate Result 2: Increased Investment													
8	Value of new client and counterpart investments ²	TAPP	6.632	0.212	0.510	1.177		1.899	4.000	8.531	10.630	12.000	US\$ Million
9	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation ²	FTF 4.5.2-38	2.934	0.091	0.170	0.492		0.753		3.687			US\$ Million
Intermediate Result 3: Improved Market Systems													

INDICATOR	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							
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	
Sub-IR 3.1: Increased Value-Added Processing													
12	Number of new value-added products introduced	TAPP	25	0	8	4		12	3	37	28	28	Value-Added Products
Sub-IR 3.3: Improved Value Chain Integration													
14	Number of firms receiving capacity building assistance to export	USAID 4.2.2-3	73	0	0	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	80	30		178	195	1,083	1,100	1,100	Orgs/ Assns
Cross-cutting Indicators to Foster a Sustainable Enabling Environment & Improved Domestic Capacity													
Improved Access to BDS Services													
16	Number of public-private partnerships formed as a result of FTF assistance	FTF 4.5.2-12	43	4	11	2		17	7	60	50	50	PPPs
17	Number of organizations undergoing capacity assessments as a result of USG assistance	TAPP	948	72	91	32		195	202	1,143	1,150	1,150	Organizations
Improved Household Nutrition													
19	Number of beneficiaries with access to home or community gardens	USAID 3.1.9-3	4,085	1,095	366	1,062		2,523	1,200	6,608	5,285	5,500	Beneficiaries
				515	163	459		1,137					Male
				580	203	603		1,386					Female
Gender/Youth Equity Promoted													
20	Percentage of women/youth membership in producer organizations	TAPP	40	34	38	42		37	40	40	40	40	Percent (Women)
			26	19	22	7		18	30	25	30	30	Percent (Youth)
Standards													
21	Number of certified farmers	TAPP	1,250	60	156	0		216	250	1,466	1,500	1,500	Farmers
HIV/AIDS Threat Reduced													

INDICATOR	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							
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 required ³	PEPFA R P8.1. D	36,053	3,779	613	2,338		6,730	3,000	42,783	39,053	40,000	Training participants
				2,015	2,704	1,203		5,922					Male
				1,764	3,290	1,135		6,189					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 ³	PEPFA R P8.2. D	5,447	1251	2,362	323		3,936	400	9,383	5,847	6,000	People
24	Number of eligible OVC provided with a minimum of one CORE care service	PEPFA R C1.1. D	1,990	107	149	289		545	500	2,535	2,490	2,700	OVCs
				42	51	151		244					Male
				65	98	138		301					Female
25	Number of households with at least one OVC/MVC provided with a minimum of one economic opportunity/strengthening support	PEPFA R	1,392	27	19	140		186	250	1,578	1,642	1,700	Households
26	Number of vulnerable households benefiting directly from USG assistance	FTF 4.5.2-14	1,598	50	292	2,424		2,766	502	4,364	2,100	2,100	Households

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

* Annual indicator

¹ The number of individuals differs from the sum of male and female because disaggregates were not recorded prior to FY 2012.

² Investment indicators for Q2 have changed from the Q2 report due to additional data reported.

³ Indicators 22 and 23 present figures that have been revised since the previous quarterly report for Q1 and Q2.



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