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TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 21



October - December 2014

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Cover photo: At the KATI field day, USAID-TAPP marketing specialists taught local farmers about the profitability of watermelon production using crop budgets.

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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 FY2015, the program continued to make significant progress towards both annual and overall program goals. To date, the project has reached 37,884 households and will concentrate its last eight months on working with existing beneficiary households and partners to strengthen their technical capacities.

On December 16th, 2014, USAID-TAPP was extended by six months, to August 26th 2014. This additional time will provide one more cropping cycle, which will allow USAID-TAPP's farmers to apply their newly learned production practices with guidance from project staff, helping them become more confident. Also, the additional time will allow USAID-TAPP's partners to complete their activities, resulting in greater impact for the project. Select highlights for the reporting quarter include:

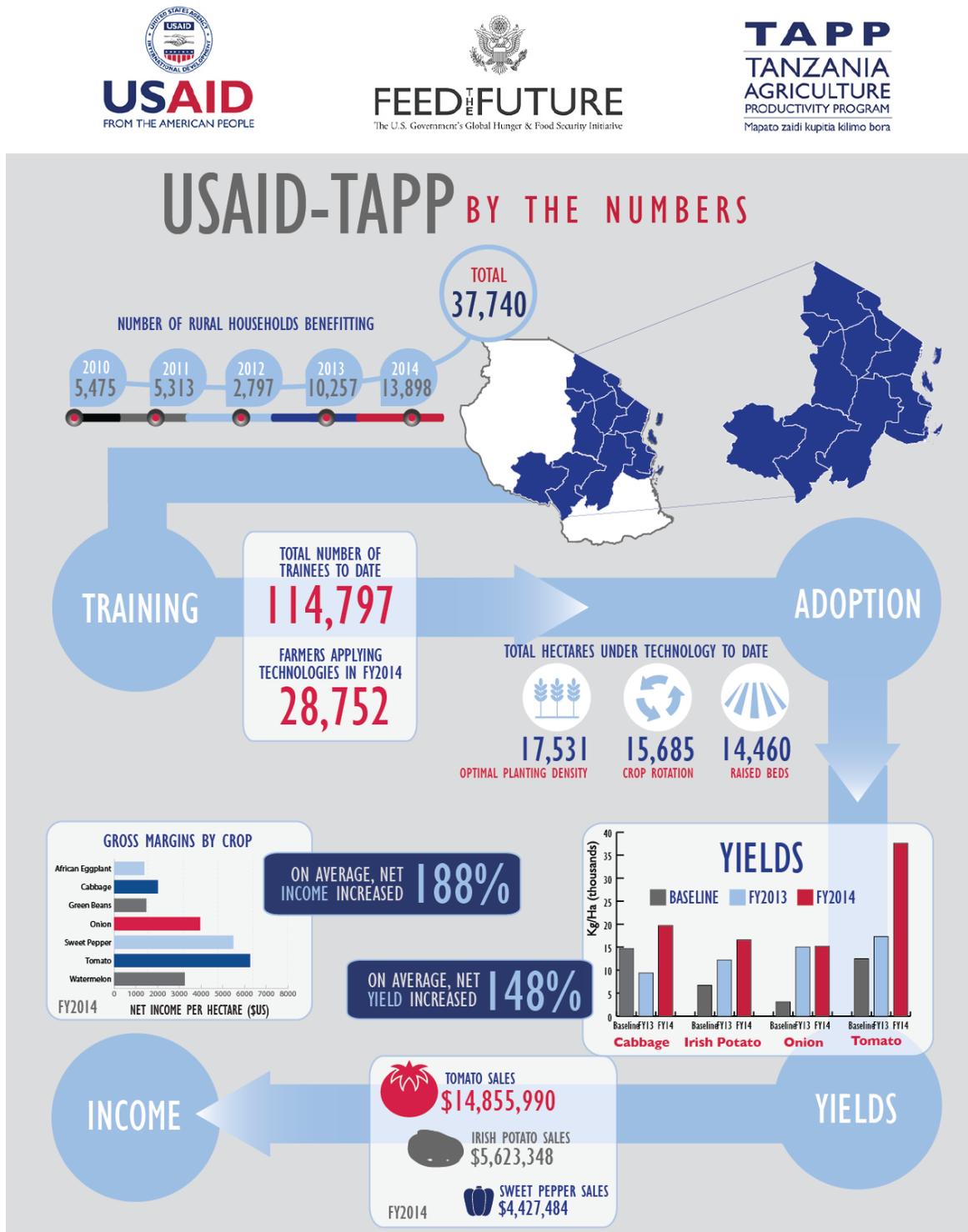
High Level Targets

- **Rural Households Benefitting:** A total of 144 rural households joined USAID-TAPP during the reporting period. To date, 37,884 households have benefited from project interventions.
- **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 12,941 unique trainees. To date, USAID-TAPP has trained a total of 127,738 individuals, exceeding the project's overall target.
- **Market and Trade Development:** This quarter, the total value of produce marketed via USAID-TAPP linkages was \$66,528 for the sale of more than 263 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 nine partner financial institutions approved loans totaling more than \$18,700 (TZS 33,194,000). To date, partner financial institutions have approved loans totaling more than \$113,530 (TZS 200,477,722) which has benefited 217 farmers.
- **Health and Nutrition Activities:** USAID-TAPP staff and its partners continued enabling farmers to develop home gardens with nutritious foods. The nutrition team and partners trained 5,735 farmers on nutrition basics and the establishment of kitchen gardens. In addition, the Health and Nutrition specialists and manager trained more than 800 members of the Nutrition Committees in Zanzibar on nutritious foods, establishment of home gardens, and food preparation.
- **New Partnerships:** USAID-TAPP worked with 36 partners this quarter, of which 31 partners will continue their activities through the next quarter. USAID-TAPP's partnership mechanism has proven to be an efficient vehicle to leverage USAID funds. The project spent just over \$466,580 on partnership programs during this quarter.
- **Access to Inputs:** One of the biggest constraints to smallholder farmers achieving increased productivity is the lack of access to quality agricultural inputs. To address this, USAID-TAPP partnered with four agriculture input companies to improve access to inputs for smallholder farmers. In this

quarter, three stores were opened by our partners in areas where access to inputs is a large impediment. In addition, these companies have set up sales representatives or identified existing agrodealers to carry their products in many districts including the Southern Highlands, Lushoto, Rombo, Njombe, Iringa, Mbeya, Morogoro, Zanzibar, and Pemba.

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

Following is an infographic showing USAID-TAPP's impact as seen through select indicators.

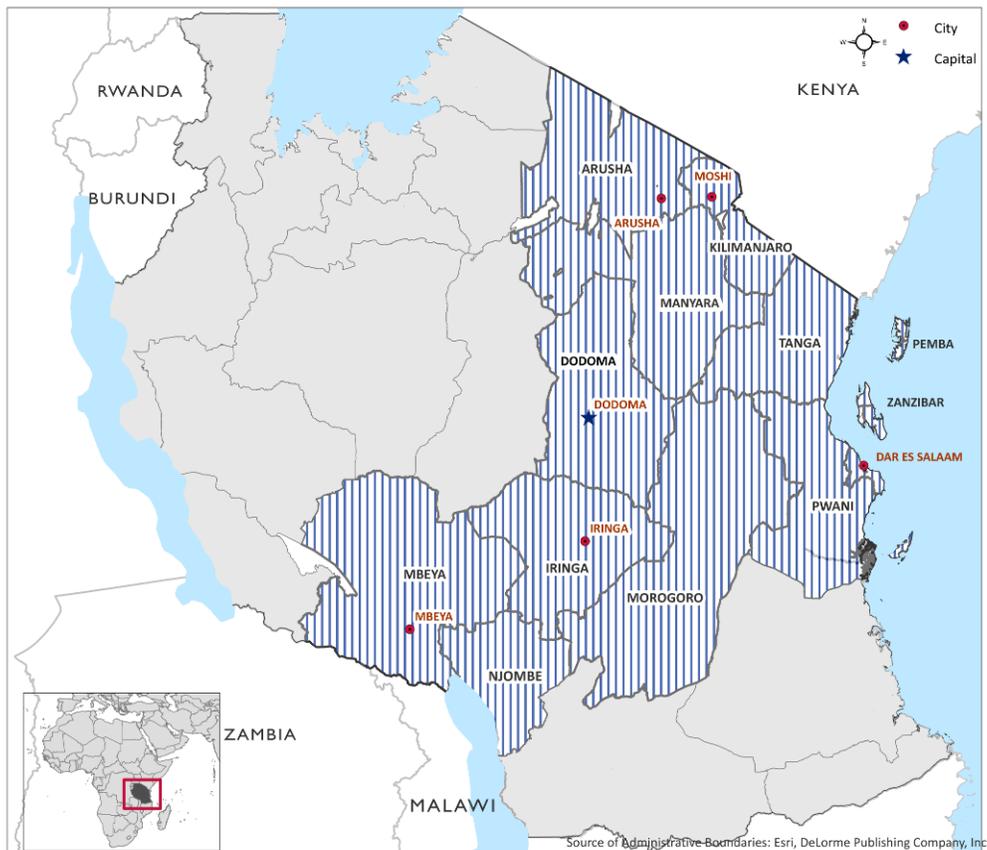


PROJECT DESCRIPTION

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 40,000 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:



PRODUCTIVITY

To date, USAID-TAPP staff has trained a total of 127,783 participants. This quarter USAID-TAPP held 5,980 trainings and technical assistance visits through all regions of influence through which 12,941 new farmers were trained. See details below in Table I. The training topics during this period included soil liming, correct use of agrochemical products, Integrated Pest Management (IPM), and fertilization.

High-quality, hands-on, regular technical assistance was also provided. This quarter, a total of 3,114 technical assistance visits were conducted by USAID-TAPP's production team. Topics ranged from land preparation, seedling management, transplant, pest and disease prevention, and control and correct use of agrochemicals. A total of 25,851 farmers (15,713 male and 10,138 female) attended these visits.

Table I: USAID-TAPP Trainings by Region

Region	Trainings	Individuals	Male	Female
Southern Zone	1,632	6,455	3,327	3,128
Central Zone	1,083	1,383	909	474
Eastern Zone	1,341	2,022	1,164	858
Northern Zone	1,924	3,081	2,267	814
TOTAL	5,980	12,941	7,667	5,274

USAID-TAPP consultant, Marko Theodoracopoulos, an experienced agronomist and high level farmer, completed his three-month consultancy with USAID-TAPP's production team. During the consultancy, Theodoracopoulos evaluated and trained USAID-TAPP production team members to strengthen agronomist capacity and extension services.

Farmers invest in new production technologies once they see evidence of good results. After having participated in USAID-TAPP activities and seeing agriculture as a business with substantial profits in farmer's first cropping cycles, many USAID-TAPP farmers are now investing in their individual or group plots. These successful experiences stimulate farmers to start investing in agriculture. The farmer investments range from simple investments such as working tools and sprayers, to more expensive investments such as drip irrigation, bore holes, and reservoirs for large areas, and land purchase for agriculture. During the reporting period, smallholder farmers invested more than \$169,000 in productive infrastructure and agricultural equipment. The highest investment levels came from the Dar es Salaam/Coast region, where investments from smallholder farmers totaled nearly \$55,000, followed by the Iringa and Arusha regions with \$42,500 and \$29,200 respectively.

The availability of quality inputs has consistently been a challenge for farmers. USAID-TAPP's production team is working with the grants team to address this problem. Through the grants team, USAID-TAPP is engaging in partnerships with several agro input suppliers. This initiative has been well received by farmers and basic inputs are becoming more available throughout Tanzania. Equally important is farmers' shift in the realization of how valuable the availability of the right agro inputs is (detailed information is available in the partnerships section).



*Photo by Fintrac Inc.
Consultant Marko Theodoracopoulos trains USAID-TAPP agronomist*

For this quarter, the focus remained on stimulating farmers working in group plots to replicate production practices in their individual plots. The main crops planted by farmers this quarter were tomato, watermelon, sweet potato, sweet pepper, onions, cucumber, and cabbage.

1.1 SELECT RESULTS AT A GLANCE FOR Q1 FY2015

Southern Zone (Mbeya, Njombe, Iringa):

1,632 trainings were conducted this quarter resulting in 6,455 individuals being trained (3,327 male and 3,128 female).

Trainings focus on USAID-TAPP promoted technology and basic practices such as land preparation, raised beds, hybrid seeds, proper spacing, IPM, and fertigation. The goal of the trainings is for farmers to implement practices learned. One such trainee is Telisfore Anaclet, a member of Igurusi Farmers Group at Mbarali district in Mbeya region. Before working with USAID-TAPP, Telisfore was earning gross sales of around TZS 1.1 million (\$567) from harvests of maize and tomatoes. After working with USAID-TAPP agronomists, Telisfore planted onions (Jambari F1) on a 0.7 acre plot using drip irrigation and GAPs. At the end of the cycle he harvested 160 bags (27.4 tons/acre) resulting in a net profit of TZS 9.7 million (\$5,600). With his profit, he purchased a new farm where he planted two additional acres of tomato and established a chicken farm.

Central Zone (Dodoma, Morogoro):

The Central Zone trained 1,383 individuals (909 male and 474 female) through 1,083 trainings this quarter. Planting vegetable crops is a method to diversify and increase income for sugar cane farmers at Kilombero and Mvomero districts in Morogoro. Sugar cane is the main business for people in these regions, but farmers are finding that horticulture crops, despite being more intensive, earn more in profits faster and in smaller areas. One example of this is Madizini Farmers Group who planted 2 acres of onions under USAID-TAPP guidance which resulted in the harvest of 216 bags (13 tons/acre) and sold at the price of TZS 110,000 (\$63) per bag, achieving a net income of TZS 17.2 million (\$10,117).

In addition, the Central Zone received prominent USAID and Feed the Future visitors including the Feed the Future Team Leader, Randy Chester. The group visited four farmer groups in Morogoro and the new Practical Training Center (PTC) at the Sokoine University of Agriculture (SUA) Horticultural Demonstration Facility supported by USAID-TAPP. This facility is serving farmers, teachers, and students from across the country studying at the university to better understand the modern techniques of horticultural crop production. At the PTC, a total of 4 acres of different demonstration crops have been established under a drip irrigation system.

Eastern Zone (Tanga, Pwani, Dar es Salaam, Zanzibar):

This quarter, 1,341 trainings were conducted, resulting in 2,022 individuals being trained (1,164 male and 858 female).

Members of the Miswe Adventure Farmers Group, located in the coastal region, attended USAID-TAPP trainings and began to see success after implementing basic GAPs learned during training. Previously, the group was harvesting 3-4 sacks of okra per week. After implementing these GAPs the group is now producing 10 sacks of okra per week (around 900 kg) resulting in 400,000 TZS (\$230) per week.

In Pemba, representatives of the Ministry of Agriculture visited the Chozi Development Farmers to view drip irrigation technologies. In Unguja, the first field day at the Kizimbani Agricultural Training Institute's (KATI) new Practical Training Center (PTC) had 150 farmers in attendance. The PTC was also visited by Abdallah Mwinyi, Regional Commissioner of the West/Urban Districts of Zanzibar.

Northern Zone (Arusha, Manyara, Kilimanjaro):

The Northern Zone had a productive quarter, conducting 1,924 trainings resulting in 3,081 individuals being trained (2,267 male and 814 female).

As a result of USAID-TAPP intervention farmers are seeing increases in productivity. Within three months, Kantini Thomas Mtui from Kigongoni Farmers Group in Babati harvested 138 crates of tomatoes (Anna F1 variety) on a small piece of land measuring 700 square meters. From these sales, he earned an average of 3,475,000 TZS (\$2,000). Many farmers are now using their profits to reinvest in their farms. One such farmer is Samson Irangi from Zinduka Mungere Farmers Group in Mto wa mbu, Arusha. This quarter Irangi expanded his farm from ½ acre to 3 acres. He also invested in a greenhouse (8x30m) with the intention to expand his business to ensure sales throughout the year.

Similar results are occurring in all regions with a large number of farmers and farmer groups showing large profits. More results for this period can be seen in Annex II of this report.



*Photo by Fintrac Inc.
Guest of honor Abdallah Mwinyi attends the field day at the KATI PTC in Unguja.*

1.2 TECHNOLOGIES

USAID-TAPP regularly advocates and demonstrates a core package of recommended technologies to all beneficiary farmers. The 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.

USAID-TAPP continues to promote recommended technology such as drip irrigation for improved water access. This quarter, USAID-TAPP and beneficiary farmers jointly installed 150 acres of drip irrigation under co-investment. Similar support was given to combat water access challenges by assisting farmers with installation of wells and reservoirs. Both initiatives have resulted in the production of more than 150 acres of high value crops. The majority of the investment was farmers' own contribution.



*Photo by Fintrac Inc.
Drip Irrigation system set up by Juhudi Farmers Group as part of
USAID-TAPP's Green Rain partnership in Kilimanjaro.*

2. MARKET AND TRADE DEVELOPMENT

2.1 MARKET SUPPORT

The USAID-TAPP marketing team continued activities in the creation of market linkages this quarter. Linkages were established directly by bringing together farmers and buyers, or indirectly by providing farmers and buyers with contact information so they could connect on their own. Through these linkages, farmers were assured that there would be a buyer for their harvests this cropping season and in future seasons. A total of 135 market linkages were formed with a value of \$66,528 from the sale of 239,254 kg of various horticultural value chain crops.

The main crops sold this quarter with support from USAID-TAPP (see Table 2) were watermelon (79,670 kg), sweet pepper (12,912 kg), and tomato (22,613 kg). Market linkages were established throughout all of USAID-TAPP's regions of focus, with the highest volumes of sales coming from Arusha (54,473 kg), Tanga (43,100 kg), Iringa (41,339 kg), and Mbeya (35,555 kg).

Table 2. Quantity and Value of Crops Linked to Markets from October 2014 – December 2014

Product	Count of Linkages	Volume(KG)	Value (USD)
Watermelon	19	79,670	\$26,427
Sweet Pepper	43	12,912	\$9,857
Tomato	24	22,613	\$9,165
Irish Potato	1	15,000	\$5,267
Onion	4	19,900	\$5,180
Carrot	3	12,500	\$2,907
Cabbage	4	25,802	\$2,169
Cucumber	5	6,087	\$1,958
Okra	11	2,908	\$1,736
Other	21	41,863	\$1,862
TOTAL	135	239,254	66,528

3. OTHER CROSSCUTTING THEMES

3.1 HEALTH AND NUTRITION AND VULNERABLE AND HIV AFFECTED HOUSEHOLDS

During the first quarter of FY2015, the USAID-TAPP nutrition team and nutrition partners continued to integrate nutrition and health activities into agricultural operations. Below are some highlights:

- Farmer Nutrition Trainings:** The nutrition team and partners trained 5,735 farmers (2,417 male and 3,318 female) on nutrition basics and establishment of kitchen gardens in 98 villages. Trainings occurred in all USAID-TAPP focused regions, as seen in table 3.
- Kitchen Garden Establishment:** A total of 312 kitchen gardens at individual households and 64 community garden nutrition demonstration plots were established this quarter.
- Collaboration:** This quarter, USAID-TAPP collaborated with organizations in Tanzania to provide nutritional support, including:
 - Nutrition Training to the Government of Zanzibar:** This quarter USAID-TAPP trained a total of 829 members of local nutrition committees and government staff in Pemba and Unguja as the result of a petition by the Ministry of Agriculture and Natural Resources (MANR). Participants were introduced to the health benefits of OFSP and moringa, both of which are available in most areas of Pemba and Unguja. Prior to training, participants had used these two crops to feed goats without knowledge of the advantages for human nutrition. Overall, participants were impressed with both theory and practical knowledge they received in the trainings.
 - Childreach:** Training was provided on nutrition and kitchen garden establishment and management to Childreach school garden committee members. Following the training of trainers, the trainees conducted workshops with project management teams from 14 primary schools, where participants promoted the establishment of sack gardens; hand washing and sanitation; education to school cooks regarding cleanliness and health; and the introduction of nutrition and health clubs.

Table 3. Nutrition Trainings by Region

Region	# Groups Trained	Male	Female	Total
Arusha	5	44	45	89
Kilimanjaro	7	98	83	181
Morogoro	18	65	103	168
Iringa	19	121	150	271
Mbeya	10	10	85	95
Njombe	7	58	63	121
Zanzibar & Pemba	24	244	585	829
Partners	110	1,777	2,204	3,981
TOTAL	200	2,417	3,318	5,735



Photo by Fintrac Inc.
Women in Pemba prepare OFSP to make juice.

- **Iringa Mercy Organization (IMO):** IMO completed their partnership with USAID-TAPP, training more than 5,700 people on HIV/AIDS and nutritional awareness.
- **Njombe Agricultural Development Organization (NADO):** NADO also completed their partnership, training 6,300 people on HIV/AIDS and nutritional awareness, in which more than 3,780 individuals assisted in establishing community nutritional gardens. 3,591 of these individuals also established home gardens.

3.2 BUSINESS DEVELOPMENT SERVICES

Building Farmer Capacity on Business and Technical Skills

USAID-TAPP provided training for smallholder farmers and farmer groups in areas such as market management skills, product quality, crop calendarization, sorting, market information systems, and negotiation skills. Trainings assisted farmers in producing higher quality products and attaining better prices for their harvests. Business development training was conducted to 1,078 farmers (672 male, 406 female) during 169 training events this quarter. Farmers were trained on business skills including farm planning, crop costing, record keeping, and the use of records kept, loan acquisitions, and financial management. Technical assistance in business skills was provided to 1,468 individuals (950 male, 518 female). These trainings help farmers with concepts such as farming as a business and entrepreneurial skills.

Access to Finance

Credit service providers are often hesitant to lend to farmers for several reasons including perceived risk, specific disbursement and repayment patterns for individual crops, and difficulty in reaching smallholder farmers for repayment. Since recognizing the benefits in farmers acquiring loans to boost production, USAID-TAPP has entered into agreements with nine selected viable financing institutions to finance farmers engaged in horticultural farming. This quarter, an additional 78 farmers were supported through access to loans of over TZS 33 million (\$18,700). To date, 217 farmers have received access to credit with a total of TZS 200.48 million (\$113,530) disbursed (see Table 4). This quarter, the first loan recipients began paying back their loans.

Table 4. Loan Pilot Achievement & Progress Summary in TZS

Financing Institution	Loans Approved this quarter	Total Loans as of Dec 2014	Additional beneficiaries this quarter	Beneficiaries as of Dec 2014
Kiwira SACCOS	1,995,000	24,050,000	4	38
Mufindi Community Bank	0	8,500,000	10	20
Mafinga SACCOS	0	48,150,000	12	48
Njombe Community Bank	10,570,000	10,570,000	13	13
Green Light SACCOS	1,500,000	8,000,000	5	16
Opportunity International	9,069,000	25,106,200	23	43
Meru Community Bank	0	49,477,588	0	18
Arusha Soko Kuu SACCOS	6,000,000	22,564,000	0	10
Nshara SACCOS	4,000,000	4,000,000	11	11
TOTAL	33,194,000	200,477,788	78	217

Institutional Support

This quarter, USAID-TAPP continued to provide institutional support to farmer producer groups. Many groups have internal issues which can impede progress. To assist in group sustainability, training, and technical guidance have been provided in group dynamics, leadership skills, and the development of constitutional and group organizational rules. Groups that have shown interest in advancing registry acquisition and opening group accounts were supported and guided through the process by USAID-TAPP BDS specialists.

3.3 TECHNOLOGY FUND

Farmers supported by USAID-TAPP regularly witness the benefits of adopting GAPs, though many of them remain risk-averse and possess limited capital for investments in agricultural technologies and infrastructure. To help them realize this potential, USAID-TAPP draws on Technology Funds to co-invest with farmers in technologies that have been proven to improve productivity and income.

Water Access Initiative

All farmers recognize the importance of having access to water on their farms: irrigation enables year-round production, gives farmers control over their production calendar, and maximizes crop productivity, among other benefits. While many horticulture farmers have some access to water from rivers or traditional wells, these sources are often threatened by seasonality, poor recharge rates, unstable construction, or seasonal susceptibility to floods. Through its Water Access Initiative, USAID-TAPP is connecting its farmers with experienced technicians who will ensure permanent, stable access to water for irrigation.

Shallow Wells

During the reporting quarter, USAID-TAPP co-invested with 504 farmers toward the construction of shallow wells on 28 of their horticulture plots throughout Tanzania.

At each site, these irrigation investments enable production on 2-4 acres during at least one additional crop cycle per year based on measured flow rates. Farmers provided an average of \$211 in labor and local materials, while USAID-TAPP supported the costs of technical expertise and other specialized materials. With adherence to GAPs promoted by USAID-TAPP, farmers can expect income of at least \$2,000/acre from just one crop cycle of horticulture, far exceeding the cost of investment. While this directly leverages USAID-TAPP investments into farmer income, it also demonstrates to smallholders that investments like these are worthwhile, incentivizing them to allocate new income to other technologies and infrastructure.

As for previous shallow well investments, USAID-TAPP utilized local teams based near benefiting farmers. This demonstrates to diggers that there is a local demand – and to farmers that there is a local supply – for such services. In addition, during this reporting period local digging teams received technical expertise and quality oversight from the Southern Highlands Participatory Organization (SHIPO).



*Photo by Fintrac Inc.
Skilled technicians from SHIPO are working throughout Tanzania to strengthen the capacities of rural-based well diggers.*

SHIPO partnered with USAID-TAPP to expand the network of well diggers who understand and apply best practices in site selection and shallow well construction. For most, this included an introduction to tube wells, which are installed using hand-drilling techniques that reduce construction time, materials costs, and safety risks. As the local teams continue to be strengthened and trained by SHIPO, the farmers around them will be able to depend on informed and skilled service providers to help them access underground water resources.

Reservoirs

During this quarter, USAID-TAPP co-invested with farmers in the construction of four small-scale reservoirs with a total holding capacity of 3.881 million liters. The 55 farmers who own and manage the reservoirs provided \$6,553 worth of financial and in-kind labor resources to dig the reservoir structure, while USAID-TAPP funded the installation of durable plastic liners.

Reservoirs are ideal for farmers with inconsistent access to springs or streams either due to seasonality or community-managed rationing systems. Often, this leads to waste or underutilization when water is available, and plant stress or low productivity during other periods.

These small reservoirs (usually between 50-500 cubic meters) allow farmers to collect the entire ration that is available to them and utilize it according to the specific irrigation needs of their crops.

Replication Initiative

USAID-TAPP's training activities have resulted in a strong understanding of GAPs among farmers and high rates of adoption on group-managed demonstration plots. During this reporting quarter, USAID-TAPP continued to promote its replication initiative to encourage the adoption of prioritized technologies on individual farmer's plots. This will create a new generation of farmer leaders that will benefit from impressive increases in income and demonstrate GAPs to their neighbors.

The initiative is stimulating new investment and adoption of drip irrigation among USAID-TAPP's most promising farmers. During this reporting quarter, 92 farmers each invested \$337 worth of pipes and accessories, while USAID-TAPP invested drip lines, valves, and filters, all sufficient to equip one acre with a drip system. By applying the USAID-TAPP production package, farmers can expect to earn gross margins that far exceed this investment, leveraging USAID resources into sustainable income among these farmer leaders.

To date, the initiative has provided \$47,821 of investment by 142 farmers in irrigation infrastructure, representing 31 percent of total investment in drip irrigation. During farmers' initial production cycles, USAID-TAPP will carefully follow their production practices and track farmer yield, income, and investment.

New Technology Development

USAID-TAPP's technical team has continued to teach local entrepreneurs how to manufacture low-cost sand filters using local materials. Sand filters clean silt and sediment from water to ensure it is clean enough to be used in drip irrigation systems. For farmers that have reliable but dirty water on their farms, sand filters facilitate the use of drip irrigation on farms. However,



*Photo by Fintrac Inc.
A farmer from Ruaha-Mbuyuni puts the final touches on a sand filter.*

imported models that are appropriate for smallholder-irrigated plots (1-4 acres) range from \$1,500-\$2,400 in cost and are often unavailable from even the largest vendors.

Last year, plumber and metalworker Salim Hussein Mbugoni collaborated with USAID-TAPP to develop an alternative model that is more accessible to the Tanzanian market for \$470. Salim's workshop is based in USA River, Arusha region, but during this quarter he manufactured eight filters in a workshop in Iringa.

His host, Salim Abdallah, served as both an assistant and apprentice, learning about the required materials, specifications, and manufacturing processes. Abdallah now has the skills to manufacture sand filters on his own. He will begin delivering filters to USAID-TAPP farmers in early 2015, after another visit from his mentor for a quality validation and review of best manufacturing processes. Meanwhile, as part of the project's Water Access Initiative, and in order to stimulate demand for this new product, USAID-TAPP continues to support the cost of filters for eligible farmers, who co-invest by supplying the equipment and accessories required for installation. As a result, farmers have invested \$2,283.



*Photo by Fintrac Inc.
Omar Mohamed, USAID-TAPP agronomist, speaking to field day participants in Unguja.*

Practical Training Centers

USAID-TAPP, in coordination with the Tanzania Horticultural Association (TAHA), deepened its support for several Tanzanian higher education institutions as they establish permanent training facilities for smallholder farmers, students, lecturers, and other stakeholders in the horticultural sector. These Practical Training Centers (PTCs) serve as professionally-maintained sites that demonstrate a full range of crops and technologies, particularly improved open-field and low-cost greenhouse technologies, advanced irrigation infrastructure, and seedling production equipment. The training sites are managed as commercial farms to demonstrate the profitability of the technologies and the farm system as a whole.

Furthermore, partners from the private sector such as agricultural input and equipment suppliers have been invited to demonstrate their products at the centers. This will improve access to a smallholder market that normally has limited exposure to such a diverse range of products and technologies.

Initial production activities are underway at three sites: Horticultural Research and Training Institute in Tengeru, KATI in Unguja, and Sokoine University of Agriculture in Morogoro. Thanks to an efficient startup, KATI was in a position to host the first USAID-TAPP-sponsored field day at a higher education institution. On November 20th 2014, more than 150 invitees were trained in the wide range of crops and production practices being demonstrated at the site. The PTC provided a unique opportunity for farmers from different regions of Zanzibar to learn together and share experiences about their particular production and marketing conditions. Many were surprised to realize that numerous infrastructure investments can pay for themselves after one horticultural production cycle – while still earning profit.

To further strengthen relationships between farmers and the private sector, KATI and other PTC host institutions will continue to host training events and exhibitions at PTCs. Some, such as HORTI-Tengeru, have already begun to integrate production activities into students' educational curricula; this year all students will carry out their "field practical" on site, as the faculty has determined that they will gain more skills at the PTC than they would from outside organizations.

4. PARTNERSHIPS AND CAPACITY BUILDING

Building local capacity is crucial to improving agricultural profitability, competitiveness, and sustainability. USAID-TAPP has partnered with 62 local agribusinesses and organizations in Tanzania to date. A total of 37 partnerships were active during this reporting period.

4.1 PARTNER CAPACITY BUILDING

USAID-TAPP continues to work with its partners to increase capacity building. In this quarter, support to processing partners continued through agro-processing expert, Jim Garnett. Garnett worked with USAID-TAPP partners, Bellaview, MedFoods, NatureRipe, and Mariet to help advise in processing activities. While working with USAID-TAPP partner Mariet, he was able to see them commission their new SIDO-made pulping and sieving machines which will increase production capacity and quality. Garnett also advised Mariet on methods to speed up the cooling process for a greater increase in production numbers.

Particular focus was given by Garnett to USAID-TAPP partner, Bellaview. While Bellaview's factory has state-of-the-art equipment and good potential markets, Garnett identified concerns regarding the level of management. Lack of sufficient management of the factory threatens the viability of an initiative which has significantly impact on the Rombo Mkuu community and the thousands of smallholder mango farmers whose fruit supply the factory. USAID-TAPP will bring Garnett back in early 2015 to continue his work with Bellaview and spend time identifying and training a qualified manager.

USAID-TAPP's marketing consultant, Claire Evans, finished her consulting period with the project this quarter. Evans completed her marketing analysis and marketing plans for five USAID-TAPP processing companies: Bellaview, MedFoods, NatureRipe, Mariet, and NEI. Evans' work highlighted the challenges the companies face in developing proper marketing plans. This stems from weakness in capturing and properly analyzing business data. While Evans' work brought much needed guidance to these companies, the gap in technical abilities may result in having Ms. Evans back for additional support in 2015.

For USAID-TAPP agro-input and technology partners, support continues with stock management and general business practices. USAID-TAPP partner ZAIDI completed a one month consultancy which focused on seasonal planning, sourcing of products, negotiation of terms with suppliers, competitor analysis, and customer care practices. In addition to these activities, the consultants also helped design and supervise the establishment of the first ZAIDI retail shop in Stone Town, Zanzibar.

Additional capacity training was given to ZAIDI and USAID-TAPP partner Kibo Trading. The training focused on record keeping, tablet-based stock management, and TABREMAS financial software. Both companies will begin using this system in early 2015. TABREMAS is a tablet-based software package developed specifically for agro-input companies and their network of agrodealers.

4.2 PARTNER ACTIVITY HIGHLIGHTS

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

Partner Activities in Northern Tanzania

Kibo Trading and Services

Kibo Trading and Services provided short-term agricultural training to 375 individuals this quarter, focusing on the proper use of agricultural inputs. To date, 1,546 people have been trained, exceeding the partnership's original target of 1,000 individuals. Through the use of discount coupons, 430 farmers have spent over \$51,000 in improved inputs and technologies.

Kibo Trading continues to build upon the growth and knowledge established through their partnership with USAID-TAPP. This quarter they invested \$66,000 to establish a new branch in Kahama and to purchase a new pickup truck to improve the restocking of their stores. Iringa and Mbeya stores are now fully operational and offer a wide range of horticultural products.



Photo by Fintrac Inc.

A Kibo Trading store recently established in Iringa now carries horticultural stock that USAID-TAPP farmers need to pursue commercial production.

Natural Extracts Industries (NEI)

In this quarter NEI recorded its highest quarterly sales of TZS 35 million (\$19,820) compared to its previous average quarterly sales of TZS 6.5 million (\$3,680). This spike is largely a result of a large order for vanilla extract from a buyer in Europe. This quarter, NEI trained 751 farmers in Arusha, Kilimanjaro, and Morogoro on the commercial cultivation of vanilla. NEI continues to work with 1,205 outgrower farmers to establish commercial vanilla plots. NEI is working with USAID-TAPP to help stimulate vine purchases through a planting material promotion program. This quarter, 923 vanilla vine cuttings were distributed to 114 farmers (47 percent women and 53 percent men).

EcoAgriConsult

More than 766 people to date and 134 during this quarter were trained on the use of clean planting materials. EcoAgriConsult's outreach uses the establishment of tissue culture banana and OFSP demonstration plots, satellite nurseries, and field day events. This quarter, a number of OFSP multiplication sites and household demonstration plots were established in Rungwe, Iringa Rural, and Karatu districts. The plot in Rungwe was established in conjunction with another USAID-TAPP partner, Rungwe Smallholder Tea Growers Association (RSTGA). These multiplication sites will be used to provide smallholder farmers with clean planting material for commercial and home garden purposes.

Interest in tissue culture technology has continued to increase as a result of EcoAgriConsult's ongoing trainings and sensitization events. In October 2014, a group of government



Photo by Fintrac Inc.

RSTGA farmers receiving training on establishing OFSP household plots in Rungwe.

officials from the Tanzanian Ministry of Agriculture visited the facility to discuss the formation of a partnership to supply banana plantlets to Kagera region for a large replanting program to replace smallholder bananas that have succumbed to disease.

EcoAgriConsult continues to invest in their organization. In this quarter, the company bought a double-cabin pickup truck worth \$38,000 to help with outreach and plant material distribution activities and \$9,100 has been invested to improve their laboratory facilities.

Balton Tanzania (Balton)

On December 12th 2014, Balton opened their new training and distribution center in Kisolanza, Iringa. Participants from the Southern Highlands farming communities, including 120 smallholder farmers, attended the official opening. The establishment of this center has given Balton a permanent presence in the Southern Highlands and demonstrates a commitment to provide quality agro-inputs and technologies to farmers in the south of the country. Prior to the opening of this center, only large producers with the ability to source products from Balton headquarters in Dar es Salaam were able to have access. Now, smallholder farmers, through agrodealer



Photo by Fintrac Inc.

A young female farmer takes notes at the opening of the Balton training center in Kisolanza, Iringa.

networks, will have access to the inputs and technologies that USAID-TAPP promotes through its extension work. Training activities at the new center have begun and 230 farmers have already been trained.

Partner Activities in Eastern Tanzania and the Southern Highlands

Mariet Natural Foods Co. Ltd (Mariet)

Mariet is a woman-owned processing company based in Njombe region. The company has strong ties with MUVI, a government extension program, which has helped build Mariet's network of 3,000 farmers. Currently, the company does not have the processing capacity to use even a fraction of the amount the network of farmers produces. USAID-TAPP is assisting Mariet in increasing processing capacity and production during the life of the partnership. To facilitate the pickup of raw materials and to deliver finished product to Njombe stores, Mariet purchased a TATA truck, with 25 percent contribution from USAID-TAPP. This is an important purchase as the company's production increases. This quarter, Mariet's production increased from an average of 6 MT per month of finished product to an average of 8 MT per month.

Nature Ripe Kilimanjaro Ltd (Nature Ripe)

Nature Ripe is a mango processing business that currently sells mango pickles to domestic and international markets. In this quarter, USAID-TAPP continued to support Nature Ripe through technical consultancies regarding processing and marketing. Nature Ripe has completed construction of their new factory and moved their processing equipment on site. Commissioning of the line will occur in early 2015. USAID-TAPP

processing consultant, Jim Garnett, will assist in overseeing this process to ensure that their \$88,000 investment will start making returns.

The Green Rain Commodities and Inputs Distribution Company (Green Rain)

Green Rain is a private enterprise that began activities in Tanzania in 2011 and was officially registered in December 2012. The company's mission is to link smallholder fruit and vegetable farmers with high-end markets nationally and regionally. At present, they are concentrating on onion production in Kilimanjaro and Manyara. USAID-TAPP's access to water initiative is funding a local water engineering firm, Seba Drilling Company, to dig shallow wells with cost contributions from Green Rain's smallholder farmers. The goal is to complete 26 wells with an estimated accessible water table of 5-15 meters and flow rate of at least 5,000 L/hour. These wells will enable approximately 1,300 farmers to access permanent water for irrigation and

increase yields substantially.

Zanzibar Agricultural Investment and Development Inc. (ZAIDI)

This agro-input and technology distribution company in Zanzibar is promoting GAPs and providing appropriate technologies and inputs to smallholder farmers. This quarter, USAID-TAPP assisted ZAIDI in demonstration of some of their supported products through events such as the launching of Kizimbani's Practical Training Center and farmers field day in Pemba. ZAIDI's sales resulted in over TZS 30 million (\$16,980) during this quarter. A major achievement this quarter is the establishment of the first retail store in Stone Town, Zanzibar, close to the main town market. Previously, ZAIDI was selling out of a remote location off the public bus routes and the establishment of a retail store is an exciting new venture.

Njombe Agricultural Development Organization (NADO)

This NGO is a farmer-owned and operated association based in Wanging'ombe district that provides a comprehensive package of rural development services to its members. USAID-TAPP is working with NADO to train their members on home garden production using demonstration plots, household nutrition education, and HIV/AIDS awareness, prevention, and control.

During this quarter, NADO successfully managed to exceed total targets by training a total of more than 6,300 people on HIV/AIDS and nutritional awareness, in which more than 3,780 individuals assisted in establishing community nutritional gardens. Of these individuals, 3,591 also established home gardens. Furthermore, the association reached more than 900 vulnerable people in the course of their community health and nutrition work.



Photo by Fintrac Inc.

Seba Drilling Company working in Kikayu ward, Moshi.

Iringa Mercy Organization (IMO)

This Iringa-based NGO is well established in the region, providing various services to people living with HIV/AIDS. USAID-TAPP has assisted IMO to develop new competencies in nutritional outreach and establish home and community gardens.

This quarter, IMO completed their contracted deliverables, successfully training more than 5,700 people on HIV/AIDS and nutritional awareness. Training activities centered on the establishment and use of shared community gardens.

Rungwe Smallholder Tea Growers Association (RSTGA)

RSTGA is an association of 15,000 local tea growers located in 118 villages in the Rungwe District of Mbeya. The association provides various services to its members, funded through a portion of the profits that come from their tea production. USAID-TAPP has worked with RSTGA to provide similar services to its members on health and nutrition as NADO and IMO have done. Among the recommended high nutritional crops being emphasized is OFSP, for which USAID-TAPP is working with RSTGA to establish a multiplication tunnel for the provision of clean material.

A challenge observed during implementation has been the lack of rain and the impact on home and community gardens. USAID-TAPP is trialing simple home drip kits promoted by a USAID-funded water and sanitation project (iWASH). The kits cover an area of 20m² and are robust and easy to manage. They are also cost effective at around TZS 25,000 (\$14) each.



Photo by Fintrac Inc.

Beneficiaries of IMO's training display their recent harvest.

5. ZANZIBAR ACTIVITIES

5.1 PRODUCTION ACTIVITIES

As USAID-TAPP is in its last year of implementation, the recruitment of new farmers has decreased. Instead, focus is on supporting existing farmers on their production activities, to ensure farmers are familiar enough with these technologies that they continue to be put in practice post project intervention.

During the reporting period, training and technical assistance has continued on both Unguja and Pemba Islands. A total of 219 training events were delivered to farmer groups. These trainings were carried out in different formats, including field day sessions, field demonstrations, workshops and group discussions, through which 824 people participated. The majority of these participants—58 percent—were women. While the larger field days generate awareness and stimulate interest from farmers, the trainings in smaller groups get into the technical details of how and why the technologies work and stimulate adoption. In addition, a total of 263 technical assistance visits were carried out to the project's farmers. In these visits, the USAID-TAPP agronomists make careful inspection of the plantings, and highlight problems or practices that should be put in place in order to achieve good results. These visits are done throughout the different stages of the cropping cycle and allow the farmers to learn different practices that are required for land preparation, sowing, transplanting, fertilization, irrigation, crop protection, harvesting, and marketing.

5.2 TRAINING OF THE ZANZIBAR NUTRITION COMMITTEES

After presenting the project's main activities and results to the government officials at the Ministry of Agriculture and Natural Resources in August of 2014, the Principal Secretary requested support in training the new Nutrition Committees established in each shehia (ward) of Zanzibar.

USAID-TAPP immediately responded to this request, and coordinated a comprehensive training with relevant government officials. The two-day trainings consisted of a full day workshop on nutrition, which presented the theoretical aspects of nutrition. Along with a full day practical training where members of the nutrition committee prepared different recipes of nutritious foods and beverages that can be easily prepared in their homes. A total of ten two-day trainings were conducted during this quarter, which resulted in 829 members of 24 shehias in both Pemba and Unguja being trained. In these events, representatives from the Food Security and Nutrition Department of the Ministry of Health, and 24 government extension officers were trained as well.



Photo by Fintrac Inc.

USAID-TAPP Health and Nutrition manager, Dorothy Magesse, showing Nutrition Committee members how to fortify chapati.

5.3 BUILDING SUSTAINABILITY THROUGH PARTNERSHIPS

Through its partnerships, USAID–TAPP is making focused efforts to increase farmers’ competitiveness, by building the capacities of its partners.

During the reporting period, ZAIDI (Zanzibar Agricultural Investment and Development Inc.) continued recording increased sales levels of high quality agricultural inputs. This is a clear indication of the steady growth in demand from local farmers in both Pemba and Unguja. ZAIDI has also been present in all of the major field days, promoting and creating awareness of their products.

This month, with support from USAID-TAPP, ZAIDI opened their first shop in a strategic location in Unguja. This will increase the availability and easy access of agricultural inputs to many farmers on the island.

The Practical Training Center (PTC) at Kizimbani Agriculture Training Institute (KATI) was created to transfer updated production technologies to the new generation of agronomists in a “learning by doing” environment. The PTC is also open to the general public and provides an ideal platform for learning and coming in contact with the different agriculture practices. The PTC is designed to be self-sustainable, through the sales of the produce, so these fields and technologies will remain operational beyond the life of the Project.

During this quarter, the PTC was officially launched by the Minister of Agriculture and Natural Resources of Zanzibar. Shortly after, a field day was planned, which attracted over 150 participants to the PTC. During the field day farmers were introduced to modern farming practices for onions, watermelon, sweet pepper, pawpaw, orange flesh sweet potato, and bananas.



Photo by Fintrac Inc.

Thomas Kibwana, USAID-TAPP’s Business Skills specialist, explains the costs of production of watermelon at the PTC Field Day.

KATI will continue to host training events and exhibitions at the PTC, and have begun to integrate its operations into students’ educational curriculum. KATI’s Director, Mohamed Rashid, expects that students will emerge better prepared to serve the horticulture industry after their studies. “This will be very important for the students, farmers, and for all of Zanzibar. Karibu Kizimbani.”

This quarter, USAID-TAPP also initiated the water access capacity building initiative in Zanzibar with its partner SHIPO. SHIPO possesses an innovative drilling technology which uses less labor, and utilizes materials efficiently to produce low cost, yet efficient tube wells or ring wells. SHIPO’s experts identify and work with local drillers, to train them in these technologies, and develop local drillers into qualified service providers. The first two wells were completed in Unguja during the reporting quarter, with two more currently in its final stages. A total of six local drillers are being trained by SHIPO. These will continue providing drilling services in Unguja and Pemba after SHIPO’s work in the isles concludes.



Photo by Fintrac Inc.

ZAIDI’s new shop in Unguja opened its doors to the public in December 2014

ANNEX I: PERFORMANCE AGAINST PMP INDICATORS

Name of the Implementing Agency: Fintrac Inc.	Reporting Period: Q21: October 2014 - December 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, Moshi, Lushoto, 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 – August 26, 2015	Major Counterpart Organizations: Ministry of Agriculture
Principal Target Beneficiaries: Tanzanian Smallholder Farmers	

INDICATOR	TYPE	Achieved Through FY 2014	FY 2015				FY 2015 Achieved	FY 2015 Target	Achieved to Date	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	37,740	144				144	2,260	37,884	40,000	Rural Households
2	Gross margin per hectare of selected product*	FTF 4.5-16	3,101						3,500	3,101	3,500	US\$/Ha/Crop Cycle
Intermediate Result 1: Enhanced Productivity												
3	Percent change in yields of targeted products*	TAPP	148						45	148	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	114,797	12,941				12,941	15,000	127,738		Individuals
			33,702	7,667				7,667		41,369	22,800	Individuals (Male)
			20,991	5,274				5,274		26,265	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	29,549						9,500	29,549	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	57,291						30,000	57,291	21,000	Farmers
			34,754					34,754		12,500	Farmers (Male)	
			22,537					22,537		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	534	2				2	40	536	1,125	Orgs/Assns
Intermediate Result 2: Increased Investment												
8	Value of new client and counterpart investments	TAPP	10.387	0.280				0.280	2.613	10.666	13.000	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	4.303	0.120				0.120	2.000	4.423		US\$ Million
Intermediate Result 3: Improved Market Systems												
10	Value of incremental sales (collected at farm-level) attributed to FTF implementation*	FTF 4.5.2-23	39.04						15.00	39.04	35.00	US\$ Million
11	Value of incremental sales (collected at partner/firm level) attributed to FTF implementation*	TAPP	1.15						1.35	1.15	5.00	US\$ Million
Sub-IR 3.1: Increased Value-Added Processing												
12	Number of new value-added products introduced	TAPP	39	5				5	0	44	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	73	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	1,085	2				2	40	1,087	1,100	Orgs/ Assns

INDICATOR	TYPE	Achieved Through FY 2014	FY 2015				FY 2015 Achieved	FY 2015 Target	Achieved to Date	LOP Target	UNITS
			Q1	Q2	Q3	Q4					
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	64	2			2	5	66	50	PPPs
17	Number of organizations undergoing capacity assessments as a result of USG assistance	TAPP	1,149	4			4	45	1,153	1,150	Organizations
Improved Household Nutrition											
19	Number of beneficiaries with access to home or community gardens	USAID 3.1.9-3	8,457	1,267			1,267	215	9,724	5,500	Beneficiaries
				754			754				Male
				513			513				Female
Gender/Youth Equity Promoted											
20	Percentage of women/youth membership in producer organizations ²	TAPP	40	17			17	40	40	40	Percent (Women)
			24	4			4	30	24	30	Percent (Youth)
Standards											
21	Number of certified farmers	TAPP	1,491	0			0	209	1,491	1,700	Farmers
HIV/AIDS Threat Reduced											
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	PEPFAR P8.1.D	52,380	11,897			11,897	947	64,277	40,000	Training participants
				5,705			5,705				Male
				6,192			6,192				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	11,380	4,958			4,958	153	16,338	6,000	People
24	Number of eligible OVCs provided with a minimum of one CORE care service	PEPFAR C1.1.D	2,863	260			260	210	3,123	2,700	OVCs
				143			143				Male
				117			117				Female
25	Number of households with at least one OVC/MVC provided with a minimum of one economic opportunity/strengthening support	PEPFAR	1,678	114			114	58	1,792	1,700	Households
26	Number of vulnerable households benefiting directly from USG assistance	FTF 4.5.2-14	3,664	120			120	336	3,784	4,000	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 Values reported in Q1 represent the percentages for producer organizations that began working with the project in this quarter.

ANNEX II: PRODUCTION TABLE

Farmer Group	Crop	Area (acres)	Production	Sales (net income) TZS
<i>Arusha Region</i>				
Chemchem FG	Tomato	1	18,000 kg	9,025,000
	Watermelon	0.6	3,500 kg	1,750,000
Garbon	Tomato	1	12,480 Kg	7,800,000
Glend tellis	Onions	4	42,000 Kg	30,900,000
Oitera	Cabbage	0.3	15,000 Kg	1,500,000
	Sweet pepper	0.2	12,000Kg	3,600,000
Shiboro	Cauliflower	0.3	14,000 Kg	2,800,000
Ulonga	Cabbage	0.75	38,000 Kg	3,800,000
Mbuguni	Tomato	2	14,560 kg	6,520,000
Moshono	Sweet pepper	0.0715	3,750 Kg	1,875,000
	Tomato	0.0715	6,000 kg	2,400,000
Kofagro	Cucumber	0.6	6,000 kg	2,400,000
Engosingiu	Onions	1.5	21,000 kg	16,800,000
<i>Tanga Region</i>				
Malindi Producer Group	Sweet pepper	0.07	12,000 kg	6,000,000
Chekeleni Vegetables	Watermelon	1	4500 fruits	1,800,000
Upendo Vegetables Producers Group	Sweet pepper	0.07	1005 kg	5,025,000
	Tomato	0.07	2400 kg	960,000
Kilimo Ni Utajiri	Sweet pepper	0.08	1330 kg	1,540,000
Ruvu Vegetables	Banana	0.5	620 bunches	3,100,000
Manga Social Group	Watermelon	1	8200 kg	2,460,000
	dry Chills	2	1300 kg	3,250,000
Nangare	Watermelon	1	6,500 kg	1,950,000
<i>Kilimanjaro Region</i>				
Harry Matunda	Sweet pepper	0.37	4000 kg	1,796,000
Rudugai grower asociation	Watermelon	1	3,500 kg	1,345,000
Jitume Garden	Cabbage	0,01	1300 kg	1,300,000
Naini	Watermelon	0.5	2500 kgs	1,750,000
Juhudi	Tomato	0.25	1750 kg	2,500,000
Zinduka mugele	Watermelon	0.5	4000 kg	2,800,000
Inuka Magala	Tomato	0.5	291 crates	7,275,000
<i>Manyara Region</i>				
Ebeneza	Watermelon	1	4050 units	8,100,000
	Cucumber	0.25	1,969 Kg	1,772,000
Ashok sisodiya	Banana (high density)	0.5	671 bunches	4,697,000
Dareda	Tomato	0.5	9480 Kg	4,740,000
Kigongani	Tomato	0.17	5560 Kg	3,475,000

Farmer Group	Crop	Area (acres)	Production	Sales (net income) TZS
<i>Mbeya Region</i>				
Juhudi mswisi I	Tomato	1	34,200 kg	1,520,000
Juhudi mswisi 0,5	Sweet Pepper	0.5	8,000 Kg	4,480,000
Igomelo	Tomato	0.7	19,449 Kg	7,992,000
Mashala	Watermelons	0.3	4,842 pcs	2,905,200
upendo	Tomato	0.2	10,920 Kg	2,730,000
umoja	Tomato	0.2	21,680 Kg	8,146,000
Igurusi	Onions	0.5	19,200 Kg	12,000,000
Amken majenje	Sweet Pepper	0.5	5,500 Kg	2,915,000
Lishe kwa wote	Irish potato	0.2	4,800 Kg	1,000,000
Mkombozi Itale	Avacado Seedlings		4000 seedlings	10,000,000
Igurusi	Watermelon	0.2	3,200 pcs	2,400,000
upendo inyala	Tomato	0.5	10,575 Kg	3,760,000
Igomelo	Onions	0.2	3,600 Kg	1,800,000
Ndolezi vegetable group	Cabbage	0.5	8,550 pcs	1,710,000
<i>Iringa Region</i>				
Tupandane Kitowo	Tomato	1	15,750 Kg	5,250,000
Azimio Kitowo	Tomato	0.2	17,460 Kg	3,880,000
	Irish Potatoes	0.2	4,800 Kg	1,800,000
Jitegemee Mlevelwa	Irish Potatoes	0.5	8,400 Kg	3,150,000
Twitange Mlevelwa	Irish Potatoes	1	12,600 Kg	4,770,000
Wende Mkalala	Irish Potatoes	1	10,800 Kg	3,465,000
Tuamke Mtitu	Tomatoe	0.25	8,325 Kg	2,775,000
	Cabbage	0.25	4,022 pcs	804,400
	Onions	0.25	5,400 Kg	3,150,000
Nguvu Kazi	Corn	1	12,000 pcs	2,400,000
Mvanda fg	Cucumber	0.143	18,200 pcs	5,460,000
	Onions	0.5	7200 Kg	5,280,000
<i>Njombe Region:</i>				
Azimio	Irish Potatoes	1	12,840 Kg	4,280,000
	Irish Potatoes	0.5	6720 Kg	2,240,000
Tuondoke	Avacado Seedlings		1,200 seedlings	36,000,000
Muungano wangama	Irish Potatoes	1	13,800 kg	5,175,000



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