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TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 22



January - March 2015

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Cover photo: A USAID-TAPP agronomist from Kilimanjaro shows members of a farmer group how to repair their drip system.

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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 second quarter of FY2015, the program continued to make significant progress towards both annual and overall program goals. To date, the project has reached 39,043 households and will concentrate its last five months on working with existing beneficiary households and partners to strengthen their technical capacities to enable them to maintain sustainable operations beyond project intervention.

On December 16th, 2014, USAID-TAPP was extended by six months, with a new end date of August 26th, 2015. This additional time will provide one more cropping cycle, which will allow USAID-TAPP's beneficiary farmers to apply their newly learned production practices with guidance from the project staff, helping them become more confident. The additional time will also allow USAID-TAPP's partners to complete their activities, resulting in greater impact for the project.

The reporting quarter was characterized by having high prices for fruits and vegetables, due to a limited supply of produce caused by reduced plantings during the dry season. For those who have a reliable source of water, this season is very appealing since there is low pest and disease pressures (ideal conditions for planting), combined with a great market window. The majority of USAID-TAPP farmers who harvested during this season had very high yields, combined with high prices, which, in many cases resulted in farmers registering record sales. Select highlights for the reporting quarter include:

High Level Targets

- **Rural Households Benefiting:** A total of 1,159 rural households joined USAID-TAPP during the reporting period. To date, 39,043 households have benefited from project interventions.
- **Training:** Training 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 6,172 unique trainees. To date, USAID-TAPP has trained a total of 133,910 individuals, exceeding the project's overall target.
- **Market and Trade Development:** Market linkages facilitated by USAID-TAPP increased considerably when compared with the previous quarter. A total of 184 market linkages were facilitated with a value of more than \$250,000 from the sale of 614 tons of various horticultural crops. This represents 3.8 times more sales, and 2.3 times more volume than those facilitated during the October – December 2014 period.
- **Access to Credit:** To date, 232 farmers have received access to credit, for a total of 202,399,788 TZS (\$112,444). During the present quarter, more farmers are finalizing their cropping cycles and are starting to pay back their loans. Repayments this quarter totaled 65,787,409 TZS (\$36,549). With most of the loan recipients currently in the middle of the production process, expectations are that the loan repayment rates will be high.
- **Health and Nutrition Activities:** USAID-TAPP staff and program partners continued enabling farmers to develop home gardens to grow nutritious foods. A total of 265 kitchen

gardens were developed this quarter. The nutrition team and partners trained 3,998 farmers on nutrition basics and the establishment of kitchen gardens.

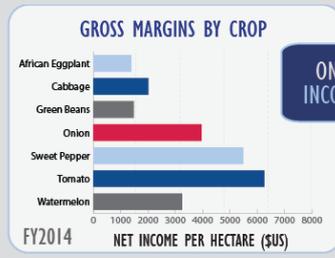
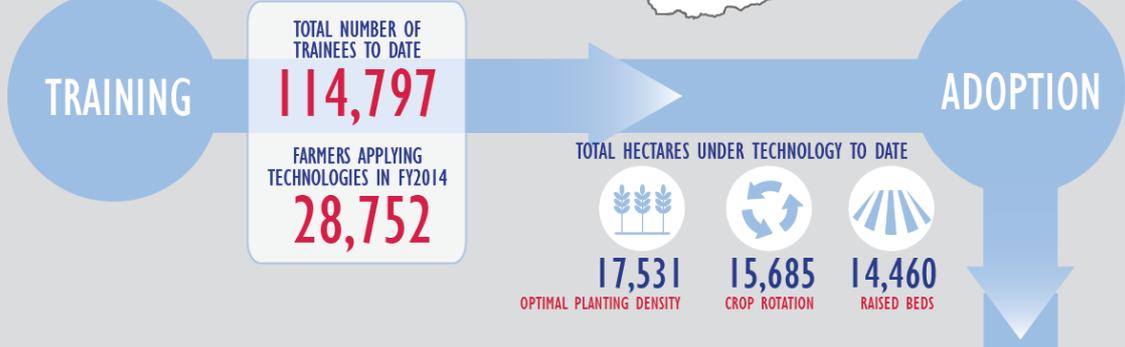
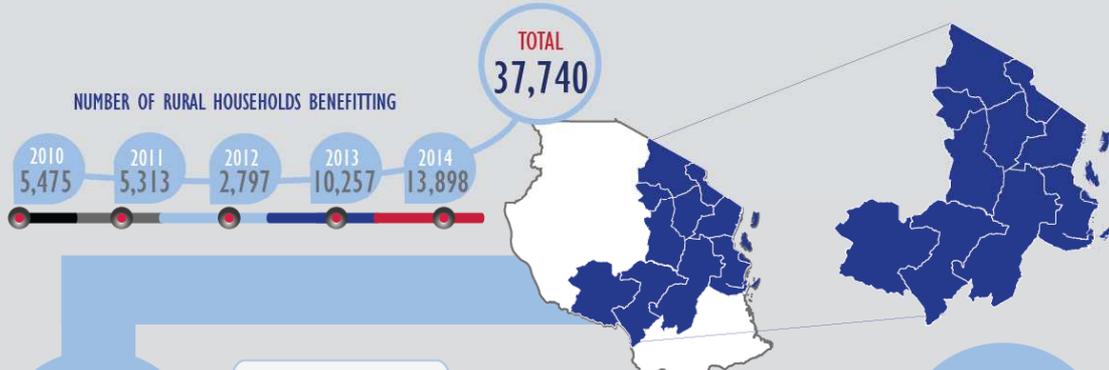
- **New Partnerships:** USAID-TAPP worked with 28 partners this quarter, of which 25 partners will continue their activities through the next quarter. USAID-TAPP's partnership mechanism has proven to be an efficient vehicle to leverage USAID funds. The project spent \$510,755 on partnership programs during this quarter.
- **Access to Inputs:** One of the biggest constraints to smallholder farmers in achieving increased productivity is the lack of access to quality agricultural inputs. To address this, USAID-TAPP is partnering with agricultural input companies to improve access to inputs for smallholder farmers. This quarter, through working with partner ZAIDI, USAID-TAPP demonstrated the safety and effectiveness of three biological products. This work contributed in the Tanzanian government's approval for their commercial use.

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

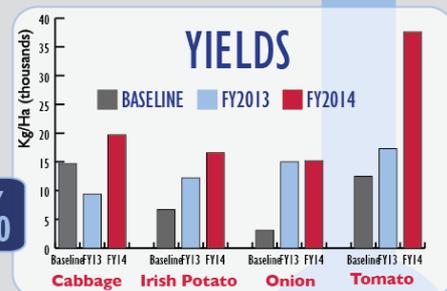
Following is an infographic showing USAID-TAPP's impact for FY 2014, as seen through select indicators.



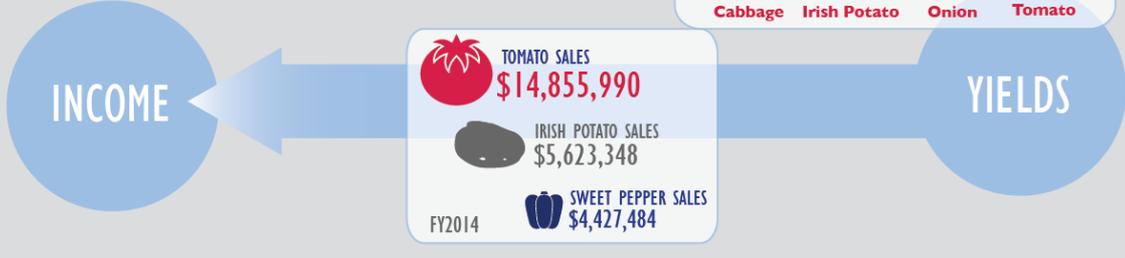
USAID-TAPP BY THE NUMBERS



ON AVERAGE, NET INCOME INCREASED 188%



ON AVERAGE, NET YIELD INCREASED 148%

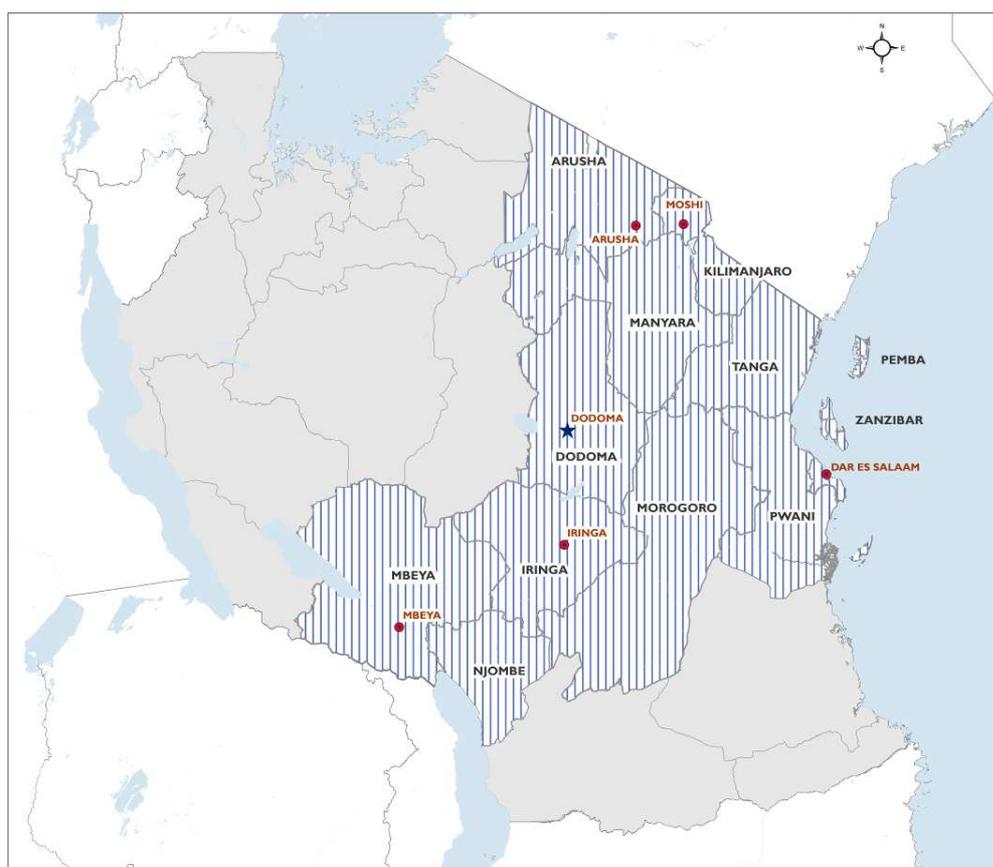


PROJECT DESCRIPTION

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 more than 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:



I. PRODUCTIVITY

To date, USAID-TAPP staff have trained a total of 133,910 participants. This quarter USAID-TAPP held 1,146 trainings in all regions of influence with 8,440 farmers trained, of which 6,172 were trained for the first time this year (59 percent male and 41 percent female). See details below in Table I. The training and technical assistance topics during this period were diverse; topics emphasized were soil liming, correct use of agro chemicals, Integrated Pest Management (IPM), and fertilization.

Table I: USAID-TAPP Trainings by Region

Region	Trainings	Individuals	Males	Females
Southern Zone	205	2,062	1,255	807
Central Zone	284	1,770	1,221	549
Eastern Zone	217	1,512	774	738
Northern Zone	440	3,096	2,028	1,068
Total	1,146	8,440	5,278	3,162

26,050 farmers (16,101 male and 9,949 female) attended these visits.

USAID-TAPP also conducted events centered on bringing agricultural awareness to communities and ensuring USAID-TAPP agronomists are up to date with the latest GAPs and technologies. Two boot camps were conducted this quarter—one in Arusha for the northern and eastern teams of agronomists and one in Morogoro for USAID-TAPP's central and southern teams. Boot camps are an effective way to ensure all USAID-TAPP production staff are teaching the most up-to-date practices and allow staff and members of the community to share tips and success stories with each other.

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 their first cropping cycles, many USAID-TAPP farmers are choosing to build up their individual or group plots. These successful experiences stimulate farmers to start investing in agriculture. Farmer investments range from simple technologies such as working tools and sprayers, to more expensive options such as drip irrigation, bore holes, and reservoirs for large areas; tractors; and land purchase for agriculture. During the reporting period, smallholder farmers invested more than \$164,662 in productive infrastructure and agricultural equipment. The highest investment levels came from the Iringa region, where investments from smallholder farmers totaled nearly \$47,000, followed by the Arusha and Morogoro regions with \$44,829 and \$32,400 respectively.



*Photo by Fintrac Inc.
Trainees at a Tengeru boot camp learn how to conduct a back wash of sand filters.*



*Photo by Fintrac Inc.
Iringa farmer Mr. Malekela shows his brand new tractor purchased from his recent tomatoes sale earnings*

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. The collaboration has led USAID-TAPP to initiate partnerships with several agro input suppliers. Through a partnership with ZAIDI, USAID-TAPP introduced Trichoderma, Basillus subtilis, and Metarrizium (all biological products) from Kenya for trial use purposes. Demo plots have enabled USAID-TAPP and ZAIDI to show these products' effectiveness and harmless which has helped lead the Tanzanian government to approve these biological control products for commercial use. The approval of these products will increase Tanzanian input availability for agrodealers and in turn smallholders (additional details on USAID-TAPP partnerships with agrodealers is available in the Technology Fund section).

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, sweet potato, watermelon, sweet pepper, onion, and Irish potato.

1.1 SELECT RESULTS AT A GLANCE FOR Q2 FY2015

Southern Zone (Mbeya, Njombe, Iringa):

205 trainings were conducted this quarter resulting in 2,062 individuals being trained (1,255 male and 807 female).

Trainings focused on USAID-TAPP promoted technologies and encouraging basic practices such as land preparation, raised beds, hybrid seeds, proper spacing, IPM, pruning, pollination, and fertigation. As USAID-TAPP farmers are seeing results from implementing these basic practices, they are in turn investing and expanding their agricultural practices.

One such group that is using profits to re-invest in their farms is the Mapambano Kware farmers group in Iringa. They registered a record sale from their 1 acre watermelon crop of 17.1 million TZS (\$9,500), producing 8,100 high-quality fruits. They are using the profits to refurbish their farm house for storage purposes and are investing in drip irrigation for their expansion of onion production.



*Photo by Fintrac Inc.
USAID-TAPP agronomist instructing farmer in Mbozi, Mbeya on how to conduct pruning and pollination.*

The Songambe farmers group in Iringa is another example of farmers' success catalyzing expanded agricultural activities. Recently, the Songambe farmer group achieved record tomato sales, yielding 25.8 tons of tomatoes from their 1 acre plot resulting in 16.6 million TZS (\$9,222) in net income, despite the aggressive tuta absoluta infestation in the area. The group is using profits to diversify and expand their farm to include a poultry business. Their horticulture efforts will remain their main priority.

Central Zone (Dodoma, Morogoro):

The Central Zone trained 1,770 individuals (1,221 male and 549 female) through 284 trainings this quarter.

Farmers in the region are also seeing successes and using their increased profits to invest in their farms. The Nyange farmers group in Morogoro are investing in an additional 1 acre plot of tomato and drip kits financed fully by their recent tomato harvest that resulted in a profit of 16.6 million TZS (\$9,222) from a half acre plot of tomatoes. These farmers are typically used to producing sugar cane but after seeing such impressive results with tomatoes they are using the momentum to invest in additional land and agricultural technologies like drip irrigation.

Mr. Said Kilowera, a member of the Jiungeni farmers group in Manza, Morogoro was able to invest in his family's education and make home improvements as a result of implementing GAPs learned by USAID-TAPP agronomists. The improved practices have helped Kilowera produce a yield of 6.8 tons of sweet pepper resulting in a profit of 3.3 million TZS (\$1,833). This income has allowed Kilowera to put his 14 year old daughter back into the Kibosho Girls Secondary School in Moshi after a 1 year delay due to lack of funds, as well as, replacing the roof of his house which had been damaged.



Photo by Fintrac Inc.

Mr. Daniel from Kazi Yangu farmers group, shows off his successful tomato plots during a recent USAID-TAPP field day.



Photo by Fintrac Inc.

USAID-TAPP farmers' children posing in their school uniforms. An example of farmers using profits from successful yields to invest in their children's education.

In addition, USAID-TAPP agronomists conducted a successful field day at the Kazi Yangu farmers group in Morogoro. 147 farmers were trained in GAPs focused on tomatoes. One member, Mr. Daniel Mtili, harvested 23 tons of tomatoes resulting in 63 million TZS (\$35,000) in gross sales after receiving technical assistance from USAID-TAPP agronomists. His impressive results served as a first hand example for his fellow members to implement similar practices.

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

This quarter, 217 trainings were conducted, resulting in 1,512 individuals being trained (774 male and 738 female). Some of the trainings focused on proper crop planning that is led by local market prices.

One example of the crop planning success is the Central Cluster farmers group in Zanzibar. The group was able to implement successful crop planning by planting a new tomato plot every four weeks to cover the December to May market window, which resulted in a sizable income. The group harvested 16 tons of tomatoes with an average of TZS 40,000 (\$22.20) per crate and a yield of 16 million TZS (\$8,889). The group has already invested their profits in an additional 1.5 acre plot fully equipped with drip irrigation. They are currently preparing the soil on their additional plot for tomato, pawpaw, and cucumber.

Miswe Adventure farmers group in the coastal region Mlandizi is a prime example of success after USAID-TAPP intervention. Before USAID-TAPP assistance, the group harvested an average of 3 sacks of okra per week per acre of land. After technical assistance and implementation of GAPs, the group now produces 10-12 sacks of okra per week per acre—a 233 percent increase. This quarter, the group expanded to watermelon production and harvested 5,000 watermelons resulting in a total income of 12.5 million TZS (\$6,944). They are using their profits to invest in drip irrigation systems to continue okra production.

Northern Zone (Tanga, Arusha, Manyara, Kilimanjaro):

The Northern Zone had a productive quarter with 440 trainings conducted, resulting in 3,096 individuals being trained (2,028 male and 1,068 female).

As a result of ongoing USAID-TAPP intervention, farmers are continuing to invest in their farms. Glen Tellis is an example of a successful long-term USAID-TAPP farmer in Arusha. After his most recent tomato sales he was able to purchase 16 acres of land that he is currently equipping with drip irrigation technology. His strong yields and market knowledge have enabled him to achieve a consistent income allowing him to increase his investment in GAPs and land. From working with USAID-TAPP agronomists Tellis has increased his knowledge on the tomato market. This information came in handy during his recent tomato harvest where he received 21 million TZS (\$11,667) from 35 tons of tomatoes. While his yield was not as fruitful as in previous years, his knowledge on tomato market trends allowed him to bargain a good price for his tomatoes which compensated for the lower yields.

The Seguera farmers group in Tanga has also achieved success in working with USAID-TAPP. The group on average was earning around 400,000 TZS (\$222) per acre yearly from orange production. After working with USAID-TAPP they began to grow bananas. This quarter they harvested 1,400 banana bunches on 1 acre of land resulting in 7 million TZS (\$3,889) in total income and around 4.5 million TZS (\$2,500) in net income. After seeing these results the group invested in planting material to expand to three additional acres. Now that the group is more familiar with agriculture technologies and market windows they are positioned to double these earnings.

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 promoted technologies are spreading across the country as more and more farmers experience substantial increases in yields and income. The Practical Training Centers (PTCs) and highly profitable farms in all regions with USAID-TAPP presence are being visited by neighboring farmers and stakeholders. In addition to field days, the past quarter saw various groups visit USAID-TAPP beneficiaries and activities to learn more about the agricultural practices and the impact these have on increasing income and productivity. Visitors have included government officials; top management of the SAGCOT Center; USAID staff; more than 10 leading companies in the agriculture sector in Tanzania; and the primary donors from the Donor Partner Group.

2. MARKET AND TRADE DEVELOPMENT

2.1 MARKET SUPPORT

The USAID-TAPP marketing team continued building the capacity of farmer groups in terms of market knowledge as well as facilitating introductions to potential buyers for farmers to make better choices for selling their products. Program-supported farmers and farmer groups have been trained in market management skills including product quality, crop calendarization, sorting, market information systems, negotiation skills, and knowledge of seasonality and market windows, among other subjects. The training conducted has helped farmers to be more conscious in producing high-quality produce and to attain better prices by programming their plantings for when their crops will be in high demand.

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. Market linkages facilitated by USAID-TAPP increased considerably when compared with the previous quarter. A total of 184 market linkages were facilitated with a value of over \$250,000 from the sale of 614 tons of various horticultural crops this quarter. This represents 3.8 times more sales, and 2.3 times more volume, than those facilitated during the October – December 2014 period.

During the quarter, the main crops sold with support from USAID-TAPP were tomatoes with 89 market linkages conducted for a resulting sale of 319 tons and a value of \$167,100; sweet pepper with 26 market linkages conducted for a resulting sale of 14 tons with a value of \$12,197; and watermelon with 23 market linkages for a resulting sale of 74 tons with a value of \$35,576. Market linkages were made throughout all of USAID-TAPP's regions, with the highest volumes coming from Zanzibar (Pemba and Unguja) with 261 tons sold for a value of \$140,229, followed by Southern Highlands (Iringa, Mbeya, and Njombe) with 202 tons sold for a value of \$36,224, and Arusha with 66 tons sold for a value of \$24,924. Many program-supported farmers were very grateful for USAID-TAPP connecting them with reliable buyers.

3. OTHER CROSSCUTTING THEMES

3.1 HEALTH AND NUTRITION

During the second 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:

- **Nutrition Trainings:** During the quarter, a total of 3,998 farmers (1,920 male and 2,078 female) were trained on nutrition basics and establishment of kitchen gardens in 129 villages/groups. The regions with the highest numbers of trainees were Arusha, Morogoro, and Dodoma. Training details by gender and region are provided in Table 2 below.

Table 2: USAID-TAPP Nutrition Trainings by Gender

Region	# Groups Trained	Male	Female	Total
Morogoro	26	400	381	781
Tanga	14	64	102	166
Iringa	14	111	181	292
GSC–Arusha	14	397	356	753
Arusha	13	306	246	552
Dodoma	13	248	444	692
Mbeya	11	126	124	250
Dar/Pwani	9	71	60	131
Njombe	7	43	53	96
GSC–Manyara	4	77	106	183
RSTGA-Mbeya	4	77	25	102
TOTAL	129	1,920	2,078	3,998

- **Kitchen Garden Establishment:** A total of 265 kitchen gardens were established during the reporting period. These provide a wide range of nutritious vegetables in a small production area, which is usually within the household plot. The Northern region established the highest number of kitchen gardens, with 130, followed by the Southern Highlands with 111.
- **Dissemination and Promotion of Orange-Flesh Sweet Potato (OFSP) Vines:** USAID-TAPP has continued promoting the consumption and availability of OFSP in all communities. Trainings have included cooking demonstrations and awareness of the nutritional properties of OFSP. In addition, a total of 18,020 OFSP vines were distributed to 26 farmers groups. These farmers will reproduce the vines,



*Photo by Fintrac Inc.
Women attend an OFSP cooking demonstration in Lushoto,
Tanga region.*

and disseminate them in their communities for increased availability of the vegetable.

- **Partner Capacity Building:** The Global Service Corps (GSC) field staff received nutrition training from USAID-TAPP in order to build the team's capacity to hold cooking demonstrations and farmers trainings. The GSC field staff team was trained on basic messaging for community nutrition, essential vitamins and minerals, nutrition requirements of different groups, and how to talk to the farmers. Theory was taught during the first day of training, and the second day was cooking demonstrations during which different recipes containing OFSP were prepared. Feedback from the GSC team showed that the information was positively received and that the training was very useful. On the third day, the participants and facilitators visited one of the villages where GSC worked, and observed the communication between farmers and facilitators. The team was advised on how to communicate effectively with farmers and how to tackle field challenges.



Photo by Fintrac Inc.
USAID-TAPP nutrition manager Dorothy Magesse trains GSC staff on keyhole garden establishment.

“This training is very useful as we can now provide informed nutrition training to community.”
- Euphrasia Fortunatus, GSC Volunteers’ Coordinator.

“Whenever I teach nutrition, I will be demonstrating the vegetable preparations and OFSP cooking.”
- Gladness Kampa, GSC Community Facilitator

“The keyhole garden is a new style of garden but very useful and helpful as it needs minimum management. I have established two more keyhole gardens at my home.”
-Lydia Nyiti, GSC beneficiary farmer at Mbuguni

- **Family Drip Kits:** USAID-TAPP partner Rungwe Small Tea Growers’ Association (RSTGA) continued disseminating family drip kit technology, which saves labor and water, making the keeping of a kitchen garden easier, especially for women. During the quarter, seventy families established the family drip kits with support from RSTGA.



Photo by Fintrac Inc.
Farmers install drip irrigation lines distributed through USAID-TAPP partner RSTGA.

3.2 BUSINESS DEVELOPMENT SERVICES (BDS)

Building Farmer Capacity on Business and Technical Skills

USAID-TAPP provided training for smallholder farmers and farmer groups on business skills, such as farm planning, crop costing, record keeping and the uses and benefits of records kept, loan acquisitions, and financial management. The business skills training package helped farmers understand the concepts of “farming as a business” and treat farming as an independent enterprise. A total of 1,362 farmers (807 male and 555 female) were trained during a total of 126 training events delivered this quarter. In addition, a total of 279 technical assistance visits occurred with 2,010 individuals (1,297 male and 713 female) benefiting from them.

Juhudi farmers group, located in Mlalo village in Kongwa district of Dodoma, were trained on farming as a business, entrepreneurial skills, and principles of agribusiness management this quarter. A major emphasis was placed on crop calendarization (what and when to produce), analysis of production costs for different crops, analysis of revenue and cost profit, and planning for the next cropping after the current harvest. Participants were eager to learn more about the subjects being taught; they asked questions about crop calendarization and most were discouraged from producing maize due to the effects of unpredictable weather and the lower price offered for maize at market. The trainings encouraged the farmers to think about diversification into higher value crops as a way to increase their income.

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 viable financing institutions to finance smallholders engaged in horticultural farming. To date, a total of 232 farmers have received access to a total of 202,399,788 TZS (\$112,444) in credit. During this quarter, an additional 15 farmers were supported through access to loans. In the current quarter, farmers are finalizing their cropping cycles and are starting to repay their loans. USAID-TAPP business development specialists, together with the financing institutions, are following up on repayments, and a total of 65,787,409 TZS (\$36,549) has been repaid to date, as illustrated in Table 3. With most of the loan recipients currently in the middle of the production process, expectations are that loan repayment rates will be high.

For many farmers, being able to access finance has meant a lot, since it has enabled them to grow at a faster pace. For the Kazi Yangu farmers group based in the Morogoro region, a loan of 4.56 million TZS (\$2,533) from Opportunity International enabled them to grow 2 acres of tomatoes under improved practices with high-quality inputs. The group harvested more than 37,000 kg which was sold at an average of 1,300 TZS (\$0.72) per kilogram, resulting in revenue of 49.6 million TZS (\$27,556). The group was able to repay the total loan of 5.38 million TZS (\$2,989) (including interest) after just the second harvest. Their crop is still growing, and is expected to end in late June. The group’s farmers were grateful to USAID-TAPP and the financing institution for providing them with access to credit, and they are looking forward to continued support from the program and Opportunity International.

Table 3: USAID-TAPP Financing Institutions Loan Repayment by End of March 2015

Financing Institution	Loan Amount (TZS)	Interest charged (TZS)	Total loan with interest (TZS)	Amount repaid (TZS)	Amount remaining (TZS)
Green Light SACCOS	8,000,000	960,000	8,960,000	4,130,000	4,830,000
Opportunity International	23,888,200	3,851,628	27,739,828	3,282,729	24,457,099
Mafinga SACCOS	27,150,000	3,258,000	30,408,000	9,317,000	21,091,000
NJOCOBA	10,570,000	1,331,820	11,901,820	-	11,901,820
MUCOBA	8,500,000	1,275,000	9,775,000	1,266,000	8,509,000
KIWIRA SACCOS	24,050,000	3,030,300	27,080,300	8,830,000	18,250,300
Nshara SACCOS	4,500,000	540,000	5,040,000	-	5,040,000
Meru Community Bank	49,477,588	4,790,207	54,267,795	24,666,000	29,601,795
Arusha Soko Kuu	46,264,000	5,551,680	51,815,680	14,295,680	37,520,000
Grand Total	202,399,788	24,588,635	226,988,423	65,787,409	161,201,014
Percentage			100%	30%	70%

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.



Photo by Fintrac Inc.

Farmer group leaders attend an in-house training on group management in Njombe in February.

3.3 TECHNOLOGY FUND

Farmers supported by USAID-TAPP regularly witness the benefits of adopting GAPs, though many 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.

During this quarter, USAID-TAPP technology funds supported a demand-led expansion of Tanzania's network of service providers who sell inputs and infrastructure endorsed by the project. While most farmers are prepared to apply GAPs on their farms, many have had limited exposure to established agricultural service providers. In other cases, technologies and infrastructure on the market remain expensive or only occasionally available.

USAID-TAPP set out to change this in 2015 by ensuring these services and products are embedded into private sector business models and distribution networks accessible to smallholders. These efforts are particularly important as USAID-TAPP prepares for the project's conclusion in August.

Production Inputs: Voucher Program

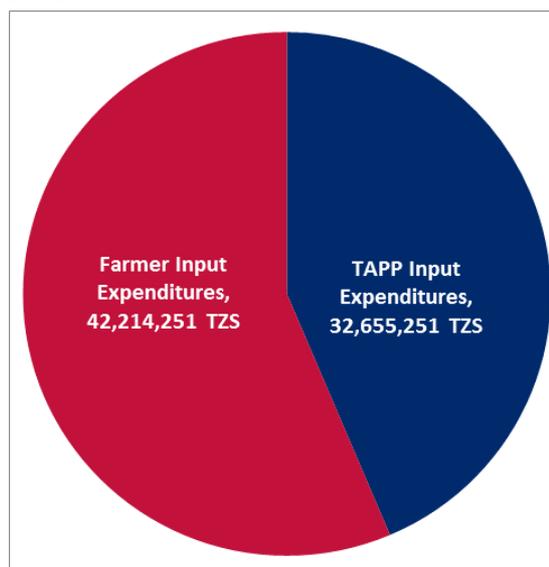
USAID-TAPP continued to expand the scope and impact of the voucher program developed in partnership with Kibo Trading. Under the partnership, Kibo has expanded its network of retail outlets selling high-quality seeds, fertilizers, and crop protection products, accompanied by training and support from their staff agronomists. While this introduced more Kibo shops to the rapidly-expanding smallholder market, USAID-TAPP stimulated demand by issuing discount vouchers to horticulture farmers who are ready to scale up their commercial production. The discounts ranged from 25-50 percent, depending on the product.

Farmers' agronomic skills continue to improve, but many have never devoted funds to horticultural production on this scale. Even if they have, many are tempted by low-cost, but frequently poor quality products available in the market. USAID-TAPP's discounts play a key role in:

- Reducing the financial risk of embarking on a business venture that farmers often find intimidating.
- Ensuring that their money is spent on high-quality, strong-performance inputs.
- Nurturing personal, sustainable relationships between farmers and established input dealers.

During the quarter, Kibo reported sales of inputs valued at 74.8 million TZS (\$41,556) throughout their network of eight shops, with farmers mobilizing 42.2 million TZS (\$23,444) (after discount) toward their costs of production. Most of this can be considered new sales to new clients, as horticultural inputs, especially seeds, previously made up only a small fraction of Kibo's core sales.

Figure 1: Expenditures under voucher program



Quarter three will include a transition into the voucher program's second phase, which encourages input payment using Tanzania's thriving mobile money networks. This will also include an expansion of the number of service providers under the program as well as the variety of products, including drip irrigation kits.

Greenhouses: USAID-TAPP's Preferred Model Finds its First Permanent Home



Photo by Fintrac Inc.

Affordable Greenhouse Limited has integrated TAPP's unique greenhouse model (pictured above) into its portfolio of products. Low-cost local materials and the zenith-roof design make it an ideal model for smallholder farmers.

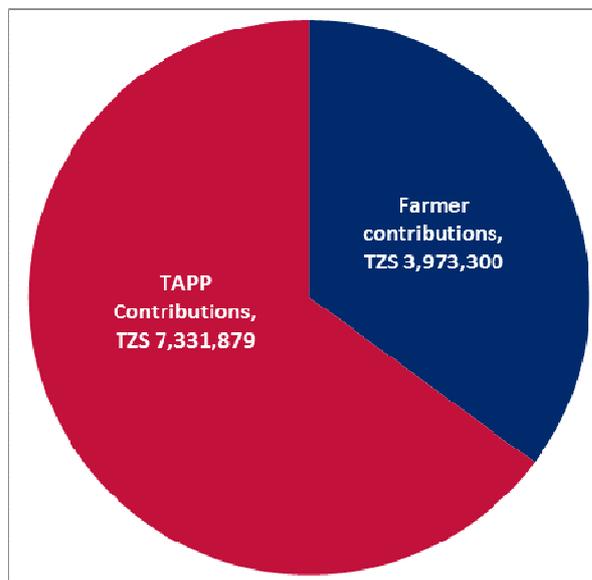
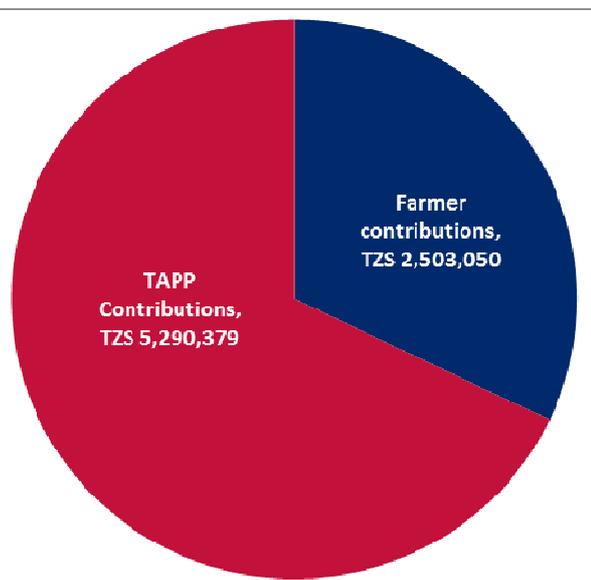
In March 2015, USAID-TAPP signed a subcontract with the first company to market and sell low-cost wood-frame greenhouses in Tanzania. After initially being developed and promoted in Kenya, Affordable Greenhouse Ltd. (AGL) has been promoting its own design in Tanzania since 2014. Importantly, its clients benefit from monthly technical visits from the company's agronomists.

With its zenith-roof design and reliance on local timber and materials, AGL's greenhouses are quite similar to those promoted by USAID-TAPP, though USAID-TAPP's agronomic team still prefers its own model due to the ideal dimensions and construction specifications.

In the interest of ensuring that the USAID-TAPP model and corresponding GAPs continue to be promoted after the project's conclusion, USAID-TAPP and AGL initiated discussions to integrate the USAID-TAPP design and agronomic curriculum into AGL's package of products.

During April-May 2015, AGL will install nine greenhouses throughout the southern highlands (Iringa/Mbeya regions), which will be managed by USAID-TAPP's most dynamic and enterprising farmers. These farmers have been selected through a list of criteria, including past performance, capacity to invest, commitment, availability of water, and quality of their land for greenhouse production. This represents an expansion of AGL's marketing zone, as the company previously had limited exposure in this region.

Throughout the process, USAID-TAPP will collaborate closely with AGL to ensure that USAID-TAPP's construction and agronomic standards are embedded into the company's product portfolio, so that USAID-TAPP's greenhouse technologies remain available long after the project's conclusion.

Figure 2: Large greenhouse investment**Figure 3: Small greenhouse investment**

Sand Filters: New Entrepreneurs Developed

USAID-TAPP has previously reported on its collaboration with USA River-based metalworker Salim Hussein Mbugoni to develop an alternative model sand filter that is more accessible to the smallholder market, priced at an affordable 798,500 TZS (\$443). He has already shared his knowledge with Salim Kiyeyu, whose workshop is based in Iringa, in an effort to improve the services available.

During this reporting quarter, both technicians began to fulfill new orders of five filters, each of which will facilitate new seasonal production among USAID-TAPP farmers. Technology funds continue to support these as co-investments with farmers, who procure the equipment and accessories required for installation (average value of 298,500 TZS, approximately \$165). This represents an effort to maintain demand for the manufacturers, allowing time for them to improve efficiency and marketing and for farmers to increase their understanding of the filter's utility and operation.

Shallow Wells: Bringing local drillers into the mainstream

To date, USAID-TAPP has supported the installation of 74 shallow wells throughout Tanzania.



*Photo by Fintrac Inc.
USAID-TAPP supported alternative model sand filter being built.*

This quarter concluded USAID-TAPP's collaboration with the Southern Highlands Participatory Organization (SHIPO), who was responsible for building local drilling teams in several regions of the country.

As a result of this training, 61 young men have become increasingly skilled technicians, prepared to market their services not only to smallholder farmers, but to established drilling companies seeking local contractors. During this reporting quarter, USAID-TAPP has drawn on the expertise of its in-house

water engineer to design the framework for mainstreaming them into drilling companies as local contractors. As a result, the next contract for shallow well construction will



Photo by Fintrac Inc.
SHIPO technicians drill to complete the construction of shallow wells under USAID-TAPP partnership

Table 4: USAID-TAPP Trainings in Good Construction Practices

USAID-TAPP Agronomist Post	Number of trainees
Babati	6
Iringa	6
Karatu	6
Kilombero	6
Mbeya-Mbozi	13
Mkuranga/Dar es Salaam	6
Mpwampwa	6
Moshi	6
Unguja	6
Total	61

be administered by water extraction companies with the capacity to provide drillers with:

- continued supervision and training by qualified engineers and hydro-geologists;
- validation of their drilling techniques by relevant authorities; and
- certified compliance with applicable regulations/standards for construction and water-use permits; while ensuring:
- limited expense to USAID-TAPP;
- development of smallholder-oriented low cost drilling units within drilling companies;
- appropriate use of the country's drilling capacity and resources; and
- continued availability of the local teams for direct contracting by smallholder farmers

This new phase of shallow well installation is set to launch during the coming quarter.

Practical Training Centers (PTCs)

This quarter, the practical training center at the Horticultural Research and Training Institute (HORTI) – Tengeru hosted a field day where more than 500 farmers, students, and stakeholders from the private sector gathered to witness modern practices and technologies that result in profitable horticultural yields. The event, held on March 5, was the culmination of months of preparation by HORTI-Tengeru's staff and students, who are personally responsible for maintaining the farm and adherence to GAPs.

Students at HORTI-Tengeru normally spend much of January-March at internships out of the classroom gaining practical work experience. This year, academic leaders declared that all students would carry out their field practical training at the PTC. The school's principal, Juma Shekidele, explained: "We came to recognize that the students will earn as much experience on our farm as they will anywhere else... probably even more! So we preferred that they stay here. You can imagine how prepared they will be to work in the horticulture sector."

The students demonstrated that they had done their homework—during the field day, they were responsible for leading the group training sessions, with support from USAID-TAPP and TAHA agronomists. At learning stations throughout the 4 acre farm, students and agronomists taught farmers about a range of GAPs and technologies that improve productivity for the six crops being grown on site.

Ms. Anne Assenga, director of training from the Ministry of Agriculture, Food Security, and Cooperatives, was pleased to witness the progress at the site, as she and her colleagues championed the PTC initiative within the ministry early in its development. "This has come a long way, and it is now something very impressive; the students are clearly taking this work seriously. I would love to see this at our MATI [Ministry of Agriculture Training Institute] sites nationwide."

More than ten agro-input dealers were present to showcase their hybrid seeds, tissue-culture planting material, fertilizers, crop protection products, and irrigation equipment. Events like this serve as an opportunity to engage directly with some of the most dynamic and entrepreneurial farmers in the smallholder input market.

By combining advanced production practices, collaborative student training, and advanced technologies from private sector partners, HORTI-Tengeru has demonstrated how PTCs will play an increasingly important role in Tanzania's horticultural training capacity going forward.

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.

4.1 PARTNER ACTIVITIES IN NORTHERN TANZANIA

Capacity Building and Market Linkages: Natural Extract Industries (NEI)

In this quarter, NEI continued to expand the area under vanilla production by distributing 617 vines to 89 farmers, of which 55 were new to the program (28 female, 27 male). Improved production practices were shared through vanilla cultivation and husbandry trainings to 527 farmers.

Since the beginning of the partnership, NEI has distributed 27,500 vanilla vines to 1,260 farmers in Arusha and Kilimanjaro. Their method of using local community champions has greatly facilitated these outreach efforts.

More than \$3,000 has been invested by the company in renovations and modifications to leased premises for producing extracts and flavors. Additionally, a second extraction line was commissioned, which has more than doubled extraction capabilities.

With USAID-TAPP support, a vanilla processing manual has been published for use by the local industry. This is an applied manual that takes the reader through the various processes of taking green vanilla beans and converting them to export quality Bourbon vanilla pods. The manual was written by a USAID-TAPP funded Ugandan consultant, and added to by a consultant team funded by USAID's Farmer-to-Farmer program.



*Photo by Fintrac Inc.
Natural Extract Industries' Processing Manager testing the new extractor.*

Technology Transfer and Inputs Promotion: EcoAgriConsult

A total of 192 farmers were trained in the establishment of tissue culture banana farms, OFSP multiplication tunnels, and field multiplication for OFSP this quarter. In addition, linkages with government and non-governmental organizations continued to be strengthened, making EcoAgriConsult one of the key stakeholders in OFSP promotion and dissemination. As one example, TAHA and the Babati district council have begun purchasing vines for their farmers and households.

This quarter, farmers invested a total of 5 million TZS (\$2,778) in clean tissue culture banana/OFSP planting materials. Three sites for clean OFSP vine multiplication were established and 6,600 vines were distributed to farmers.

On March 5th 2015, EcoAgriConsult, in collaboration with USAID-TAPP, participated in a farmers field day at the HORTI-Tengeru PTC. This event gave EcoAgriConsult the opportunity to sensitize small-scale farmers, students, NGOs, and officials from



Photo by Fintrac Inc.

At the Horti-Tengeru farmer's field day, a child enjoys cooked OFSP. On the right, Wilfred Mushobozi, Managing Director at EcoAgriConsult stands in front of one of his company's OFSP kiosks.

Ministry of Agriculture on the benefits of using tissue culture banana and OFSP. Significant interest was generated and EcoAgriConsult was able to sell 10,000 vines to farmers and other organizations.

EcoAgriConsult has begun introducing OFSP kiosks at local markets in Arusha. These colorful kiosks represent the focal point of an effort to marry growing consumer interest in OFSP with coordinated field production to meet market needs. EcoAgriConsult continues to invest in expanding their production facility this quarter, with 13,090,000 TZS (\$7,800) being spent on a new greenhouse as well as a water tank reservoir for hardening of the tissue cultured plants.

Business Development: Positive International

This quarter, Positive International's main activities included the identification of new franchises and the establishment and stocking of their shops as part of the pilot program to increase availability of inputs in rural areas. The franchises established under this initiative to date are seen in Table 5 below:

Table 5: Franchises Established under Positive International

Franchise Name	Town	District	Region
Selela	Selela	Monduli	Arusha
Majengo agrovet	Mto wa mbu	Monduli	Arusha
Scavika agrovet	Mang'ola	Karatu	Arusha
Engaruka agrovet	Engaruka	Monduli	Arusha
Galapo agrovet	Galapo	Babati	Manyara
Nakwa-bagala agrovet	Babati	Babati	Manyara
Mtambo agrovet	Rundugai	Hai	Kilimanjaro
Mkungani agrovet	Mbuguni	Arumeru	Arusha
Ezem agrodealer	Mang'ola mbuga nyekundu	Karatu	Arusha
Mandoro agrovet	Babati	Babati	Manyara

Additional franchises are being selected to expand the network into other districts where USAID-TAPP operates. These shops are both helping Positive International grow their business and also fulfilling USAID-TAPP's mandate of making quality agricultural inputs and technologies available to farmers in all project areas.



Photo by Fintrac Inc.

Photo on left was before the introduction of franchise shops. Photo on right is a new franchise shop stocked with high-quality products in Babati-Gendi.

Positive International has changed its approach with its latest extension under USAID-TAPP. Previously, the company focused on visiting individual farmer groups, training them, and selling goods through van sales. While this approach was largely successful, it could not be scaled commercially. This new approach relies on the franchise shops being the main source of technical support and advice. In addition to training the owners of the stores in agronomic, business, and safe pesticide use practices, Positive International is also helping establish demonstration plots, associated with the franchise stores, to bring a practical element to their farmer support. This quarter, a total of 149 people associated with the shops from Machame, Rundugai, Mbuga Nyekundu, Selela, and Lushoto received training on product usage, customer care, business, and marketing. Four demonstration plots were established in USAID-TAPP's northern regions over the last three months.

The opening of the franchise shops has resulted into an increase in Positive International sales. In March 2015, Positive International recorded its highest sales since its partnership with USAID-TAPP began.

Nutrition: Global Service Corps

This quarter, 753 individuals in Arusha and 183 farmers in Manyara were trained on nutrition and HIV/AIDS prevention. Topics included practical training on home gardens, tree nursery establishment, and use of OFSP.



One of the haffirs constructed by GSC in Mbuguni.

A total of 164 keyhole gardens, 40 haffirs, and 164 tree nurseries were established this quarter. Of these, 74 gardens, 18 haffirs, and 74 tree nurseries were set up for vulnerable households.

4.2 PARTNER ACTIVITIES IN SOUTHERN AND EASTERN TANZANIA

Capacity building and Market Linkages: Mariet Natural Foods Co. Ltd (Mariet)

Mariet is a woman-owned small processing company based in Njombe region. The company has strong ties with MUVI, a government extension program, which has allowed access to a network of 3,000 farmers and their crops. Prior to USAID-TAPP intervention in early 2014, Mariet was only able to process small quantities of tomatoes and therefore was unable to benefit from the MUVI linkages. However, since receiving USAID-TAPP support, the company has moved to new facilities and with new machines and is able to process more tomatoes and access additional markets.

This quarter, increases in Mariet's sales continued with total sales reaching 14,415,100 TZS (\$8,008), as compared to last quarter's sales of 8,840,595 TZS. Recently, there was an industry-wide increase in market price for processed tomato products. Companies like Dabaga, Red Gold, and Ivory have increased their prices and Mariet has followed. During the last month, the price of sale has gone up 20-25 percent, depending on the product. While there has been a price increase, Mariet products remain some of the cheapest and the company's sales remain strong.

Mariet invested 3.9 million TZS (\$2,166) in further developing their factory this quarter, with upgrades to the water supply system (refurbishing and deepening of the well) and the product cooling system (purchase and installation of two cooling tanks).

Value Addition" Cheetah Development of Tanzania Ltd. (Cheetah)

Cheetah is an Iringa-based company introducing postharvest drying technologies to Tanzanian farmers that enable them to transform fresh produce into dried value-added products that can be commercialized throughout the year. The solar dryer that they market is an efficient design that received some technical assistance from the University of Minnesota. Cheetah has developed a corresponding food processing and marketing arm that is geared to provide a ready market for the farmers' dried produce.

This quarter, Cheetah collaborated with a number of food value addition stakeholders including TFDA, TAHEA, and Iringa Tomatoes Growers Association, to create linkages with farmers (customers) and ensure that dried products abide to national standards without jeopardizing the nutritional content. Cheetah is also in the process of partnering with Call Africa and Agrónomos Sin Fronteras Foundation (ASF) to promote the drying technology and develop additional market linkages in Africa.



*Photo by Fintrac Inc.
Trainers demonstrating dried pineapple to participants.*

The company trained 546 (234 youth) entrepreneurial farmers this quarter on the production of quality dried food products using the solar dryers. The company sold 20 dryers for a value of 10 million TZS (\$5,555) and purchased 150 kg of dried food with a value of 790,000 TZS (\$439).

Processing: Nature Ripe Kilimanjaro Ltd (Nature Ripe)

Nature Ripe is a well-known Dar es Salaam-based company manufacturing and selling mango pickles, roasted cashew nuts, and other products to domestic and international markets. USAID-TAPP is helping the company establish a mango fruit juice production facility, as well as helping promote the expansion of export quality mango varieties in Tanzania, through the company's improved varieties nursery and farmer trainings.

This quarter, USAID-TAPP continued supporting the development of Nature Ripe's new processing factory in Mkuranga district through the facilitation of visits to the company from USAID-TAPP's processing and marketing consultants. Nature Ripe is coordinating with the Dutch engineers who designed the fruit juice machines for them to come to Tanzania and install the juice line in the next few months. Investments by the company totaled \$12,000 this quarter.

Technology Transfer and Inputs Promotion: Zanzibar Agricultural Investment and Development Inc. (ZAIDI)

ZAIDI is an agro-input and technology distribution company in Zanzibar, looking to promote GAPs and provide appropriate technologies and inputs to smallholder farmers.

Since the completion of their new retail outlet in Unguja, ZAIDI's sales have steadily increased (month-to-month sales increases for the quarter are shown in Table 6 below.) March's sales show that ZAIDI is also increasing its product range and adding two new product lines. USAID-TAPP funded a management consultancy for ZAIDI and one of the main conclusions was that the company needed to diversify its range of products to offer a complete production package for the farmers.

The ZAIDI model farm is progressing well and was the site of some high profile visits from the Zanzibar Ministry of Agriculture. Further technical support to ZAIDI was provided by USAID-TAPP's technical grants manager, who trained staff on marketing strategies, stock keeping, and agronomy.

Table 6: ZAIDI Product Sales

Product Type	Sales (TZS)			
	January 2015	February 2015	March 2015	Total
Seeds and Seedlings	1,756,500	1,420,000	3,568,000	6,744,500
Pesticides	1,896,700	3,224,000	1,613,000	6,733,700
Fertilizers	0.00		1,121,000	1,121,000
Biological Products	-		21,000	21,000
Total	3,653,200	4,644,000	6,323,000	14,620,200

Nutrition: 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. RSTGA uses a percentage of its profits from tea production to provide its members with extension services, access to inputs, and community development initiatives, including HIV/AIDS programming. RSTGA works with USAID-TAPP to improve household nutrition and income of HIV/AIDS smallholders in Rungwe.

RSTGA initially focused on delivering nutritional support to 475 HIV/AIDS affected member households. During the last quarter, the association made the decision to promote proper nutrition amongst all its members. To assist in this shift, USAID-TAPP contributed 369 micro drip kits (20m²) and helped with the placement of a nutrition specialist to work with the association. With the rainy season coming to an end, the drips kits will help sustain production through the upcoming dry months. The drip kit installation went hand in hand with OFSP trainings and cooking demonstrations facilitated by EcoAgriConsult, USAID-TAPP's partner on tissue culture bananas and OFSP, based in Arusha. The EcoAgriConsult trainings were conducted in the 8 main focus areas, and an OFSP multiplication site



*Photo by Fintrac Inc.
RSTGA agronomist, Eric Kihwili, showing farmers and the USAID-TAPP grants manager how to install the micro drip irrigation kits.*

was established in each. USAID-TAPP has worked to establish these types of linkages between partners and other horticulture value chain actors.

5. ZANZIBAR ACTIVITIES

5.1 PRODUCTION ACTIVITIES

As USAID–TAPP is in its last year of implementation the project is not recruiting new farmers. Instead, USAID–TAPP is focusing on supporting existing farmers on their production activities, to ensure that these technologies become very familiar to the farmers so 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 167 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, and a total of 1,312 people participated (59 percent higher than the previous quarter). Just over half of the participants - 51 percent - were women. While the larger field days generate awareness and stimulate interest from farmers, trainings in smaller groups are able to focus on the technical details of how and why the technologies work, and stimulate adoption. In addition to trainings, a total of 349 technical assistance visits were carried out for 1,875 farmers. During these visits, the USAID–TAPP agronomists conduct 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 stages of the cropping cycle, and allow the farmers to learn the different practices that are required, ranging from land preparation, sowing, transplanting, fertilization, irrigation, crop protection, and harvesting to marketing.

During the quarter between January and March, it is very typical to see high volumes of horticultural imports coming from the mainland, given the limited harvests occurring during this time in the Unguja and Pemba Islands. This season, buyers and government officials in Zanzibar noticed large volumes of fruits and vegetables being supplied by local farmers to the main markets in Unguja, replacing imports from the mainland. The majority of these products were supplied by USAID–TAPP assisted farmers.

One example is Ramadhan Ali Juma, from the central cluster. Prior to USAID–TAPP support, he could barely earn 1 million TZS (\$555) from his 2.5 acre farm, causing him to fall into serious debt. In early January, he finished harvesting his tomato field from which he earned over 128 million TZS (\$71,100).



Photo by Fintrac Inc.

Left: Tomatoes harvested from a mature tomato field from the Central Cluster group being taken to the market, while new tomatoes (right) are being grown, for continuous supply to the main markets in Zanzibar.

Knowing that this market window is excellent, he calendarized a second planting of tomatoes to continue supplying loyal buyers in February and March. This second crop gave him and his group an additional 16 million TZS (\$8,888). Similarly, other USAID–TAPP supported farmers, such as those from Jitahidi Ufaidi farmers group, maintained beautiful, high yielding fields to supply the Zanzibar market during this critical season. Other Zanzibar groups supplying the local markets were Fikra Zetu, Mshikamano Manzes, Mshikamano 3, Salum Seif, Pagali, Twende Pamoja, and CBR Kisauni. They supplied okra, tomatoes, watermelon, pineapple, eggplant, and banana.

5.2 NUTRITION ACTIVITIES

After presenting the project’s main activities and results to government officials at the Ministry of Agriculture and Natural Resources in August 2014, the principal secretary requested support in training the new nutrition committees established in each Shehia (ward) of Zanzibar.

USAID-TAPP carried out a total of ten 2 day trainings to the nutrition committees during the first

quarter of FY2015. During the second quarter, the USAID-TAPP nutrition team followed up with the nutrition committees, who have provided good feedback on the adoption of OFSP and moringa into their diets, as well as the adoption of sack gardens to produce a wide range of vegetables to improve dietary diversity.



Photo by Fintrac Inc.
USAID – TAPP Health and Nutrition Manager,
Dorothy Magesse receives feedback from a Shehia in
Unguja.

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.



Photo by Fintrac Inc.
Abdullahi Yahie, owner of ZAIDI, and his employees proudly pose
in front of his new retail shop in Unguja.

During the reporting period, ZAIDI (Zanzibar Agricultural Investment and Development Inc.) continued recording increased levels of sales of high quality agricultural inputs. This is a clear indication of the steady growth in demand from local farmers in both Pemba and Unguja. This quarter, ZAIDI also introduced two new product lines: fertilizers and biological controls. By increasing its array of agricultural inputs, ZAIDI is better positioned to provide complete agricultural solutions to client farmers.

The 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 observing and learning the different improved agriculture practices. The PTC is designed to be self-sustainable through the sales of its produce, so these fields and technologies will remain operational beyond the life of the project.

This quarter, the PTC maintained its fields in very good condition, demonstrating to the students and the general public the true potential for production of high quality fruits and vegetables on the island.

KATI will continue to host training events and exhibitions at the PTC, and has begun to integrate its operations into the students’ educational curriculum.

ANNEX I: PERFORMANCE AGAINST PMP INDICATORS

Name of the Implementing Agency: Fintrac Inc.	Reporting Period: Q22: January 2015 – March 2015
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	1,159			1,303	2,260	39,043	40,000	Rural Households
2	Gross margin per hectare of selected product*	FTF 4.5-16	3,750						3,500	3,750	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	6,172			19,113	15,000	133,910		Individuals
			33,702	7,667	3,650			11,317		45,019	22,800	Individuals (Male)
			20,991	5,274	2,522			7,796		28,787	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	0			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	0.378			0.657	2.613	11.044	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	0.231			0.351	2.000	4.654		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 ²	TAPP	1.15		3.92			3.92	1.35	5.07	5.00	US\$ Million
Sub-IR 3.1: Increased Value-Added Processing												
12	Number of new value-added products introduced	TAPP	39	5	0			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	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	0			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	0		2	5	66	50	PPPs
17	Number of organizations undergoing capacity assessments as a result of USG assistance	TAPP	1,149	4	0		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	681		1,948	215	10,405	5,500	Beneficiaries
				754	358		1,112				Male
				513	323		836				Female
Gender/Youth Equity Promoted											
20	Percentage of women/youth membership in producer organizations ³	TAPP	40	17	39		39	40	40	40	Percent (Women)
			24	4	37		36	30	24	30	Percent (Youth)
Standards											
21	Number of certified farmers	TAPP	1,491	0	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	2,108		14,005	947	66,385	40,000	Training participants
				5,705	1,016		6,721				Male
				6,192	1,092		7,284				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	1,029		5,987	153	17,367	6,000	People
24	Number of eligible OVCs provided with a minimum of one CORE care service	PEPFAR C1.1.D	2,863	260	0		260	210	3,123	2,700	OVCs
				143	0		143				Male
				117	0		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	0		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	101		221	336	3,885	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 This is an annual indicator. Data reported in this quarter is annual data that was collected after FY14 annual reporting.

³ Values reported by quarter represent the percentages for producer organizations that began working with the project in the quarter.



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