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TANZANIA AGRICULTURE PRODUCTIVITY PROGRAM (TAPP) QUARTERLY REPORT # 23



April - June 2015

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Cover photo: USAID-TAPP farmers from the Upendo Farmers Group in Lushoto, Tanga install drip irrigation in their greenhouse.

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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 third quarter of FY2015, the program continued to make significant progress towards both annual and overall program goals. To date, the project has reached 40,847 households, exceeding the project's goal.

Final presentations were made to the Ministry of Agriculture, Food Security, and Cooperatives in the Tanzania mainland, as well as to the Ministry of Agriculture and Natural Resources in Zanzibar. Both Principal Secretaries, as well as the high level directors of the ministries attended the final presentations. The contributions that USAID-TAPP has made to the sector were acknowledged at the highest levels of the ministries.

The remaining two months of the project will concentrate on working with existing beneficiary households and partners to close out activities and ensure beneficiaries have the ability to continue using their technical capacities to sustain their operations beyond project intervention. In addition, "Farming as a Business" learning events will be held in each of the four operating zones where stakeholders in the horticulture sector, including agrodealers, farmers, processors, agriculture companies, and NGO's will join together to establish links and discuss sustainable activities to be undertaken after the USAID-TAPP project concludes. USAID-TAPP will also transfer technical materials produced for the horticulture sector to all attendees.

During the reporting quarter, most farmers underwent land preparation and initiated a new cropping cycle, taking advantage of the rainy season. It is, by tradition, the planting season for vegetables in Tanzania. Bumper harvests are expected to take place during the July – September period. Most farmers have demonstrated that they have adopted USAID-TAPP technologies as there is evidence on the increased use of hybrid seeds, improved planting densities, the use of seedling trays, trellising twine, and other good agricultural practices. Select highlights for the reporting quarter include:

High Level Targets

- **Rural Households Benefitting:** A total of 1,804 rural households joined USAID-TAPP during the reporting period. To date, 40,847 households have benefitted 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 4,494 unique trainees. To date, USAID-TAPP has trained a total of 138,404 individuals, exceeding the project's overall target.
- **Market and Trade Development:** Market linkages facilitated by USAID-TAPP continued this quarter with a total of 114 market linkages facilitated with a value of more than \$193,000 from the sale of 288 tons of various horticultural crops.
- **Access to Credit:** To date, 232 farmers have received access to credit, for a total of TZS 202,471,388 (\$101,387). By the end of this quarter farmers repaid 51 percent of the total amount loaned, including interest, repaying a total of TZS 115,355,797 (\$57,764).

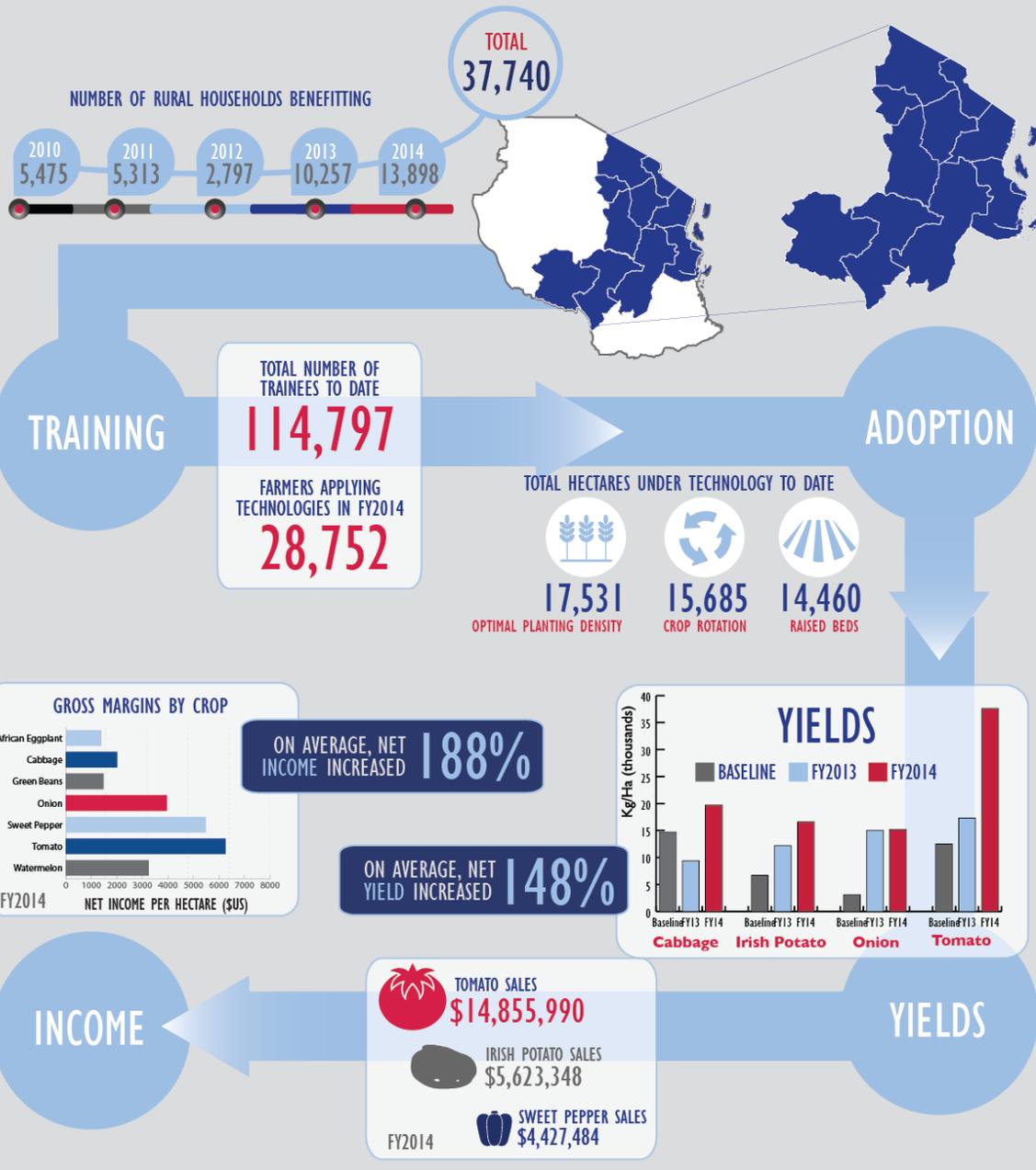
- **Health and Nutrition Activities:** USAID-TAPP staff and program partners continued enabling farmers to construct home gardens to grow nutritious foods. A total of 86 kitchen gardens were developed this quarter. The nutrition team and partners trained 1,959 farmers on nutrition basics and the establishment of kitchen gardens.
- **Partnerships:** June 30th, 2015 marked the end of USAID-TAPP's formal engagement with partners through the subaward program. This program has been a critical piece in the project's strategy to build a productive, efficient, and profitable horticulture sector for smallholder farmers. Significant market opportunities have been created for smallholders in local and export markets—both for fresh and processed products. Results from the partnership program to date include 23,000 direct beneficiaries, 40,000 individuals trained, private sector investment of \$6.8 million, and more than \$26 million in incremental sales.
- **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 created a voucher program in conjunction with agricultural input companies. More than one thousand farmers have accessed high quality inputs through the voucher program during the last six months. For more information see the Technology Fund section of this report.

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

Below is an infographic showing USAID-TAPP's impact for FY2014, as seen through select indicators.



USAID-TAPP BY THE NUMBERS

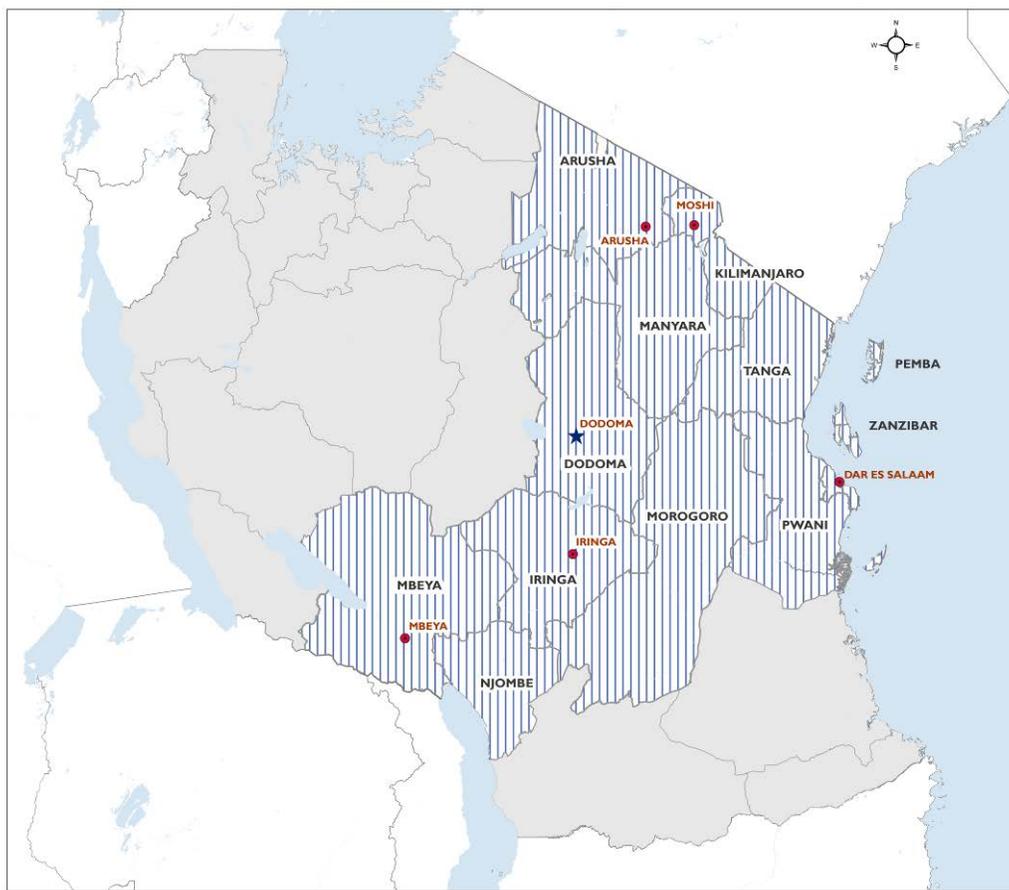


PROJECT DESCRIPTION

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 138,404 participants. This quarter USAID-TAPP held 1,205 trainings in all regions of influence with 7,870 farmers trained, of which 4,494 were trained for the first time this year (61 percent male and 39 percent female). See details in Table 1. The training and technical assistance topics during this period were diverse; topics emphasized were soil liming, correct use of agrochemicals, Integrated Pest Management (IPM), and fertilization.

Table 1: USAID-TAPP Trainings by Region

Region	Trainings	Individuals	Males	Females
Southern Zone	102	1,031	522	509
Central Zone	427	2,665	1,677	988
Eastern Zone	178	988	576	412
Northern Zone	498	3,186	2,021	1,165
Total	1,205	7,870	4,796	3,074

of 16,361 farmers (9,879 male and 6,482 female) attended these visits.

USAID-TAPP also conducted events focused on bringing agricultural awareness to communities and ensuring USAID-TAPP agronomists are up to date with the latest GAPs and technologies. Four field days were conducted this quarter, through which farmer groups and other stakeholders, including government extension officers and USAID-TAPP partner organizations, were able to witness firsthand the benefits of the improved practices that USAID-TAPP promotes.

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 \$634,300 in productive infrastructure and agricultural equipment. The highest investment levels came from the Njombe region in the Southern Zone, where investments from smallholder farmers totaled nearly \$471,000, followed by the Mbeya region, also in the Southern Zone, and Arusha, in the Northern Zone, with \$56,177 and \$29,287 respectively. See Table 2 for details.

Table 2: USAID-TAPP Farmer Investment by Region

Region	Investment (USD)
Southern Zone	\$553,700.58
Central Zone	\$18,502.78
Eastern Zone	\$28,389.00
Northern Zone	\$33,708.49
Total	\$634,300.85

I.1 SELECT RESULTS AT A GLANCE FOR Q3 FY2015

Selected success stories by region highlight the continued increase in yields USAID-TAPP farmers are seeing with decreased involvement on behalf of USAID-TAPP agronomists. These successes show farmer's ability to replicate learned technologies and the sustainability of the operations beyond the USAID-TAPP project.

Southern Zone (Mbeya, Njombe, Iringa):

102 trainings were conducted this quarter resulting in 1,031 individuals being trained (522 male and 509 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 Gilayo farmers group in Ruaha Mbuyuni, Iringa. This quarter, the group broke a record for tomato sales in the area, which was previously held by Mapambano farmers group. From their one acre plot of tomatoes under drip irrigation and USAID-TAPP promoted GAPs, they harvested 1,100 tengas of tomato (49.5 tons) from which they earned TZS 45 million (\$22,534). From their profits, Mr. Gilayo, chairman of the group, purchased and installed two drip kits for expansion to two additional acres of tomatoes.

The Imani farmers group in Malolo Ruaha Mbuyuni, Iringa is another example of farmers' success catalyzing expanded agricultural activities. Recently, the group harvested 9,000 watermelons from their one acre plot under furrow irrigation. From their harvest, they saw a profit of TZS 10.8 million (\$5,409) from which they bought a drip kit set for their plot and are refurbishing their storage house in Malolo.

Erenest Myamba from Ino farmers group in Njombe has expanded his plot of Irish potatoes from one to three acres after his improved yield of 118 bags (14.2 tons) from which he earned TZS 5.3 million (\$2,645) net income. Myamba will be planting on his three acres using GAPs, as taught by USAID-TAPP.

This quarter, USAID-TAPP continued promoting improved technologies to increase production for beneficiaries. Farmers at Ruaha Mbuyuni, Iringa have experienced success using sand filters. For a long time, farmers in this area who used the River Ruaha and River Lukosi for crop production were plagued by dirty water filled with soil particles. This made it impossible for the farmers to irrigate their plots using the drip irrigation systems, as the systems clogged, especially during the rainy season. Thanks to USAID-TAPP's introduction of sand filters in the area, seven farmer groups are able to farm without experiencing any irrigation problems. As a result, these farmers are able to produce two crop cycles per year which almost doubles their net income.

Another example of improved technologies is that of nine new farmers in the southern highlands who, through a co-investment agreement with USAID-TAPP, have begun farming using greenhouse technology. These farmers have been properly trained in greenhouse production and are starting their business with the knowledge necessary to succeed.

Central Zone (Dodoma, Morogoro):

The Central Zone trained 2,665 individuals (1,677 male and 988 female) through 427 trainings this quarter.

Farmers in the region are also seeing successes and using their increased profits to invest in their farms. This quarter, Chamoka farmers group in Mpwapwa, Dodoma produced 9.1 tons of tomato on their 0.25 acre plot with a net profit of TZS 9.36 million (\$4,687). From their profit, they refurbished their house in Mpwapwa, Dodoma and are also expanding to another one acre plot of tomato under drip irrigation.



Photo by Fintrac Inc.

Deogratias Masao of Chamoka farmers group in Dodoma shows off the construction of his new house. His dream of building a new home was made possible thanks to increased incomes from his farm as a result of USAID-TAPP assistance.

Mr. Timotheo, the head of the Postal Area farmers group in Kilombero, Morogoro, was able to invest in his family's education and expand his farm as a result of implementing GAPs learned from USAID-TAPP assistance. The group harvested 351 tengas (15.7 tons) of tomato from their 0.5 acre plot, for a value of TZS 10.61 million (\$5,313). From his profits, Mr. Timotheo has enrolled his two young sons to a primary school in Uganda and has invested in an additional 0.5 acre plot of tomatoes under drip irrigation as a part of his expansion program.

USAID-TAPP held two successful field days in the region this quarter. One field day was held in Malolo, Morogoro, which was attended by more than 130 farmers and other stakeholders in the horticulture sector in the region, including government extension officers and organizations

such as Balton TZ Ltd, Monsanto, Syngenta, and A to Z.

Another successful field day was held at Kilombero, Morogoro where 140 farmers were properly trained on GAPs through demonstrations in the production of tomato, sweet pepper, and watermelon. Many of the attendees were already USAID-TAPP farmers who are benefitting from the improved practices promoted by the project.

This quarter USAID-TAPP was visited by high profile guests including the Chief of Party from an IPM innovation lab project at Virginia Tech and John Bowman from the Bureau of Food Security in Washington DC. Guests were able to see firsthand how smallholders in the Morogoro region are putting to practice the GAPs promoted by USAID-TAPP.

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

This quarter, 178 trainings were conducted, resulting in 988 individuals being trained (576 male and 412 female).

One example of improved production is that of the Ishaka Kheri Farm in Zanzibar. Before USAID-TAPP assistance, farmers produced 3 tons of cucumber per acre from their 0.5 acre plot. After receiving support from USAID-TAPP agronomists and using improved practices, the group was able to produce and sell 160 crates of cucumber (16 tons per acre) and earned a net income of 6.7 million TZS (\$3,355) from their last harvest.



Photo by Fintrac Inc.

Farmers from the Nia Njema farmers group in Pemba harvest their tomatoes.

A farmer in CBR Kisauni, Zanzibar is another example of success with the help of USAID-TAPP. This quarter, the farmer grew high density banana and harvested 14 tons from his 0.75 acre plot (18.6 tons/acre), earning him a net income of 9 million TZS (\$4,507). He expanded his farm, growing an additional half acre of plantain and half acre of banana, and is in the process of purchasing a one acre drip kit from the income he earned from banana sales.

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

The Northern Zone had a productive quarter with 498 trainings conducted, resulting in 3,186 individuals being trained (2,021 male and 1,165 female).

Farmers who invested in drip irrigation are seeing the advantages of the improved technology and the benefits of investing in agriculture to improve their harvests and decrease risks. This quarter, a member of Kisawiwo farmer group in Arusha, Priver Malenga, began harvesting from his 4 acre plot which he recently invested \$5,500 for drip irrigation. His previous sales were TZS 1.5 million (\$751) on 2 acres of traditional crops. Now, after harvest, he is expecting to receive no less than TZS 20 million (\$10,014). The Marenga farm in Arusha also invested in drip irrigation for two acres of land after witnessing the positive results of other farmers and receiving numerous training visits from USAID-TAPP. Mwangaza farmer group in Selela, Arusha also achieved success from working with USAID-TAPP. The group expanded their farm from one to three acres after selling tomatoes worth TZS 19.5 million (\$9,764) from the one acre plot. They are now in the process of acquiring a water reservoir to increase their irrigation capacity.

USAID-TAPP's promotion of greenhouse technology led to continued successes for beneficiary farmer Paul Penzel a greenhouse farmer from Malindi vegetable producer group in Lushoto, Tanga. This quarter, Penzel sold 8 tons of tomato and 6 tons of sweet pepper harvested in his 572 m² greenhouse, for a value of TZS 17.1 million (\$8,562). These yields are comparable to his last harvest and show his ability to sustain the promoted technology and GAPs learned from USAID-TAPP assistance. Currently he is mobilizing materials to expand to another greenhouse.

Demonstrations and promotion of improved agricultural practices continued during USAID-TAPP sponsored events.

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. USAID-TAPP is currently implementing a survey to quantify the level of technology adoption from training participants. This information will be available in the final report.

2. MARKET AND TRADE DEVELOPMENT

2.1 MARKET SUPPORT

The USAID-TAPP marketing team continued providing support in business development for smallholder farmers and farmer groups this quarter. The major activities were creation of market linkages for supported horticulture farmers; conducting capacity building through training and technical assistance on business and marketing topics; linking of farmers with financial institutions; and monitoring of the loan pilot project by following up on repayments to farmers who have received loans.

Creation of market linkages continued to be a priority for the marketing management team this quarter. Linkages were created directly by bringing together buyers and farmers or indirectly, by providing contacts to a farmer or buyer in order for them to meet and make final market arrangements 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 114 market linkages were formed with a total value of \$193,401 from the sale of 261,897 kg of various horticultural value chain crops.



*Photo by Fintrac Inc.
Grading, hygiene, and sorting have been part of a marketing management training to tomato growers.*

The three main products sold with support from USAID-TAPP this quarter were tomatoes with 50.6 tons sold through the creation of 42 market linkages for a value of \$32,271; sweet pepper with 35 tons through the creation of 11 market linkages for a value of \$56,883; and watermelon with 19.7 tons sold through the creation of 11 market linkages for a value of \$16,106. Market linkages were established throughout all of USAID-TAPP's regions of focus, with the highest volumes coming from Zanzibar (Pemba and Unguja) and Coast area (Dar es Salaam, Tanga, and Coast regions) where 260.7 tons were sold for a value of \$140,229, followed by Southern Highlands (Iringa, Mbeya, and Njombe) where a volume of 122.4 tons were sold for a value of \$68,902, and Arusha, Moshi, and Manyara where a combined 56 tons were sold for a value of \$30,896. The farmers expressed appreciation for the connections made with reliable buyers.

The Kitowo farmers group in Kilolo district recently started growing an improved variety of Irish potatoes, as advised by USAID-TAPP, and thus far has harvested more than 221 bags (more than 30 tons) from their three acre plot. Production of Irish potatoes is new in the area, and USAID-TAPP market linkage specialists assisted in linking the farmers with buyers for their product. The farmers sold their potatoes at an average price of TZS 50,000 (\$25) per bag, with an income of TZS 11,050,000 (\$5,533), a significant increase over their previous income received from the sale of commonly grown crops such as maize. The farmers are grateful for the support they received from USAID-TAPP, and group farmers and nonmembers in the area are highly motivated to begin growing Irish potatoes for the next farming season.

3. OTHER CROSSCUTTING THEMES

3.1 HEALTH AND NUTRITION

During the third quarter of FY2015, the USAID-TAPP nutrition team and nutrition partners continued to provide nutritional education to project farmers, community members, and institutions. Below are some highlights:

- Nutrition Trainings:** This quarter, a total of 1,959 farmers (1,115 male and 844 female) were trained on nutrition basics and establishment of kitchen gardens in 26 villages/groups.
- Kitchen Garden Establishment:** A total of 86 kitchen gardens were established during the reporting period. These gardens provide a wide range of nutritious vegetables in a small production area, which is usually within the household plot. Some farmers who have adopted kitchen gardens have also begun selling excess vegetables after using what they need for home consumption, and as a result are seeing increased incomes.
- Success Stories on Kitchen Gardens:** Nathaniel, a farmer at Chamkoroma Village in Mpwapwa is now benefiting from weekly sales of TZS 10,000 from crops grown in his kitchen garden, established in the backyard of his home. He is thankful for the education and technology that he received from USAID-TAPP which has enabled him to manage his small productive garden.



*Photo by Fintrac Inc.
A farmer who received training from USAID-TAPP tends to his kitchen garden.*



*Photo by Fintrac Inc.
USAID-TAPP farmer Mr. Madohola with his family members discuss their recent decision to cook OFSP because of its nutritional value.*

Mr. Madohola and his family, members of the Rudewa farmers group, are appreciative of the support they received from USAID-TAPP in production and nutrition. Their household and other community members were trained in OFSP preparation through a cooking demonstration this quarter. Following the training, they decided that rather than selling OFSP tubers, they would cook the vegetable for family consumption, improving their daily Vitamin A intake.

- OFSP EDUCATION AND DISTRIBUTION:** USAID-TAPP has continued promoting the growth and consumption of OFSP in all communities. This quarter, 634 people (306 male and 328 female) attended OFSP cooking demonstrations conducted in 10 different areas in Arusha, Kilimanjaro, and Morogoro. The demonstrations have increased awareness on the nutritional benefits of OFSP.



Photo by Fintrac Inc.

Students look in a newly established OFSP tunnel at Ghona school.

A total of 67,900 OFSP vines were distributed to 26 farmers groups and 426 individuals in Morogoro, Iringa, Mbeya, Dar/Pwani, Arusha, and Kilimanjaro, increasing the availability of clean vines for farmers. Of the vines distributed, 64,450 were distributed by EcoAgriConsult, who also provided cooking demonstrations at two markets in Arusha. Rungwe Smallholder Tea Growers Association (RSTGA) received 8,000 OFSP vines from EcoAgriConsult, which facilitated the establishment of eight propagation tunnels. Vines were also planted in open fields to ensure the availability of clean product for distribution. With the addition of a nutrition officer this quarter, RSTGA provided training to 1,272 individuals.

Another partner, Childreach, established tunnel and open field OFSP multiplication sites this quarter at Ghona VTCD and Rau schools. The schools are establishing a second round of school kitchen gardens after they reach maturity.

Following nutritional capacity building provided by USAID-TAPP in March, Global Service Corps (GSC) conducted cooking demonstrations during a field day in Kilimanjaro. The demands for OFSP tubers for consumption and vines for planting tend to be higher in areas where nutrition trainings have been conducted.

- Outcomes of Collaboration and Capacity Building of Districts**

Kilosa District: USAID-TAPP facilitated the Kilosa District Council in conducting OFSP cooking demonstrations in three villages: Zombo, Kiegea, and Ulaya, with a total of 154 farmers in attendance. The trainings initiated a demand for OFSP,



Photo by Fintrac Inc.

An OFSP kiosk was launched in Arusha's central market.

as farmers were previously not aware of the vegetable's nutritional value. Following the training, 20 farmers from Kilosa requested clean OFSP vines for multiplication.

Pemba: USAID-TAPP received a letter from the Pemba Department of Nutrition and Food Security acknowledging and praising the increased consumption of OFSP and moringa, as they have proved to add nutritional value in Pemba. Lactating and pregnant women have declared increased milk and hemoglobin levels after consuming Moringa. Farmers in Mbuzini, Ziwani, and Uwandani shehias in Chakechake are planting OFSP, while moringa is being planted in Micheweni District as a result of mothers seeing increased milk production from its consumption. Sack gardens have increased the availability of green vegetables in Majenzi, Tumbe Magharibi, and Kiuyu Mbuyuni shehias, as livestock there had previously destroyed ground gardens.



Photo by Fintrac Inc.

An OFSP cooking demonstration in Kiegya Village.

- **Challenges and lessons learned**

It has been a challenge to collaborate on nutritional capacity building in the districts, as they would like sitting allowances to be paid for attendants during the trainings. So far, only a few districts have requested nutritional capacity building without sitting allowances. In order to enable nutritional behavioral change, the community will require frequent trainings.

3.2 BUSINESS DEVELOPMENT SERVICES (BDS)

Building Farmer Capacity on Business and Technical Skills

This quarter, USAID-TAPP continued to support farmers and farmer groups with capacity building trainings in areas of market management skills, which includes product quality, crop calendarization, crop product sorting, market information systems, and negotiation. Training helped farmers to produce high-quality products and attain better prices for farm produce. Farmers were also trained on business skills like farm planning, crop production costing, recordkeeping, loan acquisitions, and financial management. The business package provided farmers with an understanding of the concepts of farming as a business and guidance on how to treat farming as an independent enterprise. A total of 993 farmers (582 male and 411 female) were trained during a total of 122 training events during the quarter. In addition, 244 technical assistances were given to 1,950 farmers (1,188 male and 762 female) from various regions of USAID-TAPP operation.

Access to finance

The business of farming does not attract most credit service providers for several reasons, including high farming risks which cannot easily be controlled, specific disbursement systems and repayment patterns which normally differ from one crop to another, and difficulty reaching smallholder farmers as they are scattered and sometimes their homes and farms are far apart. As a result, farmers experience difficulties in farm production operations and sometimes do not engage in commercial scale horticulture activities due to lack of funding.

After realizing the need for farmers to acquire loans to boost production, USAID-TAPP entered into agreements with nine selected viable financing institutions to finance farmers engaged in horticultural farming. This quarter, efforts were highly invested in following up on loan repayments, which showed positive progress with some of the financing institutions. To date, a total of 232 farmers have been given access to a



Photo by Fintrac Inc.

A farmer from KIWAMM Mlevela village harvesting improved Irish potatoes which, she produced after receiving loan from Njombe Community bank.

total of TZS 202,471,388 (\$101,387) in credit. In collaboration with the financing institutions, USAID-TAPP followed up on repayments, and farmers repaid a total of TZS 115,355,797 (\$57,764) this quarter, equivalent to 51 percent of the total amount loaned, including interest, of TZS 227,181,215 (\$113,760).

Three farmers groups based in Njombe region from the villages of Ihalula, Ulembwe, and Mlevela were linked to Njombe Community Bank with USAID-TAPP assistance. The three groups each received a total loan of TZS 11,901,820 (\$5,960), interest inclusive. Group members productively and appropriately used their loan in producing improved Irish potatoes which led to a good harvest, and all three groups were able to repay the loan in a timely manner. After repayment, the groups each applied for another loan; one group has already received a loan, KIWAMM group in Mlevela for TZS 12 million (\$6,009), and the other two groups, INNO group in Ihalula for TZS 4.6 million (\$2,303), and Umoja group in Ulembwe for TZS 3.2 million (\$1,602), are in the final stage of the process. USAID-TAPP visited the Njombe Community Bank's management team for feedback on the loan pilot program. The bank credit manager said "we have been happy to be linked to new trustful clients who were not our clients, and we are happy to have a new model of lending to farmers whereby inputs, working capital, and agronomic packages are given to farmers at one time." Both the farmers and bank management were appreciative of the initiative begun by USAID-TAPP.

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

Financing Institution	Total loan with interest (TZS)	Amount repaid (TZS)	Balance (TZS)
Green Light SACCOS	8,960,000	4,630,000	4,330,000
Opportunity International	27,739,828	13,153,402	14,586,426
Mafinga SACCOS	30,408,000	15,706,000	14,702,000
NJOCOBA	11,901,820	11,901,820	-
MUCOBA	9,775,000	1,266,000	8,509,000
KIWIRA SACCOS	27,192,900	12,079,100	15,113,800
Nshara SACCOS	5,040,000	-	5,040,000
Meru Community Bank	54,347,987	32,803,795	21,544,192
Arusha Soko Kuu SACCOS	51,815,680	23,815,680	28,000,000
Grand Total	227,181,215	115,355,797	111,825,418
Percentage	100%	51%	49%

Institutional support

USAID-TAPP works with farmers through producer groups to transfer knowledge and technology. However, many groups have conflicts which can impede group performance. To improve group sustainability and responsiveness to members, various training and technical guidance has been provided on issues related to group dynamics, leadership skills, and constitutional and group organizational rules development. Where groups were willing to take the next step in registry acquisition and open group accounts, USAID-TAPP BDS specialists have supported and guided them through the processes.

3.3 TECHNOLOGY FUND

Voucher Program

As farmers' improve their agronomic skills, many remain hesitant or unable to adopt a full package of production inputs or make big investments in their farms' infrastructure, and some farmers have never devoted funds to horticultural production on any significant scale. Meanwhile, farmers who have invested are regularly tempted by low-cost – but frequently

Table 4: USAID-TAPP Voucher Discount Program

Agro-Input Dealer	Fertilizers	Hybrid Seeds	Drip Irrigation and Other Equipment
Balton Tanzania	✓	✓	✓
BIZIRED Veterinary Pharmacy (Zanzibar)			✓
Kibo Trading	✓	✓	
Positive International	✓	✓	
ZAIDI (Zanzibar)	✓	✓	

poor quality – products available in the market. As a result, farmers with a high technical capacity nonetheless find themselves unable to fulfill their full production potential.

Figure 1: Acres of Production using hybrid seeds procured through Voucher Program

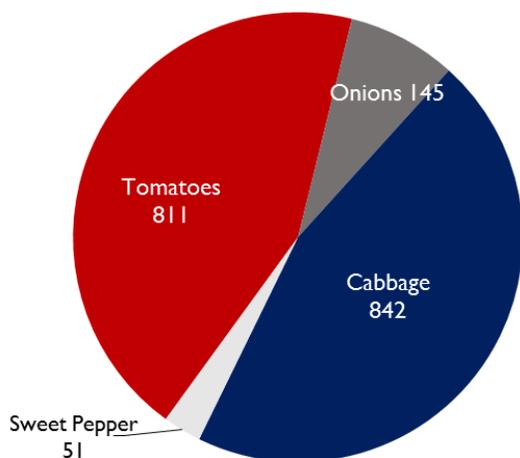
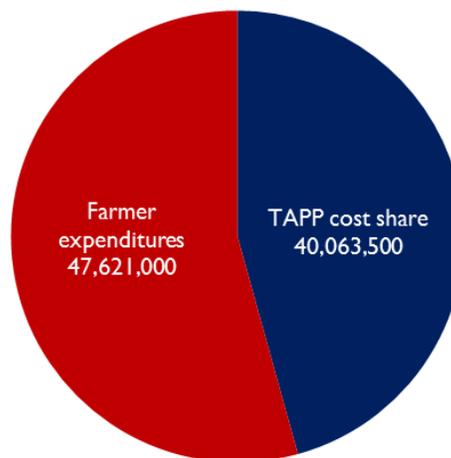


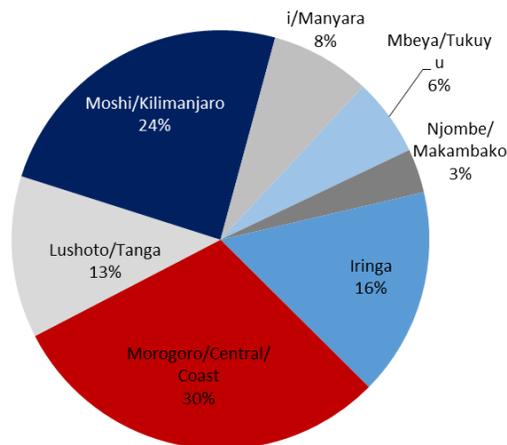
Figure 2: Quarter 3 Voucher Sales



As an investment stimulus aimed at realizing this potential, USAID-TAPP’s voucher program offers these farmers an entry point into a network of agro-input dealers selling high-quality inputs for a discounted price. USAID-TAPP’s discount vouchers play a key role in:

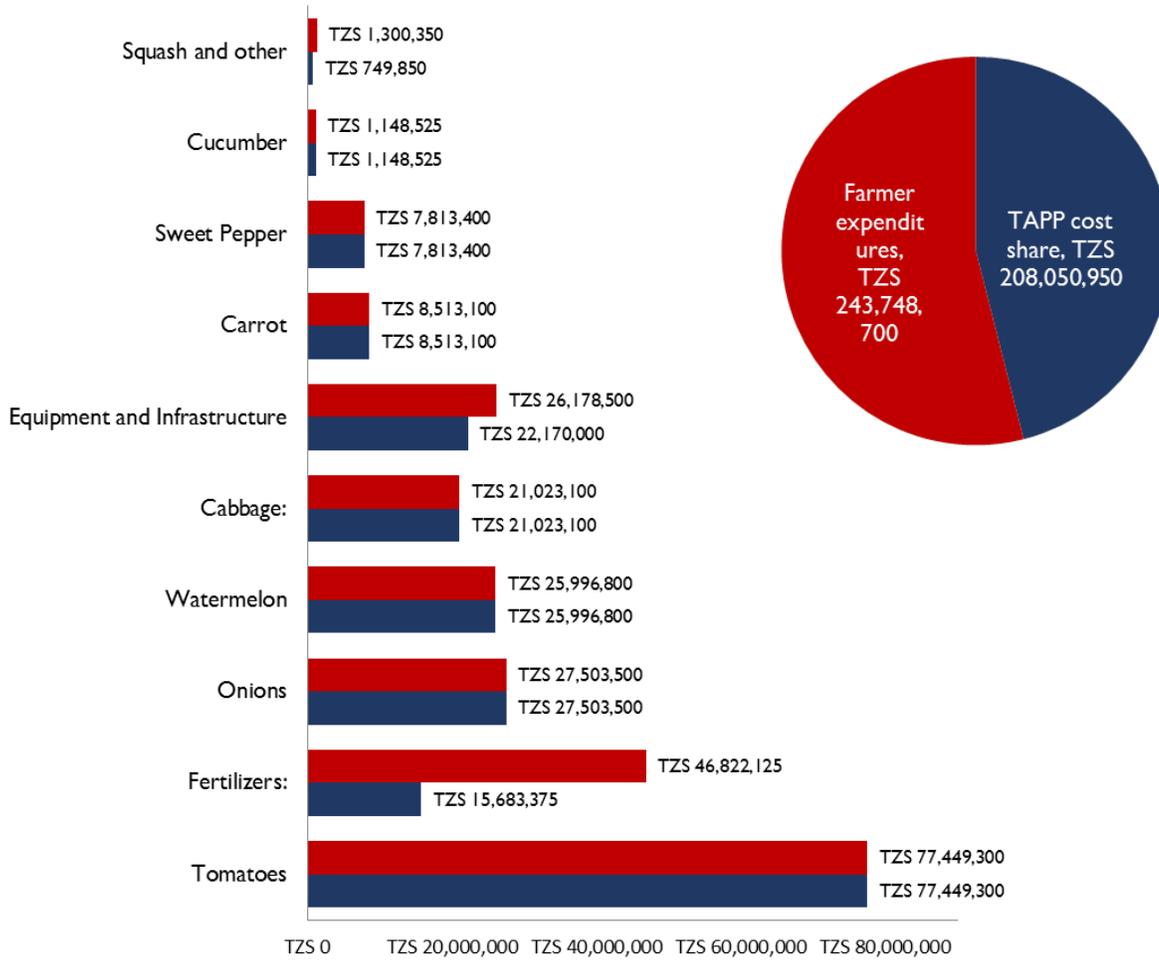
- Reducing the financial risk and capital requirements of commercial horticulture production among smallholder farmers;
- Ensuring that farmers’ money is spent on high-quality, strong performance inputs; all while
- Nurturing personal, sustainable relationships between farmers and established input dealers.

Figure 3: Voucher Sales by Region



Voucher sales have been ongoing for more than one year, and USAID-TAPP is beginning to get a clear picture of the trends among farmers. The charts below illustrate sales trends for vouchers processed to date, with USAID-TAPP injecting more than \$100,000 worth of high quality inputs and infrastructure into the operations of Tanzania’s best smallholder horticulturalists.

Figure 4: Kibo Trading Voucher Sale Trends: August 2014 – June 2015



USAID-TAPP greenhouse model expands its presence among agrodealers

In June 2015, USAID-TAPP signed a subcontract with a second company that now markets and sells the low-cost wood-frame greenhouses introduced into Tanzania by USAID-TAPP’s technical team. Cropbase Limited has been commissioned to construct six greenhouses in USAID-TAPP’s northern zone (Kilimanjaro/Arusha regions) with co-investing farmers. Each of them co-invests in timber and materials, representing 30-35 percent of the cost (depending on greenhouse size; see Figures 5 and 6). Cropbase joins Affordable Greenhouse Ltd. as the first private sector companies to adopt this greenhouse design, long preferred by USAID-TAPP for its reliance on local materials and ideal planting area.

Figure 5: USAID-TAPP/Farmer Investment for Large Greenhouses (52m x 11m)

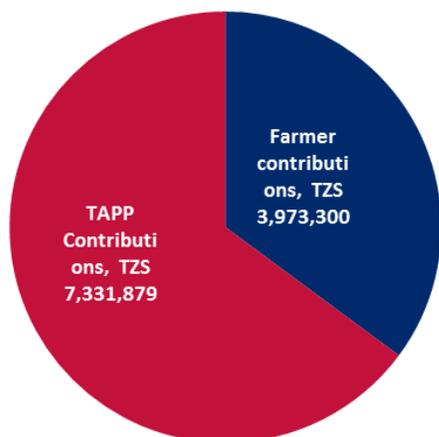
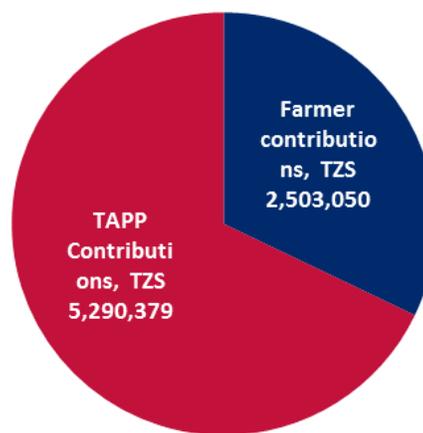


Figure 6: USAID-TAPP/Farmer Investment for Small Greenhouses (28m x 11m)



During this reporting quarter, Affordable Greenhouse Ltd. completed five greenhouses in the southern highlands region (Mbeya/Rungwe), and initiated activities at the remaining three sites in Iringa. As USAID-TAPP concludes later this year, more than 6,688 m² will be under greenhouse production by farmer leaders trained by USAID-TAPP.

4. PARTNERSHIPS AND CAPACITY BUILDING

June 30th marked the end of USAID-TAPP's formal engagement with partners through the subaward program. This program has been a critical piece in the project's strategy to build a productive, efficient, and profitable horticulture sector for smallholder farmers. Significant market opportunities have been created for smallholders in local and export markets – both for fresh and processed products.

In the last few years, there has been considerable improvement in the availability of improved agriculture technologies and inputs to rural areas. This expansion of distribution and retail networks was only possible thanks to the hard work in the first few years of the project where technical support to farmers generated the demand for these products. Without this demand, the companies would have not invested in this expansion.

Local NGOs have been supported by USAID-TAPP to expand their capabilities in nutrition and health in order to provide new services to their communities. Support has also led to improved monitoring and evaluation and management systems within these organizations. This facilitation will pay dividends in these communities for years to come. Below is a graphic showcasing USAID-TAPP's partners throughout the life of the project.

USAID-TAPP PARTNERS: BY THE NUMBERS

The first sub-awardee ("partner") agreement was signed in January 2010. Since then:

5 Local companies and organizations have worked with USAID-TAPP

33 Private companies

- 17** With outgrower schemes (for domestic and export markets)
- 11** Suppliers of inputs, technologies, and services
- 3** Processors with outgrower schemes
- 2** Processors

19 NGOs or associations

- 9** Focused on community health and nutrition initiatives
- 10** Focused on agriculture income generation

USAID-TAPP has spent **\$7,439,989** on its partner program.

RESULTS



23,444 direct beneficiaries registered under partners. Many other indirect.



More than **40,000** people trained on horticulture, health, and nutrition.



USD \$6,792,286 in private sector capital investments



USD \$26,265,544 in incremental sales (ROI of 1: 3.53)

4.1 PARTNER REBRAND

USAID-TAPP has worked with partners on a number of capacity building and/or product development issues. This has included support on factory management systems, adoption of mobile technologies, and in development of marketing plans and strategies. The latest such support was on branding.

In 2014, a marketing consultant did analysis on MedFoods’ competition and found a number of newcomers in the market who were putting out products that looked very similar to MedFoods. A shopper would come in and pick up a black pepper or chili flakes product from the spices shelf thinking that they had picked up a MedFoods product, only to find that they had in fact bought another company’s product.

USAID-TAPP worked with MedFoods and a local graphic design company to develop an entirely new brand for MedFoods’ spices and flour business. A consideration for this process was that the

rebrand should not be a costly transition and something that the company could bear without external support. Cleverly, the company will continue to use the same reasonably priced containers but use a white lid (which none of the other competitors have) with the new labeling on the lid and around the container. There is an emphasis on a clean, uncluttered look, which will stand out from the competition. The launch of the new look will be in July and August.

Another exciting branding initiative is the development of a brand for promoting OFSP – Viazi Lishe. In conjunction with EcoAgriConsult, USAID-TAPP has been stimulating local demand for OFSP. There has been some confusion in communities about what this product exactly is, what it is called, and whether it is different from the more common white flesh sweet potato or viazi vitaamu. The commercialization of



OFSP in Tanzania suffers from not having reached a coordinated tipping point of supply and demand. Supply will respond to a clear and sustained demand to a well defined product. This branding effort is focused on creating a clearly defined product; a product that can be used by all stakeholders in the promotion of OFSP. As part of USAID-TAPP's and EcoAgriConsult's pilot marketing initiative in Arusha, a brand was created for the retail kiosks and umbrellas used by the local market vendors. This bold, bright logo will hopefully become synonymous with OFSP and help this nutritious product gain market acceptance and stimulate production by smallholder farmers around Tanzania.

4.2 PARTNER ACTIVITIES IN NORTHERN TANZANIA

Agro-input Supply and Technology Transfer to Smallholder Farmers

Balton Tanzania, Positive International, Kibo Trading, and ZAIDI

One of the most difficult challenges for smallholder farmers is access to reliable sources of high quality agricultural inputs such as hybrid seeds, seedling trays, appropriate fertilizers, crop protection inputs, and quality extension services within the area.

Farmers are sometimes hesitant to use some of the improved technologies and inputs promoted by USAID-TAPP and their agro-input company partners, mainly due to unfamiliarity of the products. This hesitancy usually translates into village agrodealers and distributors de-emphasizing these products because of their poor sales. As a result, many smallholders have continued to use old technologies and old agrochemicals, with the resulting impacts of low yields, poor returns, and slow development. This is particularly the case in the south of the country.

It is within this context that USAID-TAPP has worked to help partner companies—Balton Tanzania, Positive International, ZAIDI, and Kibo Trading—increase their supply networks and train more than 1,000 people in the use of these quality agro-inputs and technologies.

To stimulate demand in these products, USAID-TAPP has expanded its voucher discounting program to include Balton Tanzania and Positive International. The design of the program has focused on creating bilateral, commercial relationships between the distributors, their retailers, and the farmers.

Positive International has taken an innovative approach through the establishment of a franchise model. In this quarter alone, Positive International managed to open 15 new franchise shops in areas where access to inputs and agro-input knowledge is a big challenge. Up to this point, 32 franchise shops are operational and now carrying Positive International products and other quality inputs. Out of 32 shops, 22 local were opened in the north and 10 in the south.

This approach to improved access to inputs by Positive International is coupled with training in agribusiness and financial management for the input suppliers using mobile



*Photo by Fintrac Inc.
One of Positive International's franchise shops in Mto wa Mbu, Arusha.*

phones. The technology is a tablet-based system called TABREMAS. The services delivered by this system include stock and procurement management; book-keeping and financial reporting; and targeted extension materials.

Things have started to take off since Positive International rolled out the program in 2014. The company has sold more than \$96,000 of high-quality seeds, fertilizers, and other products through the franchise shops, which in turn represents even greater gross sales for the shops themselves.

In this quarter, with the introduction of the voucher discounting scheme, Balton Tanzania has generated increased sales at the Kisolanza center in Iringa to \$262,052. They have also used this USAID-TAPP supported center to train more than 200 farmers on improved production techniques. In addition to the center, Balton Tanzania has recently begun developing a network of agrodealers in the Southern Highlands. In this quarter, 10 agrodealer companies joined the network and started selling horticultural products from Balton. These agrodealers were trained at Kisolanza.

It has only been a year since the establishment of the Kisolanza center. Significant sales and a growing agro-dealer network have shown Balton that their commitment to a distribution and training center in the Southern Highlands was a smart business decision. USAID-TAPP is proud to have helped them accomplish this significant undertaking.

Kibo Trading and Services (Kibo) continues to reap the rewards of having established a horticulture department, regional sales points, and field services under its partnership with USAID-TAPP. Kibo sales have increased again this quarter with more than \$260,000 in reported horticultural sales.

Provision of Clean Banana and OFSP Planting Material to Smallholder Farmers

EcoAgriConsult

In this quarter, USAID-TAPP continued its support to the company in sustaining the business relationship with other OFSP stakeholders in the country. This program has become a model of engagement between clean vine producers, farmer groups, government agencies, NGO's, CBO's, OFSP tubers sellers, and final consumers. The awareness campaign to stimulate the demand of OFSP has been actively conducted through trainings, field days, promotional messages, cooking demonstrations, documentaries, and television and radio programs.

OFSP vines continued to be distributed to farmers this quarter to sensitize communities on the OFSP varieties available from EcoAgriConsult. 24,380 vines were purchased by farmers, with total sales reaching \$20,877 in OFSP vines.



*Photo by Fintrac Inc.
In Babati, DAREDA secondary school
students set up a net tunnel during a visit
by an EcoAgriConsult agronomist.*



*Photo by Fintrac Inc.
A banana planting demonstration during a field day at the "So They Can" training center in Babati.*

More farmers were trained by EcoAgriConsult in this quarter than in any previous quarter. 456 farmers (275 male and 181 female) were trained on banana production; multiplication of clean OFSP vines using tunnel and open-field multiplication techniques; and use of OFSP in household and community gardens.

There was a significant expansion of school programs this quarter. Students are an important way of sharing knowledge within communities. A total of 312 students in eight schools were trained on OFSP multiplication and each student was given several vines to plant in their own homes.

A successful field day was held at a training center run by an NGO in Babati district called "So They Can." More than 100 farmers attended the field day at the satellite nursery for tissue culture bananas. EcoAgriConsult sales for tissue culture bananas have picked up this quarter with nearly \$25,000 in sales to individual farmers, farmer groups, NGOs, and government agencies.

Introduction of Plastic Technologies into the Horticulture Sector

A to Z

This month, A to Z launched a new product on the Tanzanian and Kenyan markets; the nestable and stackable crate. USAID-TAPP identified this as a critical technology for improved postharvest practices and helped the company bring the crate into production, also helping with initial promotion. In a six week period, more than 16,000 crates, worth TZS 182.82 million (\$91,000) have been sold under the subsidy program.

Subsequent to the subsidy program, a number of agricultural companies have followed up and made commitments to buy an additional 10,000 full-price crates. In addition to this, distribution



*Photo by Fintrac Inc.
Example of wooden crates used by Tanzanian farmers to bring fresh produce to market.*



*Photo by Fintrac Inc.
The nestable and stackable crates produced by A to Z.*

companies are starting to make the crates available through their agrodealers.

USAID-TAPP is also conducting a study to see how the crates can be integrated into the local market channel to replace the wooden crates, which cause considerable damage and waste to fresh produce entering the markets.

4.3 PARTNER ACTIVITIES IN SOUTHERN AND EASTERN TANZANIA

Nature Ripe Kilimanjaro Ltd

Nature Ripe is a mango processing business that established a mango juice processing facility with the help of USAID-TAPP. For the quarter ending June 30th, Nature Ripe was able to fully install all the machines at the Koga Farm factory. The established factory will be able to process 10,000 liters of juice weekly, leading to purchases of fresh mangoes of at least 3 tons a week. This will create job opportunities for more than 50 local workers while creating market opportunities for more than 1,500 mango smallholder outgrowers in the coastal region.



*Photo by Fintrac Inc.
Nature Ripe's new Koga Farm factory*

Zanzibar Agricultural Investment and Development Inc. (ZAIDI)

ZAIDI, an agro-input and technology distribution company in Zanzibar, has successfully promoted GAPs and provided technologies and inputs to smallholder farmers in Unguja and Pemba. The company's sales have grown consistently this quarter, reaching TZS 31,302,740 (\$14,800). This represents a doubling in total sales from last quarter.

To ensure better availability of inputs, ZAIDI opened their first outlet in Pemba. ZAIDI decided to invest in the outlet after seeing strong farmer interest in the inputs and technologies at USAID-TAPP field days in Pemba that ZAIDI attended.

Cheetah Development of Tanzania Ltd. (Cheetah)

Cheetah is an Iringa-based company promoting solar dryer technology and offering markets for the dried products that are produced. To date Cheetah has been able to manufacture and sell 170 dryers each worth \$200 and has, in turn, purchased dried products worth \$14,867.

Through this initiative many women have received assistance. Monica Magungu, 43, a married mother of five children, living in the village of Iderero, is one such person. In August 2014, Magungu was visited by a solar drying training team. After successfully completing the training, she began to engage in the drying of fruits and vegetables, particularly onions and cassava. Her first batch of dried onions, which cost her TZS 30,000 (\$15) to grow and dry, yielded her a profit of TZS 130,000 (\$65).

She put the profits to good use by paying the school fees for her son to attend classes at TUICO College. Magungu's son is now gainfully employed and earns enough to help his family with a variety of expenses. The dried food sales also allowed her to send one of her daughters to the Yasinta School,



*Photo by Fintrac Inc.
Juice testing by a Dutch engineer and
Nature Ripe processing consultant.*

where she recently completed her O level secondary education. Finally, Magungu used her income to purchase pigs and goats to generate additional income. Her future goals include purchasing more dryers from which she will generate even more income for her family.

Rungwe Smallholder Tea Growers Association (RSTGA)

RSTGA is an association of 15,000 local tea growers located in 118 villages in the Rungwe district, Mbeya. During this quarter, RSTGA focused on community nutrition and HIV/AIDS trainings and on the establishment of OFSP multiplication sites. Eight OFSP multiplication tunnels and eight open field multiplication sites were established during the trainings. This initiative will be further replicated throughout RSTGA villages, through the use of locally selected village auxiliary representatives. The goal is to establish multiplication sites in more than 80 villages.



*Photo by Fintrac Inc.
RSTGA helped establish this home garden located a few meters from the farmer's house.*

Rungwe Avocado Company Ltd (RAC)

RAC, established in 2009, has a 100 hectare commercial avocado farm and an extensive outgrower scheme with 3,365 smallholder farmers. The company supplies Hass avocado to European markets. The focus of RAC and USAID-TAPP is to work with smallholder farmers to improve the volume and quality of their fruits. Issues such as low nutrient levels; insufficient water at key times of the year; and pest problems cause low yields and high rejection rates. Extension services, a revolving credit scheme for inputs, and a pilot irrigation program are helping farmers overcome these challenges. The False Codling Moth (FCM) causes rejection rates as high as 50 percent and this pest is being tackled using a lure which greatly minimizes the use of pesticides.



*Photo by Fintrac Inc.
Rungwe Avocado Company's sorting, grading, and packing center.*

A regular consultant to RAC, Arthur Powell, visited Njombe this quarter to evaluate avocados for potential export. Njombe is higher in elevation than Rungwe in Mbeya region and therefore has a later market window, which is strategically important. Unfortunately, Powell did not find many avocados of export quality due to FCM and fungal fruit spotting. The latter is caused by overcrowding of trees and high rainfall. There is also an issue of low zinc levels and overly round fruit, which make it difficult to pack. These are issues that need to be addressed in Njombe in order to increase opportunities.

RAC is finishing the harvest for this season and is looking to export 750 tons of fruit this season. Two hundred tons will be from outgrowers and 550 tons will be from RAC's farm. This is a significant increase from the 500 tons harvested last year. An

interesting market activity this season has been the supply of the local and regional markets with the second grade fruit. RAC is currently selling an average of 10-20 tons a day to Malawi, Zambia, Congo, and Mbeya region. Efforts in the Dar es Salaam market proved less successful as consumers were put off by fruit that was smaller than the normal fruit found at the markets.

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 June, a final presentation of project results was delivered at the Ministry of Agriculture and Natural Resources in Zanzibar. Results in the islands included increases in gross margins of 228 percent (from \$1,061 to \$3,486 per hectare per cropping cycle), incremental sales of \$5.5 million, an increase in yields of 101 percent, and 99 percent of farmers adopting at least one new production or business technology. Select examples were also presented. The Ministry's Principal and Deputy Principal Secretaries, as well as department directors were present, and praised USAID-TAPP for its contribution to the growth of the horticulture sector in Zanzibar. They acknowledged that before USAID-TAPP, almost 80 percent of the produce consumed in Zanzibar was imported, and to date, they estimate that imports are just 30 percent of what the islands consume. They believe that USAID-TAPP was a huge contributor of this change.

During the reporting period, training and technical assistance has continued on both Unguja and Pemba islands. A total of 123 training events were delivered to farmer groups. These trainings included subjects such as seedling tray production, correct use of chemicals, fertilization, land preparation, and irrigation. A total of 132 unique individuals participated. More than 62 percent of the participants 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 259 technical assistance visits were carried out for 1,285 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 farmers to learn the different practices that are required, ranging from land preparation, sowing, transplanting, fertilization, irrigation, crop protection, and harvesting, to marketing.



*Photo by Fintrac Inc.
Ishaka Kheri from Zanzibar proudly shows off his healthy crops.*

5.2 COLLABORATION WITH OTHER INSTITUTIONS

As part of the sustainability efforts, during the last quarter USAID-TAPP focused on strengthening the links between farmers and input providers, brokers, and the PTC at Kizimbani, so that farmers can access inputs, markets, and technical knowledge, respectively.

As far as inputs are concerned, USAID-TAPP identified a second agrodealer on the island (BIZIRED), and implemented the voucher program to promote high quality inputs. The project has also linked both BIZIRED and ZAIDI with reliable importers of agricultural commodities to help them expand their array of products. As for markets, USAID-TAPP has made available the buyer database, where farmers have access to contact information, as well as the specific demands from each buyer, to enable them to contact the buyer of their preference.

USAID-TAPP has continued strengthening the KATI PTC by assisting them with the upgrading of the electricity system, as well as the construction of a fence. In addition, USAID-TAPP's business skills specialist has assisted KATI in improving their controls for better recordkeeping of the crop costs and incomes. This will secure the continuity and self-sustainability of KATI beyond project support.

ANNEX I: PERFORMANCE AGAINST PMP INDICATORS

Name of the Implementing Agency: Fintrac Inc.	Reporting Period: Q23: April - June 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	1,804		3,107	2,260	40,847	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	4,494		23,607		138,404		Individuals
			33,702	7,667	3,650	2,755		14,072	15,000	47,774	22,800	Individuals (Male)
			20,991	5,274	2,522	1,739		9,535		30,526	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							57,291	21,000	Farmers
			34,754						30,000	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	71		73	40	607	1,125	Orgs/Assns
Intermediate Result 2: Increased Investment												
8	Value of new client and counterpart investments	TAPP	10.387	0.280	0.378	0.119		0.776	2.613	11.163	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	0.086		0.438	2.000	4.740		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		10	0	49	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	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	71		73	40	1,158	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					
GOAL: Increase Incomes of Small Farmers in Selected Agricultural Commodity Subsectors											
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	0	2	5	66	50	PPPs
17	Number of organizations undergoing capacity assessments as a result of USG assistance	TAPP	1,149	4	0	71	75	45	1,224	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	298	2,246	215	10,703	5,500	Beneficiaries
				754	358	159	1,271				Male
				513	323	139	975				Female
Gender/Youth Equity Promoted											
20	Percentage of women/youth membership in producer organizations ³	TAPP	40	17	39	31	23	40	39	40	Percent (Women)
			24	4	37	16	34	30	24	30	Percent (Youth)
Standards											
21	Number of certified farmers	TAPP	1,491	0	0	164	164	209	1,655	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	1,785	15,790	947	68,170	40,000	Training participants
				5,705	1,016	1,065	7,786				Male
				6,192	1,092	720	8,004				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	266	6,253	153	17,633	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	520	210	3,383	2,700	OVCs
				143	0	142	285				Male
				117	0	118	235				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	78	192	58	1,870	1,700	Households
26	Number of vulnerable households benefiting directly from USG assistance	FTF 4.5.2-14	3,664	120	101	185	406	336	4,070	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 Quarter 2 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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