



USAID
FROM THE AMERICAN PEOPLE



FEED THE FUTURE
The U.S. Government's Global Hunger & Food Security Initiative

NAFAKA STAPLES VALUE CHAIN ACTIVITY

TASK ORDER NO. AID-623-I-10-00001

QUARTERLY PERFORMANCE REPORT
(April 1, 2013 – June 30, 2013)

July 31, 2013

This publication was produced for review by the United States Agency for International Development. It was prepared by ACDI/VOCA in compliance with the terms and conditions of Task Order No. AID-623-I-10-00001.

NAFAKA STAPLES VALUE CHAIN ACTIVITY

TASK ORDER NO. AID-623-I-10-00001

QUARTERLY PERFORMANCE REPORT
(April 1, 2013 – June 30, 2013)

Table of Contents

1.	EXECUTIVE SUMMARY	2
	IMPROVED VALUE CHAIN PRODUCTIVITY	2
	EXPANDING MARKETS AND TRADE	2
	INCREASED PRIVATE INVESTMENT IN AGRICULTURE	3
	INCREASED INCOME FOR VULNERABLE SMALLHOLDERS	4
2.	INTRODUCTION.....	4
	PROJECT DESCRIPTION.....	4
	GOALS AND OBJECTIVES.....	4
3.	IMPLEMENTATION PROGRESS	5
	IR. 1: IMPROVED VALUE CHAIN PRODUCTIVITY	5
	IR. 2. EXPANDING MARKETS AND TRADE.....	9
	IR. 3. INCREASED PRIVATE INVESTMENT IN AGRICULTURE	11
	IR. 4. INCREASED INCOME FOR VULNERABLE SMALLHOLDERS.....	13
4.	ACTIVITIES IMPLEMENTED IN ZANZIBAR (UNGUJA AND PEMBA).....	13
	IR. 1. IMPROVED VALUE CHAIN PRODUCTIVITY	13
5.	KEY ACHIEVEMENTS/ RESULTS	14
6.	PROBLEMS/CHALLENGES	15
7.	PLANNED ACTIVITIES.....	15
8.	SPECIAL ISSUES	17
	USAID MISSION VISIT TO NAFKA PROJECT SITES	17
	COLLABORATION WITH OTHER FTF PARTNERS	17
	COLLABORATION WITH OTHER PARTNERS	17
9.	CROSS-CUTTING ISSUES	18
	GENDER INTEGRATION.....	18
	BEHAVIOURAL CHANGE AND COMMUNICATION.....	19
	ENVIRONMENTAL COMPLIANCE AND NATURAL RESOURCE MANAGEMENT	20
	MONITORING AND EVALUATION.....	20
10.	ANNEXES.....	21
	ANNEX 1: PERFORMANCE AGAINST PMP INDICATORS.....	21
	ANNEX 2: SUCCESS STORIES SUBMITTED TO THE USAID MISSION DURING THE QUARTER	30

I. EXECUTIVE SUMMARY

The NAFKA Staples Value Chain Activity is a five year Task Order issued by USAID under the Tanzania Feed the Future (FtF) Initiative and administered by ACDI/VOCA. NAFKA integrates agricultural, gender, environment and nutritional development efforts to improve smallholder farmer productivity and profitability within the rice and maize value chains in Morogoro (Kilombero and Mvomero Districts), Dodoma (Kongwa district) and Manyara (Kiteto District). NAFKA's goal is to sustainably reduce poverty and food insecurity by increasing incomes for smallholder farmers, including men, women and youth.

This Quarterly Performance Report for the period April 1 – June 30, 2013 contains the following sections consistent with the quarterly reporting format requested by USAID/Tanzania: (1) this Executive Summary; (2) Introduction; (3) Implementation Progress; (3) Activities Implemented in Zanzibar (Unguja and Pemba); (4) Key Achievements/ Results; (5) Problems/Challenges; (6) Planned Activities; (7) Special Issues; and (8) Cross-Cutting Issues. Annex 1 of this report includes quantitative information on performance against PMP indicators, while Annex 2 includes success stories submitted to the Mission during this reporting period. Financial information for the reporting period is submitted under separate cover in the Quarterly Financial Report as per requirements detailed in Section F.6(e) of our Task Order

Below is a summary of highlights of this reporting period:

Improved Value Chain Productivity

- **Training:** NAFKA added 9,093 beneficiaries to training activities during this reporting period. The training activities were conducted on the 500 NAFKA-facilitated demonstration plots and the topics addressed were parallel to the stage of the crop production cycle during the reporting period. The activities demonstrated included pest management (weeding and insect pest control) and nutrient management (fertilizer application). These hands-on farmer education topics build farmer capacity in creating a nutrient-rich environment that encourages growth and high quality crops, in turn increasing their yields.
- **Increasing farmer access to inputs and adoption of technologies:** NAFKA focused on promoting a number of innovative technologies this quarter. Through our network of private extension agents and partners, we sensitized farmers to two new small scale mechanized devices: ripping technology and direct paddy seeders (DPS). We continued field trials on Urea Deep Placement (UDP), and development of a network of certified seed and quality declared seed (QDS) producers; both activities are on-going from Q2 of FY13.
- **Developing extension provision capacity in local institutions:** NAFKA engaged a regional agricultural productivity advisor to provide recommendations on strengthening NAFKA's productivity training program based on best practices and lessons learned from Tanzania and other sub-Saharan countries. The program will focus on knowledge transfer to local institutions to ensure sustainability. It continues NAFKA's work in providing farmers with information and access to the most effective and efficient technologies and skills, while enabling them to conduct their own cost analyses and farm budgets.

Expanding Markets and Trade

- **Training on association development:** NAFKA continued the work of strengthening the existing 48 producer associations organized since project inception. A new NAFKA training program, "Sell More For More," was launched with 256 association members, who were trained in the marketing module. The SMFM methodology comprises four modules that include marketing, leadership, record keeping and operations. This training program was developed based on best practices for association development in

Tanzania and other sub-Saharan African countries, and will be used by all partner organizations on NAFKA. Local implementing NGOs are adopting this program as part of their core methodology.

- **Access to Finance:** NAFKA continues to facilitate finance (formal and non-formal) for farmers in our target regions. During this reporting period, we facilitated partner Kilombero Valley Teak Company (KVTC) to issue loans to its paddy outgrowers and have continued to monitor loans provided by National Microenterprise Bank (NMB) and YOSEFO to outgrowers of the Kilombero Rice Plantations (KPL). In Mvomero, members of the UWAWAKUDA cooperative were linked to access loans from CRDB. Additionally NAFKA facilitated links between Opportunity International and UWAWAKUDA so that its farmer members can access financial services in the future. NAFKA also issued a grant to Tai Mobile Solutions (T) Ltd during this reporting period to develop a Mobile Money Transaction (MMT) business model in which initial stakeholder meetings for the mobile money initiative were conducted.
- **Marketing:** In preparation for harvest, NAFKA engaged consultants to look into our productivity strategies in order to increase quality marketable produce and further refine marketing strategies. We also focused in developing synergies with potential low-to-medium level private business entities within the agricultural sector. This encouraged the initiation of a tripartite working relationship between NAFKA, Kibaigwa Flour Mills and Tai Mobile Solutions to develop a buyer network for beneficiaries receiving NAFKA-facilitated GAP trainings.
- **Storage and warehouse development:** Warehouse activities for the quarter included sensitization and behavior change activities targeted to farmer associations, encouraging them to collect paddy collectively for warehouse storage. A targeted BCC campaign using posters and radio messaging for harvest and post-harvest information was conducted. Each association in the Kilombero region with whom we work has agreed to store 1-5 bags of paddy per farmer, each weighting 105kg.

Increased private investment in agriculture

- **Lead Firms:** NAFKA continues to work with KPL and KVTC in developing outgrower programs promoting the provision of agricultural inputs and crop marketing within the rice value chain. We have recently developed a relationship with Kibaigwa Flour Mills as a lead firm/buyer within the maize value chain. Discussions are on-going with Export Trading Group and other potential buyers interested in developing sustainable relationships with small-holder farmers.
- **NAFKA Innovation Grants:** NAFKA currently administers four grants:
 - *Progressive Farmer Grants:* NAFKA's 48 progressive farmers completed land preparation and seed planting activities, achieving the first milestone of their grant agreement. Sadly, one of these progressive farmer grantees passed away during this reporting period, leaving us with 47 grantees.
 - *Agro Dealer Grants:* The five agro-dealers receiving grants under the project conducted field training on Good Agricultural Practice and Land Preparation to 1,286 farmers on NAFKA-established demonstration plots.
 - *Warehouse Upgrading Grant:* NAFKA received a total of 15 applications for warehouse upgrading activities. These activities will involve security upgrades, moisture and rodent control, and provision of pallets, weighing scales and training for proper warehouse management. The applications were reviewed and forwarded to the Mission for consideration and concurrence.
 - *TANSEED Grant:* The TANSEED grant involves training to 56 rice seed growers, who were contracted to produce 250 MTs of certified rice seed. TANSEED worked closely with the Ministry of Agriculture and Kilombero Agricultural Research and Training Institute (KATRIN) in identifying TXD 306 as the suitable certified rice seed to produce for Kilombero and Mvomero districts.
 - *Zanzibar training institutes:* This quarter also saw the drafting of two grant agreements with local training institutes in Zanzibar to strengthen their ability to provide training and productivity services to rice producers on the island. We expect these grant agreements to be finalized in the next reporting period.

Increased Income for Vulnerable Smallholders

- **Strengthening asset base:** NAFKA continues to develop Savings and Internal Lending Communities (SILCs) amongst the more vulnerable members of the target NAFKA villages. To date, the cumulative value of savings has reached more than USD 61,100 and the value of loans has increased to USD 43,810. A total of 778 SILC members have accessed loans, of which 537 are women.
- **Vulnerability Assessment:** A vulnerability assessment exercise was conducted to identify vulnerable smallholder farmers that are supported or directly reached by component 4 activities, specifically those who are members of SILC groups. A total of 140 SILC members were randomly sampled and interviewed. The results of the assessment will be reported in the annual report for 2013.

2. INTRODUCTION

Project Description

NAFAKA aligns with the Feed the Future (FtF) goal to harmonize regional hunger- and poverty-fighting efforts in countries with chronic food insecurity and insufficient production of staple crops. NAFKA works with rural communities and the Government of Tanzania to analyze the local rice and maize value chains and develop strategies to strengthen them. NAFKA represents a commitment to Tanzania's country-led Kilimo Kwanza initiative to reinvigorate agricultural growth emerging from the Comprehensive Africa Agriculture Development Programme (CAADP) process.

The NAFKA team is composed of a consortium of subcontractors that include:

- ACDI/VOCA – Overall project management, operations and technical leadership
- Rural and Urban Development Initiative (RUDI) and Mtandao Wa Vikundi Vya Wakulima Tanzania (MVIWATA) – Local service providers focused on developing farmer's associations in target locations.
- Farm Input Promotions-Africa (FIPS) – An East African organization developing village based extension.
- International Fertilizer Development Center (IFDC) – Providing technical expertise in rice production, irrigation and agro-dealer networks.
- Danya International – Providing technical expertise in behaviour change communications
- Kimetrica – Supporting the monitoring and evaluation team and IT development.
- Catholic Relief Services (CRS) – Addressing the needs of the most vulnerable in target regions.
- Short-term technical support from MatchMaker Associates, Crown Agents and Associates for International Resources and Development (AIRD).

Goals and objectives

The goal of NAFKA is to sustainably reduce poverty and hunger by improving the productivity and competitiveness of value chains that offer job and income opportunities for rural households. The goal aligns with the Feed the Future Initiative (FtF) overall goal, "to sustainably reduce poverty and hunger." NAFKA promotes growth by facilitating competitiveness of the smallholder-based rice value chain, and balances these impacts on growth and broader effects to reduce poverty through investments aimed at improving the competitiveness and productivity of the maize value chain.

To sustainably reduce hunger and poverty, NAFKA will:

- Improve the competitiveness and productivity of the rice and maize value chains.
- Facilitate improved domestic and regional trade in rice and maize.
- Expand the depth and breadth of benefits from the growth of the rice and maize subsectors, including increased benefits to women and youth.

- Enhance rural household nutrition by promoting women-focused value chain development and improved consumption of a quality diet.

3. IMPLEMENTATION PROGRESS

This section presents NAFKA's progress in implementing activities according to the key result areas as per the NAFKA project document. The key result areas of NAFKA are:

- Improved Value Chain Productivity.
- Expanding Markets and Trade.
- Increased private investment in agriculture.
- Increased Income for Vulnerable Smallholders.

Cross Cutting Issues are addressed under Section 9 of this report, which include gender integration, behavior change communication, environment and natural resource management, and monitoring and evaluation.

IR.1: Improved Value Chain Productivity

NAFKA's agricultural productivity activities, trainings and materials are designed to bring about positive changes in farmers' practices through integration of core behaviors in their farm activities. The key behaviors and practices targeted by the project include land preparation, use of improved seeds, fertilizers application, water management, and harvesting and storage. The activities to achieve adoption involved a combination of on farm demonstrations and trainings in modern agronomic practices, residential trainings and Farmer Field Days. In this quarter we engaged a regional agricultural consultant to look into our productivity strategies in order to increase crop quality and quantity produced. He further assisted the productivity team with developing productivity manuals to be used harmoniously throughout the project starting from the coming season. This ToT and manuals will be transferred to local institutions and private sector for sustainability.

Training on Good Agricultural Practices and adoption by farmers

NAFKA employs a phased approach to our farmer training, whereby each quarter focuses on specific agricultural activities being undertaken in a given agronomic zone. In this regard, most of the training activities conducted during this reporting period continued from the previous quarters (1st and 2nd quarters) and involved on farm demonstrations of modern agronomic practices through demonstration plots. During the 1st quarter, the trainings focused on aspects of land preparation, seedbed preparation, planting in lines, and water management. The 2nd and 3rd quarters focused mainly on aspects of farm management such as weed and pest control/management, fertilizers application. During this reporting period, NAFKA trained a total of 12,351 beneficiaries in the mainland. The trainings are conducted by NAFKA agronomists, village based agricultural advisors, agro-input companies, agro-dealer extension agents and government extension agents.

The table below summarizes the number of farmers trained during the quarter by districts.

Table 1: Training participants by district during the quarter (Apr-June 2013)

District	Training participants by district during the quarter (Apr-June 2013)		
	Women	Men	Total
Kilombero	2,372	2,706	5,078
Mvomero	800	851	1,655
Zanzibar	224	176	400
Kongwa	1,602	1,303	2,905
Kiteto	1,307	1,006	2,313
Overall	6,309	6,042	12,351

Source: June 2013 NAFKA Field Data

GAP trainings: NAFKA trained smallholder farmers on seed bed preparation (including proper banding and leveling), seed sowing, construction of irrigation channels, water management, seedlings transplantation, fertilizer application, and seedbed irrigation. Preliminary data on post training evaluation show that farmers are very keen on learning these new skills. Moreover, M&E data on a small sample of farmers shows that the trainings have resulted in farmers adopting these practices on their field. A detailed report on the number of farmers who have adopted new technologies and the hectares under improved technology will be prepared after the 2nd Annual Outcome Survey to be conducted in August and September, 2013.



Figure 1: Demonstration activities on seedbed preparation were popular events amongst farmers.

Focus on Pest Control: This quarter saw a focus on Integrated Pest Management (IPM) system as per Government Agricultural sector Development Program manual. However Pesticides in PERSUAP were the considerable factor. Pest control in productivity include activities like crop disease vector, weed control, crop destructive insects like maize stock borer, aphids etc.

Among the pest control activities implemented during the season were:

- Aphids and fungus control using approved insecticides and fungicides
- Maize stock borer control in Kiteto and Mvomero
- Youth training on pest control pesticides application
- Lead farmers, VBAs and agro dealers training on seed treatment and quality
- Demonstrating on alternative crops to reduce mono-cropping habit
- Radio talk shows on Pesticides us
- Syngenta Pesticides demonstration in KPL and Kongwa
- Weed control using Glyphosate in maize area
- Farmers were trained on pest control in paddy and rice through Service provider agro dealers (a total of 1286 farmers)
- Farmers were trained on post-harvest pest control during farmer field days.

Pesticide use and application: NAFKA's Youth Development Strategy began its implementation this quarter, by mobilizing youth 'spraying groups' for pesticide and herbicide applications to farms belonging to association and non-association members. During the quarter, the youth groups were trained on safe handling and application of pesticides and herbicides. This training was to help build their capacity on the subject allowing them to provide spraying services to smallholder farmers within their community on a hired basis, while at the same time allowing them to generate income.

Private Sector Engagement through Farmer Field Days: - Farmer Field Days (FFDs) are among the key platforms that NAFKA uses for disseminating modern agronomic technologies and practices to farmers. During this quarter, 67 Farmer Field Days were organized and conducted in four districts; Kongwa, Kilombero, Kiteto and Mvomero. FFDs have proved to one of the most effective training approaches as a facilitation extension method because farmers are given an opportunity to learn about innovative farming practices from private sector actors and share on-farm results, by comparing demonstration plots with inefficient traditional farming practice to those with GAP. FFDs are conducted on demonstration plots where farmers see the outcomes of applying GAP on their farms and private sector companies get an opportunity to showcase the benefits of their products. For this particular FFD, 4 private sector companies shared information about their products, highlighting the varieties available and methods of applications. The companies include Yara (Fertilizer), TANSEED (Seeds), Seedco (Seeds) and Agriseed Technologies Ltd (seeds) the farmer's field days attracted

a total of 6800 farmers; most of whom are participants in NAFKA farm trainings through demonstration plots.

Farmer exchange visits- Additionally, NAFKA conducted 6 farmer-to-farmer exchange visits, where participants visited each other's farms to learn new farming techniques, challenges and solutions to problems experienced.

Increase farmers' access to and use of new technologies

NAFKA implements a number of activities that aim to improve farmers' access to inputs and overall adoption of technologies being trained. The key technologies targeted under the strategy include popularizing ripping technology, UDP application, use of certified seeds and Quality Declared Seeds (QDS), and the use of a Direct Paddy Seeder (DPS). Specific activities that Nafaka implemented under the strategy are detailed below.

Quality declared seed: NAFKA recognizes the pivotal role of seeds in agricultural development. Increasing quality seeds can increase the yield potential of crops resulting in improved productivity. In this regard NAFKA promotes local production of QDS as well as Certified Seeds through partnerships with public and private partners. NAFKA's seed specialist with the Tanzania Official Seed Certification Institute (TOSCI) conducted field inspections of QDS in Kilombero and Mvomero on 15 QDS seed producers supported by NAFKA. The inspections showed that the fields are progressing well due to the fact that there were no serious interferences from negative weather e.g. floods or drought and neither were there any viral attacks from diseases or pests. The results of the inspection will be reported in coming reports. NAFKA's grant to TANSEED has facilitated the development of a seed outgrower program. 54 out of 56 TANSEED grant candidates completed milestone I activities of producing certified seeds of TXD306 and will commence into the second milestone in the coming quarter, which involves training, procurement and delivery of the certified seeds. The inspection of these improved seeds is done by the Tanzania Official Seed Certification Institute, where QDS and certified seed samples are tested on purity levels and germination ability before their release to the public.

Ripping Technology- Ripping technology is another technology that is being widely promoted by NAFKA in Kongwa and Kiteto. This is a farming technology that farmers facing low rainfall can use to retain water moisture for good production. Rippers added to tractors can do the following:

- allow for rain water harvest by increasing water infiltration
- reduce water runoff
- break hard pan caused by grazing and continuous use of disc plough
- Reduce soil disturbance
- Reduce fuel in half
- Reduce the cost of production
- Allow farmers to leave harvest by-product and Residues on the field to protect soils, maintain nutrients and contribute to water retention
- Saves farmers significant time than by doing it by hand



Figure 2 Ripping technology on a farmer's fields in Kongwa.

Follow up on beneficiaries data in Kongwa and Kiteto shows that there is high rate of adoption of ripping technology among farmers in the districts.

Many of the farmers who use this technology access ripping services from a farmer named Sebastian Msola who was initially trained by NAFKA. Mr Msola has developed into a service provider after investing in mechanization and additional rippers. Mr. Sebastian applied this technology on his fields and received impressive results, encouraging him to adopt the technology on a wider scale. This has motivated other farmers to adopt the same technology thus increasing their yields and raising income. NAFKA facilitates the development of individual farmers into service providers (as in the VBAs, above) because it is a sustainable approach that encourage agricultural innovation at farmer level.

Scalable technology – Urea Deep Placement (UDP) Another technology being promoted by NAFKA is the use of Urea Deep Placement (UDP) fertilizer. During this quarter NAFKA conducted on farm training in the use of UDP to 56 farmers who receive NAFKA’s support in production activities of certified seeds. To scale up the use of this technology within intervening areas, NAFKA plans to conduct a TOT for lead farmers, VBAs and progressive farmers in order to use these trained farmers to train other farmers. The training focused on highlighting the benefits of UDP in rice production as compared with the traditional practice of broadcasting urea fertilizer across a field or paddy. UDP helps to increase yields and reduces the quantity of fertilizers used. NAFKA is working on UDP trials in close collaboration with the Kilombero Agricultural Training Institute (KATRIN) to observe the field trials of this new technology. The field inspections were put off until next quarter due to delay in the rains.

Direct Paddy Seeder (DPS): During this reporting period, NAFKA agronomists conducted 6 demonstrations on Direct Paddy Seeders (DPS). The demonstrations were conducted in order to expose farmers to simple and affordable technology that can be used to eliminate the need of transplanting and hours of manual work in sowing germinated paddy seed directly to the field. Benefits of DPS include:

- Labour cost is reduced drastically
- Uniformity in seed sowing and planting population
- Continuous drilling of seeds is eliminated
- Reduction in seed rate and thinning cost 25 kilogram per hectare
- Crop matures 7-10 days earlier than transplanted paddy
- Light weight and easy to handle
- An area of one Hectare can be sown in a day



Figure 3: Demonstrating how to loading paddy seeds into the DPS

The demonstrations attracted a total of 230 farmers. The majority of farmers who attended these demonstrations expressed interest to use the technology and asked for the cost of the seeder, which is estimated to be between USD 300 – 350. NAFKA will track the adoption progress of this newly introduced technology and the private company commercializing the product in coming reports.

Increasing access to inputs and productivity related service provision:

NAFKA’s key strategy in increasing farmer and rural access to improved inputs such as seeds, fertilizers and agro-chemicals includes strengthening a network of rurally based input dealers (village based agricultural advisors), select agro-dealers, and working directly with input suppliers to extend their outreach to rural areas. NAFKA recognizes that private sector investments in agricultural supply chains contribute to sustainable development. In supporting this NAFKA is strengthening its network of VBAs and agro-dealers as extension services promoting the use of improved seed varieties and fertilizer.

Village Based Agricultural Advisors – NAFKA continued to strengthen our network of for-service rural agricultural agents. Major training conducted under this category includes income generating activities for VBAs. These are aimed at giving VBAs additional avenues for generating income, as an incentive for them

to continue supporting small holder farmers through the Farmer –to- Farmer extension approach. These include chicken vaccination services; tree nursery establishment; seed pack selling, ripping business and herbicide application.

Agro-dealers facilitated training – 2 trainings were conducted to agro-dealers during the quarter. The first was on Product knowledge on seed and fertilizer and the second was on Market Information training using MIPAD -Market Information Platform for Agro Dealers (MIPAD). The training sessions improved dealer’s knowledge of seeds, fertiliser and agro-chemicals and also built their skills on business and financial management by enabling agro dealers and market surveyors to share prices for agro inputs within Tanzania using mobile phones.

Farmer Field Days: In addition to input suppliers sensitizing local farmers to their products and benefits, NAFAKA invites local agro-dealers, village based advisors and government extension agents to field days as a means to develop linkages between farmers, local input dealers and input suppliers.

IR.2. Expanding markets and trade

To be competitive in today’s agricultural marketplace, farmers – especially smallholder farmers – need to be integrated into the full chain of production. In this regard NAFAKA is facilitating integration between producers, agricultural traders, and millers/processors as a strategy to link them to reliable sources of market information. Specifically, we are working with public and private sector market participants, governments, universities and farmer associations. NAFAKA market and trade activities are focused on fostering monetary and relationship transactions up and down the value chain focusing on market information systems, collective marketing strategies, buyer linkages, stakeholder networking events and information sharing platforms.

Strengthening collective marketing through association development

NAFAKA’s efforts towards building farmers’ associations are geared towards raising farmers’ incomes and overall socio economic empowerment. NAFAKA finalized and launched the “Sell More For More” training curriculum this quarter, after on-going consultations which paired Tanzanian and international best practice. During the quarter NAFAKA engaged a training specialist to conduct ToT on the “Sell More For More” methodology comprising of four modules: Leadership, marketing, record keeping and operations. The SMFM methodology is intended to equip farmers with skills and knowledge in marketing so that they can meet quality specifications and manage their operations effectively. During this reporting period, the main focus of the association development team was ensuring that the associations acquire legal status by facilitating registration activities. Other activities conducted during the quarter include assisting these nascent associations in developing bylaws, procedures as well as guiding them in electing leaders. A total of 256 members of 18 associations that are under NAFAKA support within Mlimba, Mangula and Ifakara clusters attended these training sessions. Group management training was also conducted in 8 new villages as part of mobilizing efforts to form new associations in MVOMERO.

Increasing access to finance

Agricultural and Rural Loans: The lack of affordable sources of agricultural financing is one the main bottlenecks that hinder improvement in productivity in Tanzania, as farmers opt to practice low input agriculture. This is because adoption of new technologies, such as use of improved seed varieties, application of fertilizers, planting in lines and use of machinery such as direct paddy seeder entails investing in agriculture for better results. In order to ensure a high rate of uptake, of the trained technologies by farmers, NAFAKA implements a special sub-component that is aimed at linking its beneficiary farmers to affordable sources of finances (agricultural and rural loans).

- NMB and YOSEFO: Within KPL, NAFKA continues to monitor the 612 loans disbursed by NMB and YOSEFO, each loan is valued at US\$ 250; the total value of the loans is approximately US\$150,000.
- KVTC-issued loans: During this reporting period, 61 farmers at KVTC were issued with staff loans worth about US\$75 for purchase of inputs; fertilizers, pesticides and seeds. In 2012 NAFKA entered into agreements (MOU) with KVTC management to collaborate in introducing the SRI technology through demonstrations to its staff and the outlying villages around the plantation. The adoption of the SRI technology by KVTC staff catalysed the management to issue staff loans so that their staff can adopt a full package of SRI technologies.
- Opportunity International: NAFKA has recently started to work with Opportunity International (an international microfinance organization) in assessing the possibility of linking NAFKA farmers to the organizations loans.
- PASS: In UWAWAKUDA, 33 farmers have been linked to access loans from CRDB through PASS, the loans applications are currently under review by CRDB bank. Currently, PASS works with NAFKA in guaranteeing farmers in accessing agricultural loans.
- Savings and internal lending communities: more information on loans distributed by SILCs can be found under Component 4.

Micro – Insurance: NAFKA works with The Syngenta Foundation in piloting a weather-based, scalable input insurance for paddy smallholders in KPL. In this quarter, the main activity was to collect whether related data from 8 farms selected from the pilot villages. All 8 farmers have been harvested and the yield data will be analyzed and the results will be shared in the coming quarter. This will help in identifying further steps to be taken towards achieving full operation of the micro-insurance scheme program for small holder farmers. .

Mobile Money Transfer: In establishing more formal communication and information sharing among value chain actors, NAFKA promotes mobile money transfer to encourage more transparent grain markets and increased access to finance for producers.

- NAFKA has been working with The Connected Farmers Alliance partnership formed by USAID, TechnoServe and Vodacom to help farmers in KPL increase their ability to access, secure timely loans and other financial service through the M-Pesa mobile financial service. During the quarter NAFKA issued Vodacom SIM cards to KPL farmers who will be receiving loans from NMB and YOSEFO.
- Additionally NAFKA and Tai Mobile Solutions (T) Ltd conducted an initial feasibility assessment to regarding the development of a Money Transactions (MMT) business model for input companies, agro-dealers, VBAA's, wholesale agents/ mega dealers and other stakeholders. After the initial assessments, Tai Mobile Solutions will work with various stakeholders in increasing adoption and usage of mobile finance (mobile money, SMS and other related ICT systems that assist in transactions) and to capitalize on the new opportunities that mobile finance can bring about in increasing competitiveness and productivity in the rice and maize value chain. Phase two activities will commence in the coming quarter and will include activities on conducting MMT feasibility studies, training MMT business model to the various stakeholders and implementation of mobile money into the operations of 1 major inputs company.

Increasing Marketing Access

NAFKA continues to enhance efforts towards market access to our beneficiaries in preparation for next quarter's harvest.

Marketing consultancy: In this quarter we engaged consultants to look into our productivity strategies in order to increase quality marketable produce and marketing strategies in order to increase production levels. The key objectives of the market linkage consultancy were to:

- Determine the most strategic grain buyers with whom to cultivate prospective buyer relationships for the groups with which NAFKA works.
- Develop strategic plans for developing NAFKA relationships with the identified prospective buyers
- Establish most suitable market linkage activities for NAFKA's primary beneficiaries - smallholder farmers

The consultant's findings and recommendations will be considered in future NAFKA linkage activities.

Strengthen Buyer and off-take models: Additionally we concentrated on developing synergies with potential low to medium level private business entities in the agricultural sector, encouraging the start of a tripartite working relationship between NAFKA, TUBOCHA and Kibaigwa Flour Mills. NAFKA is in the processes of developing the intended model and will be further embed in a tripartite MOU. As we move to the next quarter we shall work towards replicating similar models in strategic clusters.

Storage and warehouse development: The NAFKA association team sensitized farmer associations to collect paddy collectively for warehouse storage during the quarter. Sensitization activities included distributing posters and brochures with messaging on encouraging the use of storage facilities and selling in collective markets and brochures. So far most associations have agreed to build their own warehouses and have acquired land for the exercise. Some have started collecting building material. However for this year, the associations continued to rent space in private warehouses. Each association has agreed to store 1-5 bags of paddy per farmer, each weighting 105kg. The exercise has already started and will continue into the next quarter.

IR.3. Increased private investment in agriculture

Develop strategic partnerships with lead private sector firms

In supporting the critical importance of the private sector participating actively in agricultural production, NAFKA continues to work with KPL and KVTC in mutually developing out grower programs promoting the provision of agricultural inputs and crop marketing within the rice value chain. Details of production and trading activities during the quarter are highlighted in Section IRI on Improved Agriculture Productivity. Next quarter NAFKA will have verified data on the level of private sector investment KPL and KVTC have, to date, contributed to these joint activities. A new partnership is emerging with Kibaigwa Flour Mills and the Syngenta Foundation. Additional and ongoing talks have been conducted with Export Trading Group and other buyers interested in developing relationships with small holder farmers.

NAFAKA Innovation Grants

NAFAKA continues to manage grant funds to unleash innovation and private sector investment. NAFKA is currently administered 4 grants as follows:

Progressive Farmer Grant- The progressive farmers' development grant is implemented by NAFKA with the aim of leveraging medium scale farmers so that they can progress and eventually become commercial farmers. During the quarter under review, a total of 48 beneficiaries (21 and 37 maize and rice farmers respectively) completed milestone one of the grant, which involved land preparation and seed planting activities. The total value (grant value per farmer) of this milestone is about US\$750 per farmer. Grant requests for milestone two activities were also submitted to the mission for approval and will commence in the coming quarter. The contracted farmers for this grant scheme will act as 'Model Farmers' in improving competitiveness and productivity within the value chains by implementing and demonstrating good agricultural practices so that they can be emulated by other small holder farmers. These micro-grants have a partner contribution.

Agro Dealer Grant- The objective of this grant is to foster public-private partnerships by involving agro dealers in demonstrating their inputs so as to stimulate demand and use of inputs by farmers under NAFKA's support. During this reporting period, the NAFKA Agro dealer grant program completed its second milestone, involving the grantees conducting field training on Good Agricultural Practice and Land Preparation to farmers on demonstration plots. The results were that a total of 22 demo plots were established by these agro dealers in 11 farmer associations. The total number of farmers reached through these agro dealers' trainings (demonstration) was 1,286. The total value for this milestone is about US\$1,500 per candidate. Milestone three is expected to commence in the next quarter after Mission review and approval. These micro-grants have a partner contribution.

Warehouse Upgrading Grant- NAFKA warehouse upgrading grants is designed to contribute to institutional capacity building of associations and promote collective marketing using warehouse receipt systems principles. The grant targets associations that work with NAFKA. During the quarter under review, the project received a total of 15 applications for the grant. The applications were reviewed and forwarded to the Mission for COR consideration and concurrence. The total estimated value of In-kind contributions is about US\$ 6,500 and the total estimated counterpart contribution is about US\$ 1,400. Eligible organizations for warehouses are required to contribute cost share.

TANSEED Grant- the TANSEED grant, developed to assist in improving the availability and adoption of improved certified rice seeds varieties, completed its milestone one activities. 56 rice seed growers were recruited and contracted to produce 250 tons of certified rice seeds in total. The grantee's worked closely with Government of Tanzania and Kilombero Agricultural Research and Training Institute (KATRIN) in identifying suitable certified rice seed varieties suitable for Kilombero and Mvomero districts. The selected variety for the program is TXD 306 because it has high yields, drought resistant, has a high tillage ability and has a short term before harvesting. Activities for milestone two are expected to commence in the next quarter and have been submitted to the Mission for review and approval. Milestone two activities include training, procurement and delivery of the certified seeds. This grant has a 30% cost share element to it.

Develop the Tanzania Rice Partnership (TARIPA)

NAFKA has been spearheading the TARIPA initiative, which brings together multiple private sector partners and potential investors in SAGCOT. NAFKA is collaborating with FAO and the Gatsby Foundation in the initial stages of transitioning TARIPA from a loosely-organized collaboration of potential SAGCOT investors and NGOs into a more potent representational body for the rice industry. Discussions regarding such a transition were triggered by the GoT's decision to import duty-free rice without sufficient consultation with the private sector. GoT representatives commented that they would welcome such a representational body with whom the government could consult on such matters. The decision to transition TARIPA to a more formal rice association was taken early in this reporting period by a group of rice value chain stakeholders convened by a consortium comprised of the Gatsby Foundation, FAO and NAFKA.

NAFKA and FAO continue to provide support by organizing and facilitating the meetings. Two task force meetings were held during this reporting period. At the first, more than twenty commercial rice actors attended, an expression of the need for such an association. These included three of Tanzania's largest rice farms, smallholders, traders, medium-sized millers, input suppliers, banks, and mechanization/irrigation service providers. The result was the creation of a ten-person task force comprised of local NGOs and private sector organizations.

The association will aim to build a common voice for the rice sector of Tanzania and strengthen the ability of actors to operate in a market-driven environment through establishing open private-public dialogue, cross-sector partnerships and access to information on the rice sub-sector. The association will engage with policy decision-makers on matters that affect the rice value chain and will strengthen sub-sector cohesion

and capacity to operate in a commercial environment, including encouraging certification and quality standards/specifications in conjunction with regional partners. These activities will foster a better enabling environment and confidence in potential investors.

IR.4. Increased Income for Vulnerable Smallholders

NAFAKA's main activity under this component is to establish Savings and Internal Lending Communities within NAFKA intervening villages Component 4: Increased Incomes for Vulnerable Smallholders continued to provide technical oversight and expanded to 7 additional villages in Kilombero District and 17 additional villages in Kiteto District.

During this reporting period, NAFKA deployed and trained 29 additional community based Field Agents (FAs) within the two districts (Total field agents to date is 45). The new FAs who are responsible for forming and supporting SILC groups, were trained on 9 modules with topics on: Individual Self Screening; Groups, Group Formation and Governance; Members Responsibilities, Management Committee and Election; SILC Constitution, Savings, Safety/Security of the Group Assets; Loan Fund Policies and Social Fund Policies; Meetings and Constitution Finalizations; Written Record-Keeping and SILC Meeting Procedure (1 and 2); and Share-Out Meeting.

71 new SILC groups were formed bringing the cumulative total of SILC groups to 150, comprising of 2,660 members (68% women). SILC savings increased from US\$55,113 in March, 2013 to US\$ 61,100 in June 2013, while the value of internal lending increased to US\$ 43,810 at the conclusion of this reporting period. SILC savings and lending are actually conducted in Tanzanian Shillings, but the figures here are converted to U.S. dollars for the purposes of this report. A cumulative total of 778 SILC members have accessed loans, of which 537 are women.

Vulnerability Assessment

A vulnerability assessment exercise was done to identify vulnerable smallholder farmers that are supported or directly reached by component 4 activities, specifically those who are members of SILC groups. The current NAFKA definition of a vulnerable smallholder farmer in Kilombero is:

- Individuals living in the floodplains of Kilombero District;
- Single headed households, mostly women, elderly and youth headed households, households vulnerable to flooding;
- Households dependent on family labor for income and food to a large extent, and in many cases have poor or no access to food; household with no access to formal financial institutions; and
- Farmers with low access to technologies and inputs, and overall have low agricultural and business skills.

A total of 140 SILC members were randomly sampled and interviewed. The results of the assessment will be reported in the annual report for 2013.

4. ACTIVITIES IMPLEMENTED IN ZANZIBAR (UNGUJA AND PEMBA)

IR.1. Improved Value Chain Productivity

NAFAKA entered its 6th month of activity in Zanzibar this quarter. The main objective of the Zanzibar program is to improve rice productivity, while increasing the income of smallholder farmers.

Good Agricultural Practice Trainings: To date 400 farmers, in both irrigated and rain-fed areas have been trained on 5 core training packages that are simple to understand through affordable technologies that have been proven to increase crop yields and quality. The trained technologies included:

- Land preparation, seed selection and preparation.
- Planting, transplanting, fertilizer application, water management/conservation.
- Fertilizer, weed control, insect and disease control and water management/conservation
- Late season insect and disease management, bird scaring, pre- harvest preparation
- Harvest, PHH, land preparation and planting alternative crops

Farmer Exchange Visits: During the period under review, NAFKA organized an exchange visit of Zanzibar farmers to NAFKA-supported activities in Mvomero district. The purpose of the visit was to provide an opportunity for the Zanzibar farmers to learn and share experience with their counterparts on the mainland. While on the mainland the farmers visited paddy farmers in MVOMERO districts where they learned how NAFKA intervention areas designed to increase rice productivity among farmers under the projects support. The Zanzibar farmers also visited the UWAWAKUDA model farm, seed production plots and several farmer groups.

Farmer Field days: NAFKA conducted its first Farmer Field Days (FFD) in Zanzibar. 4 demonstration plots were developed and divided into 20 separate plots to demonstrate: Leveling, bunds, spacing; Local varieties developed by ZARI, mainland and traditional varieties; Fertilizer usage - different formulations and Urea Super; and Water management - wet and dry, water conservation.

The FFD extension approach has been effective in disseminating knowledge and influencing the adoption of farming technologies among smallholder farmers in Zanzibar. The demonstration plots have encouraged a higher rate of adoption in the rain fed areas compared to the irrigated areas. The preliminary yield results for the irrigated areas showed a 20% increase whereas in the rain fed areas the yield results showed a 300% increase. From the demonstration plots, NAFKA has observed that the farmers in the irrigated area are fairly technically savvy and need limited additional training. Although Irrigated rice producers are well trained and have the conditions to produce acceptable yields and quickly adopt new technologies, the rain fed rice producers have the potential to farm more land and double or triple their yields with proper training and access to inputs. Doubling of yields in the rain-fed areas could increase total rice production in Zanzibar by 40%. NAFKA is encouraging the GoZ to support rain fed area because the rain fed rice production could benefit more farmers, be more environmentally-friendly, and conserve water.



Figure 4: Farmers developing innovative mechanisms to use for seed spacing activities

5. KEY ACHIEVEMENTS/ RESULTS

Below is a highlight of NAFKA's key achievements and results:

- Rapid scale up to more than 27,000 beneficiaries, including 8,000 in maize-growing areas.
- Serving 4,000 beneficiaries in 10 registered associations in KPL outgrower area, with preliminary results indicating a doubling of yields.

- Launched activities in Zanzibar, serving more than 400 farmers with close collaboration with the Zanzibar Agricultural Research Institute and Zanzibar Ministry of Agriculture, with preliminary results of up to 300% increase in yields in rain fed areas.
- Developed a committee working with FAO, the Gatsby Foundation and private sector actors on transitioning the Tanzania Rice Partnership (TARIPA) to a representational body of rice industry in TZ.
- Promoted three new technologies: ripping services, Urea Deep Placement, Direct Paddy seeder
- Finalized a study that is providing policy recommendations for refining role of the National Food Reserve Agency.
- Developed a strategic partnership with Kibaigwa Flour Mills in the maize growing area. Our intervention on increased technology has realized increased productivity in the maize growing areas. Preliminary results find that farmers that adopted NAFKA promoted technology in maize growing areas have reported doubled yields from, 8 bags per acre last season, to 20 bags per acre this season. Kibaigwa Flour Mills will purchase maize from the farmer groups that have received training on GAP's through NAFKA.
- Launched Behavior Change Communication messaging around collective storage and marketing were posted out in the field and the radio talk shows are ongoing to re-emphasize the importance of these practices.
- Signed an MoU with IITA/Africa Rising to collaborate on related research pertaining to mycotoxins in staples.
- Strengthened NAFKA training curriculum so that it can be transferred over to local implementing partners, training institutes and private sector actors.

6. PROBLEMS/CHALLENGES

- Outbreak of pests (army worm) in Kiteto District affected fields and contributed to low yield called. Due to the magnitude if the affected areas NAFKA will have to consult the Ministry of Agriculture to address the issue.
- Shortage of rains affected yields in the maize growing areas.
- In Kilombero floods washed away some rice demonstration plots and adoption plots. This has disrupted the demo plot learning activities for specific sites.
- Loss of Access to Finance and Environmental Specialists. Recruitment activities are underway in finding their replacements.
- 2 of the TANSEED grant candidates could not honor their commitments under their grant agreements because their fields were flooded, destroying their crop that was required for continuation under the program.

7. PLANNED ACTIVITIES

Improved Value Chain Productivity

- Preparation of Nane Nane demonstration plot for display
- Establishment of dry season demo plots (using conservational agricultural methods) and identification of demo plot sites for next season
- Prepare an input procurement plan for the next season
- Village profiling, sensitization and group formation activities in new villages
- Conduct training of trainers for Agrodealers, VBAs and Lead farmers on GAP and business skills
- Conduct training to smallholder beneficiaries on Good Agricultural Practices
- Follow up on trainings to be conducted by KATC in UWAWAKUDA

- Monitor Seed harvesting activities for Dakawa
- Collect yield data in demonstration plots
- Conduct Gross Margin analysis activities.
- Review the MOU with UWAWAKUDA and development and implement the institution capacity building and other activities stipulated in the MOU
- Monitor paddy collection activities in KPL from loaned farmers
- Train of Progressive Farmers on Good Agricultural Practices and business skills.
- Facilitate exchange visits within associations across all clusters
- Collect yield data for QDS and Certified Seeds
- Develop work plan and strategies for the coming season of 2014

Expanding Markets and Trade

- Establishment and execution of a tripartite MOU – NAFKA/Tubocha/KFM
- Prepare for the USAID/Tanzania Parliamentary group site visit in July
- Organize activities for Nane Nane Event in collaboration with other FtF implementing partners
- Review MOU and implementation activities of Africa Rising and Chimika AMCOS
- Coordination of activities with Opportunity International for roll out in UWAWAKUDA
- Link trained agro-dealers and VBAs to associations and supplying companies
- Organize market information agro dealer training
- Conduct training on 'Sell More For More' methodology
- Facilitate registration of associations
- Linking all Crop banks with financial institutions
- Facilitate Agricultural Exhibitions at cluster level (1000 participants)
- Facilitate formation of 3 Apex organ(s) to link all associations
- Establish, training & register VBAs Associations
- Develop work plan and strategies for the coming season of 2014

Increased private investment in agriculture

- Supervise and follow up on milestones for innovation grants
- Develop grants for Zanzibar through KATI and ZARI
- Develop work plan and strategies for the coming season of 2014

Increased Income for Vulnerable Smallholders

- Conduct PSP payment meetings/FA refresher trainings in Kilombero District
- Conduct SILC refresher training in Kiteto
- Conduct meetings with C4 project Managers and extension officers to review project productivity and develop strategies/plan for improvement.
- Follow-ups and conduct monitoring visits in both Kiteto and Kilombero project areas
- Vegetable production training
- Conduct field visits to vulnerable smallholder vegetable producers to assess the implementation progress
- Develop work plan and strategies for the coming season of 2014

Cross-cutting Issues

Our gender-integration team will:

- Collaborate with productivity team to Facilitate some women farmers to attend Nane Nane agricultural fair
- Link Youth Groups to irrigation and productivity teams to establish group demo plot in Mbogo village Mvomero

- Facilitate registration of youth groups at the District offices so that they can be recognized
- Link Youth groups to access to finance specialist
- Facilitate gender awareness and human rights training to peer educators
- Facilitate focus groups after the harvest in the rice communities to assess progress in collaborative household marketing decisions
- Conduct gender assessment in KVTC Villages
- Provide support to M&E staff on monitoring gender learning indicators
- Develop work plan and strategies for the coming season of 2014

Our BCC team will:

- Assessment of BCC effectiveness
- Routine monitoring of BCC activities
- Documentation of evidence-based best practices and lessons learned for BCC programming
- Development of next BCC seasonal campaign

8. SPECIAL ISSUES

USAID Mission visit to NAFKA project sites

During this reporting period, NAFKA hosted various high level visits from the USAID Mission. The first visit was to Kongwa and Mvomero with our COR [REDACTED] and the USAID Monitoring and Evaluation Specialist [REDACTED]. This visit was arranged for the purpose reviewing the FtF program implementation progress with a particular focus on resulting. In his second visit he was joined by a USAID Consultant from Washington, DC ([REDACTED]) with the same focus on capturing accurate data and reporting on results.

The second visit was by the NAFKA COR ([REDACTED]) and USAID Contracting Officer ([REDACTED]) also to Kongwa, Mvomero. Their visiting purpose was to observe the progress of NAFKA's implementing activities generally.

Collaboration with other FTF Partners

Nane Nane trade fair

The Nane Nane trade fair is a national event celebrated to recognize farmers' contribution to the Tanzania economy. This event provides an opportunity for farmers and other stakeholders to exchange knowledge and business. Preparations for the event are still ongoing and will be reported in the next quarter.

NAFAKA/TUBOCHA/KIBAIGWA FLOUR MILLS Tripartite model

NAFAKA teamed up with TUBOCHA and Kibaigwa Flour Mills to collaborate on activities that would enhance the value chain. A tripartite model is being considered for an MOU between the three, to develop joint activities for the next quarter.

Collaboration with other Partners

Coalition for the Advancement for Women in Agriculture in Tanzania (CAWAT)

The NAFKA Regional Gender Advisor and the NAFKA Gender Specialist attended the launch of the Coalition for the Advancement for Women in Agriculture in Tanzania (CAWAT), supported by Land O'Lakes USAID-funded Innovations in Gender Equality (IGE) to Promote Household Food Security project. Our

Gender Advisor presented as part of a panel on Women Smallholder Farmers and Economic Empowerment-Best Practices and Challenges. Results of the CAWAT baseline survey were also discussed and the highlighted recommendations were gender /rights awareness and sensitization.

SYNGENTA / NAFKA

Syngenta have had a successful input program around the KPL area under Triachem, where they have set up input distribution points. This will be replicated in other clusters, preferably within NAFKA implementation zones, that already have farmers mobilized into associations. NAFKA is in discussion with Syngenta to perform joint activities that will enable farmers to gain access to quality affordable inputs. NAFKA's approach through associations would work very well with Syngenta because Syngenta will be able to establish a sound client base that will be maintained for years to come, and in it will generate self-employment opportunities at village level, with farmers diversifying into seed production as well as certified agro-chemical distributorship.

NAFAKA collaboration with Africa RISING East and Southern Africa (ESA)

NAFAKA and the USAID-funded Africa RISING East and Southern Africa (ESA) have agreed through an MOU, on a research initiative on smallholder farmers and their the farming systems in NAFKA target areas, which partly encompass Africa RISING research sites. The purpose of this relationship is to leverage upon each other's projects and collaborate on use of sustainable intensification technologies that have been proven to work by the scientists involved and beyond.

9. CROSS-CUTTING ISSUES

Gender Integration

Gender quality and women's empowerment have gained increasing importance, both as objectives and as instruments for poverty reduction. In its operations, NAFKA aims to expand women's access to fundamental assets and strengthen their decision making role within their community. In helping to track this, our gender team identified two learning questions namely gender based rights and women's leadership. Special efforts are being made to address these questions and better track gender activities within NAFKA.

Gender training activities

During the start of the quarter NAFKA facilitated training on gender, to NAFKA staff with the following objectives:

- To review main themes of gender empowerment and integration.
- To become familiar with the ACDI/VOCA gender policy.
- To learn how to effectively capture data on women's empowerment in NAFKA.
- To brainstorm on gender challenges and opportunities in project activities.

The training served as a refresher course for staff who participated in the previous gender training, and as an introduction to key concepts for new staff.

In addition, The Component 4 team together with the gender team facilitated gender training for SILC field agents on Human rights. The objective of the training was for participants: To know that all humans (men and women) are equal and deserve equal opportunities; To be able to recognize the impact of violating human rights and its effects on the long term and; To understand the language used in the concept of gender and gender problems.

Behavioural Change and Communication

NAFAKA focuses on BCC materials to initiate behavior change and adoption around a few key practices or technologies that would allow farmers to realize an increase in yields and/or incomes. Many behaviors and practices are socially or economically embedded, and thus a more nuanced understanding of the barriers to change is required. BCC campaigns this quarter include:

Marketing and storage campaign

NAFAKA distributed the approved posters and brochures utilizing the network of District Coordinators, Association Development Field Officers, Junior Agronomists and government extension officers. The materials carry messages on encouragement for use of storage facilities and collective marketing.

Broadcast of radio messaging

NAFAKA continued to monitor the broadcast of radio messages targeting collective marketing and use of storage facilities. Four community radio stations are currently participating in this campaign: Radio Pambazuka, Radio Mwangaza, Abood Radio and Ulanga FM. Each station will broadcast a total of 672 spots from May through July both in prime time and regular hours. An assessment will be done to gauge their effectiveness and will be reported in the coming quarters.

Assessment of BCC effectiveness and lessons learned for BCC programming:

This assessment focused on the two BCC interventions; the print materials and radio spots of the 1st BCC campaign focusing on GAP of using quality seeds and proper use of fertilizer. Although it is not possible to fully measure the impact of BCC in this scope of this assessment, evidence of behavior changes by small scale farmers around the campaign objectives of increased use of certified seeds, appropriate use of fertilizers and herbicides was able to be documented throughout the six project clusters. 24 of the 81 villages in the six clusters that had received BCC interventions were sampled, with four villages sampled per cluster. Although sampling was purposive, fair distribution was ensured through:

- Representation of all the six clusters,
- Uniform representation of the two value-chains,
- Consideration of any unique features including geographical coverage
- Consideration of accessible and remote villages;
- Neighboring villages not sampled

A summary of the findings are as follows:

- About 81%, 70 % and 83% of respondents in Mangula, Ifakara North and Mlimba clusters respectively had not seen posters on rice seeds and fertilizers compared with about 85% who reported to have seen posters with messages on maize seeds and fertilizers in Mvomero cluster villages. However, only about 25% of respondents in Kongwa cluster and 10% in Kiteto cluster reported to have not seen posters for maize with fertilizer and certified seeds messages.
- Assessment results of the radio programs revealed that farmers from half of the clusters reported to have heard USAID-NAFAKA project messages on the radio. Farmers in Ifakara North (52%) reported the highest radio listenership, followed by Mangula at 42% and Mlimba at 22%. None of the farmers in Kiteto, Kongwa and Mvomero clusters heard the radio campaign. Farmers in two villages in Mlimba cluster (Viwanja Sitini and Mlimba A) also reported to not have heard the use of quality seeds and proper use of fertilizer campaign.
- The findings recommended that NAFKA should create more linkages of farmer groups or individuals to loaning institutions; cheaper inputs; support licensing of agro-dealers; more GAP training opportunities and facilitate tractor services for land preparations activities.

- The findings also recommended that NAFKA look at some untraditional, but low-cost BCC activities including promoting BCC at soccer games and hosting theatre groups.

During the focus group discussions, it was identified that some behaviors are being adopted by farmers due to BCC interventions. Although a more in-depth assessment is being planned to quantify this information, NAFKA beneficiaries confirmed to adopt the following behaviors; use of improved seeds (e.g., Saro 306), use of fertilizers, use of herbicides and adopting line planting instead of broadcasting.

Environmental Compliance and Natural Resource Management

Compliance: In NAFKA, environmental mitigation activities are integrated into agronomic activities. Throughout this reporting period our team encouraged farmers to comply with environmentally-friendly activities. Training activities promoted proper use of agro chemicals as per PERSUAP and adaptation of conservation agriculture. Topics include: proper use and storage of approved fertilizers, treated seeds and agro-chemicals such herbicides, insecticides, fungicide, wormicides and other pesticides, including use of safety gears when using these agro-chemicals.

Natural Resource Management: Agricultural conservation activities included agro forestry through VBAs who have established tree nurseries with a total of 15,000 seedlings. Additional activities include GAP trainings around soil fertility management and on farm water management. Ripping technology, as a part of conservation farming, was a major focus on this quarters activities. Low cost solutions such as ridge-tilling for water retention were also promoted.

Monitoring and Evaluation

The main focus of M&E activities during this quarter was on reviewing the entire M&E arrangement as per the recommendations made by the TMG/USAID in the wake of the Data Quality Assessment (DQA) exercise commissioned in April 2013. Specific actions taken by NAFKA in addressing issues that emerged from the DQA exercise include: reviewing the projects PMP along with the results framework and the indicators; re defining the entire data management cycle by developing some SOPs and developing guidelines for data verification and validation; and reviewing the procedures for managing databases. Other measures taken in response to the recommendations include recruiting and posting 2 M&E field staff in two satellite offices of Kongwa and Kilombero.

Another activity undertaken during the quarter was to conduct a staff workshop to review progress of implementation of projects activities for the 2nd quarter (January – March 2013). The workshop served to share implementation challenges faced by project staff and develop strategies for addressing them during the 3rd Quarter. It is during this workshop also that all project staff share their work plans for the ensuing quarter.

The M&E section in collaboration with Danya international also conducted a BCC outcome/impact survey. The exercise intended to gauge the impact of NAFKA's BCC campaigns since the start of the project, as well as soliciting farmers' views on whether or not the campaigns and approaches used are relevant in transforming targeted behaviors. The report on the findings of the survey and recommendations will be prepared by Danya International and shared with NAFKA to guide future BCC campaigns.

10. ANNEXES

Annex I: Performance against PMP indicators

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)									
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY I	Achieved to date (FY I&2)
			Q1	Q2	Q3				
IR_ I: Improved Agricultural Activity									
I	FTF-4.5-4	Gross margin per unit of land, kilogram, or animal of selected crops (Rice, maize & legumes and maybe horticulture) (RIA) (OUTCOME) (data collected annually and to be reported in Annual Report)							
		Maize	158					106	0
		Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)	35,200					279	0
		Male	19,360					191	0
		Female	15,840					88	0
		Disaggregates Not Available							
		Total Production	42,240					273	0
		Male	23,232					177	0
		Female	19,008					96	0
		Disaggregates Not Available							
		Value of Sales (USD)	5,331,040					41,664	0
		Male	2,932,072					25,903	0
		Female	2,398,968					15,761	0
		Disaggregates Not Available							
		Quantity of Sales	22,880					179	0
		Male	27,456					119	0
		Female	12,320					62	0
		Disaggregates Not Available							
		Purchased input costs (USD)	4,294,400					33,946	0
		Male	2,361,920					22,391	0
		Female	1,932,480					11,555	0
		Disaggregates Not Available							
		Rice	645					543	0
		Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)	11,760					7,461	0

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)									
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY I	Achieved to date (FY I & 2)
			Q1	Q2	Q3				
	Male	6,468						4,277	0
	Female	5,292						3,184	0
	Disaggregates Not Available								0
	Total Production	30,576						17,681	0
	Male	16,817						9,990	0
	Female	13,759						7,691	0
	Disaggregates Not Available								
	Value of Sales (USD)	6,369,592						3,654,687	0
	Male	3,503,276						1,752,396	0
	Female	2,866,317						1,902,291	0
	Disaggregates Not Available								0
	Quantity of Sales	14,676						8,435	0
	Male	8,072						4,397	0
	Female	6,604						4,038	0
	Disaggregates Not Available								
	Purchased input costs (USD)	5,680,080						3,608,827	0
	Male	3,124,044						2,047,661	0
	Female	2,556,036						1,561,166	0
2	USAID(T) Yields: KG/Ha for rice, maize and horticulture cultivated (OUTCOME) (data collected annually and to be reported in Annual Report)								
	Maize	1,200						976	0
	Rice	2,600						2,370	0
IR 1.1: Enhanced Human and Institutional Capacity Development for Increased Sustainable Agriculture Sector Productivity									
3	FTF-4.5.1-27 4.5.1(27): (CBLD 5) Score, in percent, of combined key areas of organization capacity amongst USG direct and indirect local implementing partners (S) (OUTCOME) (to be reported in Annual Report)								
	Numerator: The total number of points scored	18							
	Denominator: The total number of points possible	68							
4	FTF-4.5.2-7 Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (RiA) (WOG) (OUTPUT)	20,000	2,724	17,869	12,351	32,944	165%	4,656	0
	Type of individual								
	Producers	20,000	2,724	17,869	12,351			4,656	0

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)									
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY I	Achieved to date (FY I & 2)
			Q1	Q2	Q3				
	People in government								
	People in private sector firms								
	People in civil society								
	Disaggregates Not Available								
	Sex	20,000	2,724	17,869	12,351				0
	Male	10,400	1,547	9,034	6,546			2,829	0
	Female	9,600	1,177	8,835	5,805			2,633	0
5	FTF-4.5.2-5 Number of farmers and others who have applied new technologies or management practices as a result of USG assistance (RiA) (WOG) (OUTCOME)	13 010	3 500					3 500	
	New/Continuing	13,010	3,500	3,500	3,500			3,500	
	New	13,010	0	0	0			0	
	Continuing		3,500	3,500	3,500			3,500	
	Disaggregates Not Available			0	0				
	Sex	13,010		0	3,500				
	Male	6,765	1,820	0	1,960			1,820	
	Female	6,245	1,680	0	1,540			1,680	
6	FTF-4.5.2-28 Number of private enterprises, producers organizations, water users 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 (RiA) (WOG) (OUTCOME)	60						31	
	Type of organization	60						31	
	Private enterprises (for profit)								
	Producers organizations	60						30	
	Water users associations	0						1	
	Women's groups								
	Trade and business associations								
	Community-based organizations (CBOs)								
	Disaggregates Not Available								
	New/Continuing	60						31	
	New	60						31	
	Continuing							0	

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)										
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY I	Achieved to date (FY I & 2)	
			Q1	Q2	Q3					
7	FTF-4.5.2-11	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 (RiA) (WOG) (OUTPUT)	37					0%	31	48
		Type of organization							31	
		Private enterprises (for profit)								
		Producers organizations							30	47
		Water users associations							1	1
		Women's groups								
		Trade and business associations								
		Community-based organizations (CBOs)								
		Disaggregates Not Available								
		New/Continuing							31	48
		New	37						31	48
		Continuing							0	48
IR 1.2 Enhanced Technology Development, Dissemination, Management and Innovation										
8	FTF-4.5.2-13	Number of rural households benefiting directly from USG interventions (S) (Output)	26,716	11,292	17,070	25,981	25,981	97%	4,552	25,981
		New/Continuing	26,716	11,292	17,070	25,981				
		New	26,716	6,740	5,778	8,911			4,552	
		Continuing		4,552	11,292	17,070			0	
		Disaggregates Not Available								
		Gendered Household Type	26,716	6,740	17,070	25,981	25,981		4,552	
		Adult Female no Adult Male (FNM)	1,336	193	683	1,039	1,039		182	
		Adult Male no Adult Female (MNF)	1,336	77	3,585	5,456	5,456		956	
		Male and Female Adults (M&F)	24,044	6,470	12,803	19,486	19,486		3,414	
		Child No Adults (CNA)	0	0	0	0	0		0	
9	FTF-4.5.2-2	4.5.2(2): Number of hectares under improved technologies or management practices as a result of USG assistance(RiA) (WOG) (OUTCOME)	23,000						4961	0
		Technology type	23,000							
		crop genetics	0							
		animal genetics	0							
		pest management	3,000							

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)									
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY I	Achieved to date (FY I & 2)
			Q1	Q2	Q3				
	disease management	3,500							
	soil-related	6,000							
	irrigation	3,000							
	water management	4,000							
	post-harvest handling and storage	3,500							
	processing	0							
	climate mitigation or adaptation	0							
	fishing gear/technique	0							
	other	0							
	total w/one or more improved technology	23,000							
	Disaggregates Not Available	0							
	New/Continuing	23,000							
	New	14,000							
	Continuing	9,000							
	Disaggregates Not Available								
	Sex	23,000							
	Male	13,000							
	Female	10,000							
	Association-applied	0							
10	FTF 4.5.2-39 Number of technologies or management practices in one of the following phases of development: Phase I/II/III as a result of USG assistance (S) (Output)	14	4					8	
	Phase 1								
	Number of new technologies or management practices under research as a result of USG assistance								
	Phase 2								
	Number of new technologies or management practices under field testing as a result of USG assistance								
	Phase 3								
	Number of new technologies or management practices made available for transfer as a result of USG assistance	14	4						
11	NAFAKA Number of targeted beneficiaries reached (OUTPUT)	20,000	7,067	5,785	9,093	21,945	110%	5,502	27,447
	Sex								0
	Male	10,000	4,072	3,198	4,140	11,410	114%	2,869	14,279

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)									
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY I	Achieved to date (FY I & 2)
			Q1	Q2	Q3				
	Wholesalers/processors	7,000							
	Others	7,900							
	Disaggregates Not Available								
	Sex of recipient	395,000							
	Male	205,500						34,694	
	Female	189,600						15,089	
	Joint	0							
	n/a	0							
	Disaggregates Not Available								
17	FTF 4.5.2-30 Number of MSMEs, including farmers, receiving USG assistance to access loans (S)	1,500						1,143	
	Size of MSME	1,500							
	Micro	1,000						1,143	
	Small	400							
	Medium	100							
	Disaggregates Not Available	1,500							
	Sex of owner	1,500						1,143	
	Male	870						663	
	Female	630						480	
	Joint								
	n/a								
	Disaggregates Not Available								
18	FTF 4.5.2-37 Number of MSMEs, including farmers, receiving business development services from USG assisted sources (S) (OUTPUT)	7,000	2,724	17,869	12,306		0%		32,899
	Size of MSME	7,000							
	Micro	4,900	2,724	17,869	12,306		0%		32,899
	Small	1,960	0	0	0				
	Medium	140	0	0	0				
	Disaggregates Not Available	0	0	0	0				
	MSME Type	7,000	0	0	0				
	Agricultural producer	6,997	2,724	17,869	12,306				17,694
	Input supplier	7	0	0	0				
	Trader	7	0	0	0				
	Output processors	7	0	0	0				

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)									Achieved to date (FY 1 & 2)	
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY 1		
			Q1	Q2	Q3					
	Non agriculture	0	0	0	0					
	Other	0	0	0	0					
	Disaggregates Not Available	0	0	0	0					
	Sex of owner	7,000	2,724	17,869	12,306	32,899	470%		32,899	
	Male	3,640	1,547	9,034	5,918	16,499	453%		16,499	
	Female	3,360	1,177	8,835	6,388	16,400	488%		16,400	
	Joint	0								
	n/a	0								
IR 3: Increased Investment in Agricultural or Nutrition Related Activities (Corresponds to NAFAKA Component 5 Activities)										
19	FTF-4.5.2-12	Number of public-private partnerships formed as a result of FTF assistance (S) (OUTPUT)	12						8	0
		Agricultural production	12						8	0
		Agricultural post-harvest transformation	0							0
		Nutrition								
		Multi-focus								
		Other								
20	FTF-4.5.2-38	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation (iA) (OUTCOME)								
R 5: Increased Resilience of Vulnerable Communities and Households (Corresponds to NAFAKA Component 4 Activities)										
21	FTF-4.5.2-14	Number of vulnerable households benefiting directly from USG assistance (S) (OUTPUT)								
		New/Continuing								
		New	4,360							
		Continuing								
		Disaggregates Not Available								
		Gendered Household Type								
		Adult Female no Adult Male (FNM)	200							
		Adult Male no Adult Female (MNF)	236							
		Male and Female Adults (M&F)	3,924							
		Child No Adults (CNA)								
22	NAFAKA	Value of Savings accumulated by SILC groups under NAFAKA (OUTPUT)								
		Sex of owner	40,000	14,804	21,355	6,890	36,159	90%		55,564
		Male								
		Female								

NAFAKA PERFORMANCE AGAINST PMP INDICATORS (2013 FY)									Achieved to date (FY 1&2)
Indicator No.	Indicator Definition and Disaggregation	Tar. 2013	FY 2013 actual			Cum. 2013	% Ach.	Ach. FY 1	
			Q1	Q2	Q3				

Annex 2: Success Stories submitted to the USAID Mission during this reporting period



USAID
FROM THE AMERICAN PEOPLE



FEED THE FUTURE
The U.S. Government's Global Hunger & Food Security Initiative

SUCCESS STORY

Improving productivity through entrepreneurship at the village level in Tanzania

Increasing access to inputs and good agricultural practices.



Photo: Natharine Ugulumo

USAID is developing entrepreneurship among smallholder farmers through linkages with agricultural input supply companies to promote greater availability and use of modern farm inputs for increased productivity and yields.

"I am now very popular because of the nature of my work. Farmers of all ages consult me for advice when it comes to agriculture. I feel a heightened respect from my community."

Telling Our Story
U.S. Agency for International Development
Washington, DC 20523-1000
<http://stories.usaid.gov>

Despite the improving range and quality of agricultural extension services in Tanzania, access to farm inputs and quality of information available to smallholder farmers remains unreliable. Farmers require access to high quality agricultural inputs, such as seed, fertilizer and farm equipment, as well as to training and technical assistance services on the use of these inputs through a vigorous extension service. Unfortunately most of Tanzania's subsistence farmers, among the country's poorest people, have little or no access to either inputs or extension services.

To address these constraints, the USAID Feed the Future initiative supports a "village-based agriculture advisor (VBAA)" program that trains farmers as self-employed extension workers with "starter-pack" inputs provided by input supply companies. This VBAA program employs a village-based approach that promotes entrepreneurship among motivated farmers while extending the reach of private sector input supply companies into the rural areas. The companies provide the "starter packs" of inputs which are distributed by the VBAs who are trained by Feed the Future with technical support from these companies to offer advice and guidance in their application. Farmers who experience the benefits of these inputs then become customers of the VBAs, who purchase the inputs from the companies for sale to their new customers.

Neema Urrasa, a 48 year old mother of six, was selected by her community to become a VBAA in a maize-growing area of northern Tanzania. Neema, previously a subsistence farmer, struggled with low yields due to inefficient traditional farming practices. With training in good agricultural practices from Feed the Future, today she is sharing her expertise with other smallholder farmers in her community as well as creating demand for inputs as a representative of local input supply companies.

Neema has increased her maize harvest from ten to fifty 100 kilogram bags on her two acre plot. She uses her plot to demonstrate improved drought-tolerant seed varieties with good agricultural practices so that other farmers in her community can learn from her experience and purchase the small commercial seed packs for adoption on their own fields.

To date, Neema has reached 1,500 smallholder farmers, nearly half of whom are women, to increase their productivity by using improved seeds, fertilizers and other good agricultural practices. She says "I am now very popular because of the nature of my work. Farmers of all ages consult me for advice when it comes to agriculture. I feel a heightened respect from my community."

Through this initiative, Feed the Future is building entrepreneurship by extending the outreach of input supply companies through smallholder village-based advisers to promote increased productivity and food security.

U.S. Agency for International Development

1300 Pennsylvania Avenue, NW

Washington, DC 20523

Tel: (202) 712-0000

Fax: (202) 216-3524

www.usaid.gov