



# FEED THE FUTURE

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



**USAID**  
FROM THE AMERICAN PEOPLE

## QUARTERLY PERFORMANCE REPORT (April 1 to June 30, 2016)

# NAFAKA STAPLES VALUE CHAIN ACTIVITY

PERIOD OF PERFORMANCE: APRIL 8, 2011 – APRIL 7,  
2017

CONTRACT NUMBER: AID-621-TO-11-05000

## **DISCLAIMER**

This report is made possible by the generous support of the American people through the United States Agency for International Development (USAID). The contents are the responsibility of ACDI/VOCA and do not necessarily reflect the views of USAID or the United States Government.

# CONTENTS

<b>1. EXECUTIVE SUMMARY</b>	<b>1</b>
Project Scale Up	1
Improved Value Chain Productivity	2
Expanding Markets and Trade	3
Increased Private Investment in Agriculture or Nutrition Related Activities	3
Increased Resilience of Vulnerable Communities and Households	3
<b>2. INTRODUCTION</b>	<b>4</b>
Project Description	4
Goals and Objectives	4
Geographic Zones of Influence	4
<b>3. IMPLEMENTATION PROGRESS</b>	<b>5</b>
IR-1 Improved Agricultural Productivity	5
IR.2. Expanding Markets and Trade	10
IR 3: Increased Investment In Agricultural or Nutrition Related Activities	17
IR-5 Increased Resilience of Vulnerable Communities and Households	19
<b>4. KEY ACHIEVEMENTS AND RESULTS</b>	<b>20</b>
<b>5. PROBLEMS/CHALLENGES</b>	<b>21</b>
<b>6. PLANNED ACTIVITIES FOR THE NEXT REPORTING PERIOD</b>	<b>21</b>
<b>7. SPECIAL ISSUES</b>	<b>23</b>
<b>8. ADMINISTRATIVE MANAGEMENT AND CROSS CUTTING</b>	<b>23</b>
Gender and Youth	23
Monitoring, Evaluation, and Learning	24
Knowledge Management and Learning:	25
Public Relations and Communications:	27
<b>ANNEXES</b>	<b>28</b>
<b>Success Story</b>	
<b>VBAAs</b>	

## ACRONYM LIST

AMCO	Agricultural Marketing Cooperatives
ARI	Agricultural Research Institute
AWR	Alternate Wetting and Drying
B2B	Business to Business
BCC	Behavior Change Communications
BDS	Business Development Services
CAADP	Comprehensive Africa Agriculture Development Program
CBS	Community-Based Organization
CRI	Cholima Research Institute
CRS	Catholic Relief Services
DCO	District Coordination Officer
EAGC	Eastern Africa Grain Council
FA	Field Agent
FDP	Fertilizer Deep Placement
FIPS	Farm Input Promotions-Africa
FO	Farmer Organization
FtF	Feed the Future
GAP	Good Agricultural Practices
ICT	Information and Communications Technology
IFDC	International Fertilizer Development Center
KATI	Kizimbani Agricultural Training Institute
KATRIN	Kilombero Agricultural Training and Research Institute
KFS	Kibagwa Flour Supplies Limited
KPL	Kilombero Plantation Limited
M&E	Monitoring and Evaluation
MFI	Microfinance Institution
MSME	Micro, Small, and Medium Enterprises
MVIWATA	Mtandao Wa Vikundi Vya Wakulima Tanzania (Network of Farmer Groups Tanzania)
NFRA	National Food Reserve Agency
PASS	Private Agriculture Sector Support
PHH	Post-Harvest Handling
PMP	Performance Monitoring Plan
QDS	Quality Declared Seeds
RCT	Rice Council of Tanzania

RUDI	Rural and Urban Development Initiative
SACCO	Savings and Credit Cooperatives
SARO 5 (TXD 306)	Semi-Aromatic Rice Organelles 5 (Tanzanian Cross Dakawa 306) Improved Rice Seed
SILC	Savings and Internal Lending Community
SRI	System of Rice Intensification
TFRA	Tanzania Fertilizer Regulatory Authority
TOSCI	Tanzania Official Seed Certification Institute
ToT	Training of Trainers
TPRI	Tropical Pesticides Research Institute
TRA	Tanzania Revenue Authority
TZS	Tanzanian Shillings
UDP	Urea Deep Placement
USAID	United States Agency for International Development
USD	United States Dollar
USG	United States Government
USG	Urea Super Granules
VBAA	Village-Based Agricultural Advisor
WFP-PPP	World Food Programme - Patient Procurement Platform
WOG	Whole of Government Indicator
ZAIDI	One of the agro dealer company in Zanzibar
ZARI	Zanzibar Agricultural Research Institute
VC	Value Chain
ADA	Agri-Business Advisor
KRS	Kibaigwa Rice Supply Company

## NAFAKA Quarterly PMP Data Matrix<sup>1</sup>

**Some notes:** If beneficiary gets services in both Q1, Q2, Q3 and Q4 is only counted once. So do not assume that ‘Year To Date’ means the sum of the quarters. The PMP provides only a summary of each indicator but the Indicator Performance Tracking Table (IPTT) has indicator disaggregation as well as possibly ‘new’ and ‘continuing’ included but, the continuing is also in two types; Continuing but New for this reporting year and Continuing from current reporting year (which actually when it comes to Year to Date they won’t be included).

SR/ NO	FtF/ NAFAKA	Performance Indicator	FY 2016 Target	FY 2016 Actuals					Percent Achieved  FY 2016	Cumulative To-Date <sup>2</sup>	LOP Target	Percent Achieved
				Q1	Q2	Q3	Q4	Year-to Dates <sup>3</sup>				
IR_1.1: Enhanced Human and Institutional Capacity Development for Increased Sustainable Agriculture Sector Productivity												
1	4.5.2-7	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (RiA) (WOG) (OUTPUT)	96,582	7,459	28,295	19,906		55,632	58%	267,813	310,331	86%
Abbreviated Indicator Definition: The number of individuals to whom significant knowledge or skills have been imparted through interactions that are intentional, structured, and purposed for imparting knowledge or skills should be counted. This includes farmers, and other primary sector producers who receive training in a variety of best practices in productivity, post-harvest management, linking to markets, etc. It also includes rural entrepreneurs, processors, managers, and traders receiving training in application of new technologies, business management, linking to markets, etc., as well as training to extension specialists, researchers, and others who are engaged in the food, feed, and fiber system and/or natural resources and water management. Farmers that receive training via input supplies, agro-business, processors, or through NAFKA supported training of trainers (ToT) rather than directly with farmers themselves are considered direct beneficiaries.												
2	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 (RiA) (WOG) (OUTPUT)	1,607	1,272	1,577	1,606		1,606	100%	3,998	3,999	100%
Abbreviated Indicator Definition: Total number of private enterprises, producer associations, cooperatives, producer organizations, fishing associations, water users associations, women’s groups, trade and business associations, and community-based organizations, including those focused on natural resource management, that received USG assistance to food security during the reporting period. Organizations assisted should only include those organizations for which implementing partners have made a targeted effort to build their capacity or enhance their organizational functions.												
IR_1.2 Enhanced Technology Development, Dissemination, Management, and Innovation												
3	4.5.2-13	Number of rural households benefiting directly from USG interventions (S) (OUTPUT)	105,565	28,591	42,147	44,806		91,322	87%	318,915	320,824	99%
Abbreviated Indicator Definition: A household is a beneficiary if it contains at least one individual who is a direct beneficiary. An individual is a direct beneficiary if s/he is engaged with a project activity or s/he comes into direct contact with the set of interventions (goods or services) provided by the project. Individuals merely contacted or involved in an activity through brief attendance (non-recurring participation) does not count as a direct beneficiary. See Indicator Number of beneficiaries reached (direct and indirect) for a comprehensive definition of a beneficiary. This indicator includes vulnerable households. To prevent double-counting of households that may contain more than one direct beneficiary, total direct beneficiaries are adjusted by .967 (derived from internal estimates based on the NAFKA Annual Outcome Survey).												

4	NAFAKA	Number of beneficiaries reached (OUTPUT)	481,045	126,401	186,911	201,627		405,940	84%	1,412,347	1,487,452	95%
Abbreviated Indicator Definition: Beneficiaries are those individuals within the target area that receive direct benefits (i.e., goods or services) from the program (including where applicable, families receiving food rations). For NAFAKA, beneficiaries include individuals who receive training, participate in demo plots, benefit from grants/loans, receive small packs of technologies, receive technical assistance from VBAs, participate in SILC groups, receive support to improve business operations, or receive technical assistance from a variety of providers with whom NAFAKA has worked. Farmers (and other primary producers) who work directly with input suppliers, agro-businesses, processors, or through TOT with whom NAFAKA works will still be direct beneficiaries. After multiplying the total number of direct beneficiaries by .967 to adjust for potential double-counting of beneficiaries living within the same household (derived from internal estimates based on the NAFAKA Annual Outcome Survey), a cluster-level household multiplier is then applied to account for family members indirectly impacted, which is based upon official census data.												
IR_2: Expanded Market and Trade (Corresponds to NAFAKA Component 2 Activities)												
R_2.1: Improved Market Efficiency												
R_2.2 Improved Access to Business Development and Affordable Financial and Risk Management Services												
5	NAFAKA	Volume (MT) sold by producer associations (OUTPUT)		20,870	2,842	9,252		32,963	73%	57,261	69,170	83%
Abbreviated Indicator Definition: Total value of formal loans disbursed during the reporting period to producers (farmers, fishers, etc.), input suppliers, transporters, processors, and other MSMEs in rural areas that are in a targeted agricultural value chain, because of USG assistance. The indicator counts loans disbursed to the recipient, not loans merely made (e.g. in process, but not yet available to the recipient). The loans can be made by any size formal financial institution from micro-credit through national commercial bank, and includes any type of micro-finance institution, such as an NGO.												
6	4.5.2-29	Value of agricultural and rural loans (RiA) (WOG) (OUTPUT)	\$1,270,650	\$543,313	\$229,226	\$614,721		\$1,387,261	109%	\$2,562,322	\$2,445,711	105%
Abbreviated Indicator Definition: Total value of formal loans disbursed during the reporting period to producers (farmers, fishers, etc.), input suppliers, transporters, processors, and other MSMEs in rural areas that are in a targeted agricultural value chain, because of USG assistance. The indicator counts loans disbursed to the recipient, not loans merely made (e.g. in process, but not yet available to the recipient). The loans can be made by any size formal financial institution from micro-credit through national commercial bank, and includes any type of micro-finance institution, such as an NGO.												
7	4.5.2-30	Number of MSMEs, including farmers, receiving USG assistance to access loans (S)	14,576	8,291	9,783	7,933		11,688	80%	33,813	36,701	92%
Abbreviated Indicator Definition: Total number of micro (110), small (11-50), and medium (51-100) (parentheses = number of employees) enterprises (MSMEs) that have received USG assistance which resulted in a loan from any financial institution, formal or informal, including cs, commercial banks, or informal lenders, as well as from in-kind lenders of equipment (e.g. tractor, plow) or other agricultural inputs (e.g., fertilizer or seeds), or transport, with repayment in cash or in kind. USG assistance may include partial loan guarantee programs or any support facilitating the receipt of a loan.												
8	4.5.2-37	Number of MSMEs, including farmers, receiving business development services from USG assisted sources (S) (OUTPUT)	39,160	15,168	15,827	31,558		37,505	78%	78,891	89,329	88%
Abbreviated Indicator Definition: Total number of micro (110), small (11 -50), and medium (51-100) enterprises (parentheses = number of employees) receiving services from FTF-supported enterprise development providers. Services may include, among other things, business planning, procurement, technical support in production techniques, quality control and marketing, micro-enterprise loans, market linkages, input access, etc. Clients may be involved in agricultural production, agro-processing, community forestry, fisheries, input suppliers, or other small businesses receiving USG assistance.												
IR_3: Increased Investment in Agricultural or Nutrition Related Activities (Corresponds to NAFAKA Component 5 Activities)												
9	4.5.2-38	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation (RiA) (OUTCOME)	\$509,612	\$222,076	\$163,809	\$182,129		\$568,014	111%	\$3,845,614	\$3,787,212	102%
Abbreviated Indicator Definition: Investment is defined as any use of private sector resources intended to increase future production output or income to improve the sustainable use of agriculture-related natural resources (soil, water, etc.), or to improve water or land management, etc. in both upstream and downstream investments. Upstream investments include any type of agricultural capital used in the agricultural production process such as animals for traction, storage bins, and machinery. Downstream investments could include capital investments in equipment, etc. to do post-harvest transformation/processing of agricultural products as well as the transport of agricultural products to markets. Private sector												

includes any privately-led agricultural activity managed by a formal, for-profit company.

**R 5: Increased Resilience of Vulnerable Communities and Households (Corresponds to NAFKA Component 4 Activities)**

10	4.5.2-14	Number of vulnerable households benefiting directly from USG assistance (S) (OUTPUT)	14,759	11,701	12,522	13,004		<b>13,004</b>	<b>88%</b>	<b>35,274</b>	<b>37,029</b>	<b>95%</b>
----	----------	--	--------	--------	--------	--------	--	---------------	------------	---------------	---------------	------------

Abbreviated Indicator Definition: As a proxy for vulnerable households, NAFKA uses the total number of SILC group members and applies its .967 multiplier to account for the potential of more than one beneficiary living in the same household.

11	NAFAKA	Value of savings accumulated by SILC groups under NAFKA (OUTCOME)	\$309,158	\$14,177	\$74,713	\$182,129		\$568,014	111%	\$3,845,614	\$3,787,212	102%
----	--------	---	-----------	----------	----------	-----------	--	-----------	------	-------------	-------------	------

Abbreviated Indicator Definition: Through the SILC methodology, community members self-select into groups of 15 to 25 people who receive intensive capacity building to strengthen their skills in group and financial management through internal savings and lending. SILC groups focus on vulnerable populations.

12	NAFAKA	Number of beneficiaries with home gardens or alternate crops as proxy for access to nutritious foods and income (OUTCOME)	4,184	601	282	3,312		4,195	100%	20,361	20,350	100%
----	--------	---	-------	-----	-----	-------	--	-------	------	--------	--------	------

Abbreviated Indicator Definition: Beneficiaries refer to target individuals who own or have owned a home garden during the reporting year. A home garden generally emphasizes staple crops and horticultural products and is in close proximity to the household. Within a household, each beneficiary with a distinct home garden may be counted once each, but several household members sharing one home garden will only be counted once. A garden generally focuses more on mixed cropping with emphasis on vegetables and fruits but may include grains, roots, tubers and other traditional staple crops as well. A garden may be used for home consumption or commercial sale or a mix of the two. Home gardens refer to those managed by an individual household, not by an entire community.

## EXECUTIVE SUMMARY

The NAFKA Staples Value Chain Activity is a six-year Task Order issued by the United States Agency for International Development (USAID) under the Tanzania Feed the Future (FtF) Initiative and administered by ACDI/VOCA. NAFKA integrates agricultural, business, gender, environmental, 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), Manyara (Kiteto district), Mbeya (Mbozi, Mbeya Rural, Mbarali, and Rungwe districts), and Iringa (Iringa Rural and Kilolo districts) on the mainland, as well as Pemba and Unguja in Zanzibar. NAFKA's goal is to sustainably reduce poverty and food insecurity by increasing incomes for smallholder farmers, including men, women, and youth.

This Quarterly Report for the period of April 1 – June 30, 2016 contains the following sections: (1) Performance monitoring plan (PMP) matrix overview, Executive Summary; (2) Introduction; (3) Implementation Progress; (4) Key Achievements/Results; (5) Problems/Challenges; (6) Planned Activities Linked to Relevant Indicators; (7) Special Issues; and (8) Cross-Cutting Issues. Quantitative information on performance against quarterly PMP indicators is presented at the beginning of the report, while Annex I includes a success story. Financial information for the reporting period is submitted under separate cover.

### Project Scale Up

During this reporting period, NAFKA focused on preparing the 2015-2016 agricultural season, training new VBAs, implementing new demonstration plots in all regions, coordinating input supplies with major wholesale companies, marketing rice and maize, and guiding new grantees and subcontractors for the timely implementation of planned work activities. In both existing and new geographic areas, NAFKA continues to build on the successful methodologies it has implemented since project inception, scale interventions along the rice and maize value chains on the mainland, and conduct rice productivity activities among new farmers in Zanzibar.

Key activities of this reporting period included:

- QDS field inspections in Mbozi, Momba, Kilolo, Iringa rural and Mbarali districts.
- Implementation of agro-dealer, grain processor, and capacity building grants
- Sales of seeds, fertilizers and agro-chemicals to farmers by VBAA input suppliers
- Aggregation for the sale of 3,390.5 MT of maize
- Aggregation for the sale of 5,861 MT of rice
- Rural loans provided to 96 recipients for a value of \$614,721
- Support of Rice Council of Tanzania (RCT) advocacy campaign

### SNAPSHOT OF NAFKA

- Value Chains: Rice and Maize
- Program Approach: Association Development, Demonstration Plots, Savings and Internal Lending Communities, Farmer Field Days, and Market Linkages
- Program Extension Service Providers: Village-Based Agricultural Advisors, Lead Farmers, Grain Processors, and Agro-Dealers
- Cross-Cutting Activities: Gender Integration, Environmental Compliance and Natural Resource Management, Monitoring & Evaluation
- FtF Partners: Mwanzo Bora Nutrition Program, iAGRI – Innovative Agricultural Research Initiative, SERA, and Infrastructure Project – CDM Smith
- Public-Private Partnerships: Kilombero Plantation Limited, and Rice Council of Tanzania

During this reporting period, NAFKA reached 46,335 direct beneficiaries (54% M / 46% F), among whom 10,363 were new (59% M / 41% F) and 35,972 (52% M / 48% F) were carried over from a previous reporting period. Out of the 46,335 total direct beneficiaries reached this quarter, 53% were maize farmers and 47% were paddy farmers. Refer to the table below for the ways in which the 10,363 new direct beneficiaries were introduced to NAFKA.

Table 1: New Beneficiaries – PY 2016

Beneficiary Type	Female	Male	Total
GAP(Grantees &FIPS)	3,820	5,950	9,770
Saving and Lending	364	134	498
Home garden Individuals	36	17	53
Youth and women group members	40	2	42
<b>Total</b>	<b>4,260</b>	<b>6,103</b>	<b>10,363</b>

Since NAFKA interventions impact all members of a beneficiary household by facilitating improved economic status, family members within each beneficiary household are counted as *indirect* beneficiaries and reported as a NAFKA custom indicator. Indirect beneficiary numbers are estimated by adjusting the direct beneficiary count slightly downwards – to account for the fact that some direct beneficiaries live in the same household – then applying a household-size multiplier for each NAFKA’s geographic cluster. In this quarter, there were 201,627 combined direct and indirect beneficiaries; 92,748 from maize-growing areas and 108,879 from paddy-growing areas. Of these total direct and indirect beneficiaries; 45,095 were new to the project.

Table 2: NAFKA Beneficiaries Reached – PY 2016

NAFKA Outreach	Q3 FY 2016 <i>New</i>	Q3 FY 2016 <i>Continuing</i>	Q3 FY 2016 <i>Total</i>	Cumulative-to-Date
Direct Beneficiaries (Farmers, Service Providers, or Clients of Service Providers)	10,363	35,972	46,335	307,811
Total Beneficiaries (Direct and Indirect Combined)	45,095	156,532	201,627	1,412,347

### Improved Value Chain Productivity

Activities for the quarter continued to focus on input distribution; establishment of new demonstration plots; and GAP training for farmers, VBAs, and agro-dealers.

- **Demonstration Plot and Good Agricultural Practices (GAP) Training:** 229 demonstration plots were established in this quarter. Twelve GAP technologies for maize and rice are promoted on these demonstration plots, through on-site training and technical assistance by Lead Farmers and Village-Based Agricultural Advisors (VBAs).
- **Service Provider Development:** NAFKA continues to support networks of private sector service providers by providing training and technical assistance. Those conducting the training included 126 agro-dealers (67% M / 33% F), 315 village-based agricultural advisors (VBAs) (78% M / 22% F) and 349 lead farmers (59% M / 41% F)

- **Engaging Agricultural Research and Training Institutes:** NAFKA continues technical collaboration with three research and training institutions that include Kilombero Agricultural Research and Training Institute (KATRIN), Cholima Research Institute and Zanzibar Agricultural Research Institute (ZARI).

### Expanding Markets and Trade

- **Formation and Registration of Farmer Associations:** NAFKA continues to work with 111 associations in Zone 1 (42 in Kilombero, 25 in Kiteto, 33 in Mvomero, 10 in Kilombero Plantation Limited (KPL), and 1 in Kongwa), 20 associations in Mbeya (10 in Mbarali and 10 in Mbozi), and 22 associations in Iringa. NAFKA reached out to 5,708 members through training in leadership, recordkeeping, and market aggregation.
- **Access to Finance:** NAFKA collaborated with CRDB, NMB, TADB, Opportunity Tanzania Limited (OTL), and Iringa University. CRDB and Akiba Commercial Bank provided loans to 96 association members for improved access to agricultural inputs in the rice and maize sectors.

### Increased Private Investment in Agriculture or Nutrition Related Activities

- **Home Gardens:** NAFKA trained 2 staff members of Mbeya Diocese and 13 Mbozi farmers (10 Field Agents (FAs) and 3 SILC group members in Igamba village in Mbozi) on organic vegetable production using sacks, double dug beds, and keyhole gardens. In Kongwa, 505 home gardens were established.
- **Public-Private Partnerships:** NAFKA continues to work with KPL to mutually develop outgrower programs that promote provision of agricultural inputs and crop marketing within the rice value chain. In this quarter, NAFKA employed 1 association development field agent at KPL.
- **NAFAKA Grants:** NAFKA is committed to working with private sector firms to build partnerships, leverage investment, and create lasting outcomes. These public-private partnerships are a key component of the NAFKA strategy to build local capacity and ensure sustainability. 22 new grant agreements were active during this period, including contracts with 13 agro-dealers, 6 grain processors, 1 association capacity development NGO, 1 research institution, and 1 micro-finance institution.

### Increased Resilience of Vulnerable Communities and Households

# 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, the Government of Tanzania, and the Revolutionary Government of Zanzibar to analyze local rice and maize value chains and to 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 Program (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 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.
- Catholic Relief Services (CRS) – Addressing the needs of the most vulnerable in target regions through expansion of SILC memberships.

## 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 FtF overall goal, “to sustainably reduce poverty and hunger.” NAFKA promotes growth by facilitating productivity and competitiveness of the smallholder-based rice and maize value chains. To sustainably reduce hunger and poverty, NAFKA is:

- Improving the competitiveness and productivity of the rice and maize value chains.
- Facilitating improved domestic and regional trade in rice and maize.
- Expanding the depth and breadth of benefits from the growth of the rice and maize subsectors, including increased benefits to women and youth.
- Enhancing rural household nutrition by promoting women-focused value chain development and improved consumption of a quality diet.

## Geographic Zones of Influence

NAFAKA is implemented in eight districts in five regions on the mainland and two islands in Zanzibar, Pemba and Unguja. Key areas of intervention and activity are described below:

- *Kilombero District*: a paddy-growing area in the South of the Morogoro region with five clusters. In Ifakara North, Mlimba, and Mang'ula clusters, NAFKA is engaged in developing associations and increasing productivity in 56 villages (20 in Ifakara North, 16 in Mlimba, and 20 in Mang'ula), focusing mainly on rain-fed production. NAFKA continues to facilitate KPL outgrower schemes in 10 villages.
- *Mvomero District*: a paddy- and maize-growing area in the North of the Morogoro region. NAFKA is developing associations and increasing productivity with both paddy (rain-fed and irrigated) and maize producers in 50 villages (45 rain-fed and 5 joint rain-fed/irrigated).
- *Kongwa and Kiteto Districts*: maize-growing areas in Dodoma and Manyara regions. NAFKA is developing associations and increasing productivity with maize producers in 112 villages (61 in Kongwa and 51 in Kiteto).
- *Zanzibar*: NAFKA focuses on increasing productivity with both rain-fed and irrigated paddy producers in 74 wards/shehias (37 in Unguja and 37 in Pemba).
- *Iringa and Kilolo Districts*: The project focuses on paddy and maize in Iringa Rural in 51 villages with over 4,721 farmers, and in Kilolo with maize producers in 60 villages with 11,678 members.
- *Mbarali and Mbozi Districts*: NAFKA is working with over 11,178 paddy rice farmers in more than 60 villages in Mbarali.



# 1. IMPLEMENTATION PROGRESS

This section presents NAFKA's progress in implementing activities according to the key result areas, which include:

- IR-1 Improved value chain productivity
- IR-2 Expanding markets and trade
- IR-3 Increased private investment in agriculture
- IR-5 Increased income for vulnerable smallholders

Cross-cutting issues are addressed under gender and youth integration, behavior change communication, and monitoring and evaluation.

## IR-1 Improved Agricultural Productivity

NAFKA's productivity enhancement efforts are aimed at sustainably reducing poverty by improving the productivity and competitiveness of rice and maize value chains. Our agricultural productivity activities utilize multiple interventions designed to bring about positive change in farmers' practices through integration of core behaviors in their farm activities.

This quarterly report focuses on the following key activities: Management of GAP demonstration plots by VBAs, Lead Farmers, and Hub Agro-Dealers, Farmer Field Days, Harvesting and Yield data collection and analysis for GAP demonstration plots in collaboration with the Africa RISING group, GAP training to VBAs and Lead Farmers, 2<sup>nd</sup> QDS field inspections, Product knowledge training for Agro-Dealers and VBAs, and follow-up on milestone III implementation by agro-dealers to improve input supply networks in the most rural areas.

### 1.1.1.1 Execute and Monitor Grant Activities in Zanzibar

The key technologies targeted under the strategy in Zanzibar include popularizing improved seeds, fertilizers, UDP application and quality declared seeds (QDS).

### 1.1.1.2 Establish Linkages With Government Research and Training Institutes

NAFKA completed the work it began in FY 2012 on UDP trials with KATRIN (Kilombero District) and the Agricultural Research Institute in Dakawa (Mvomero District) in the 2<sup>nd</sup> quarter of the 2015/2016 season. However, the collaboration with ARI-Dakawa continues through the Africa- RISING group, whereby ARI-Dakawa became part of the Africa RISING-NAFKA collaboration project in December 2015. ARI-Dakawa is leading the rice productivity improvement activities in the Africa-RISING-NAFKA collaboration project.

### 1.2.3.1 Establishment of Demo Plots

One hundred and eighty demonstration plots were established during this quarter in Mvomero district, where season started late in March. Most of the demo plots were fully established by April 2016. The 229 established demos have about 2,700 anticipating farmers. Technologies demonstrated in the demonstration plots included use of drought-tolerant maize varieties, saline-tolerant rice varieties, safe Alternate Wetting and Drying (AWD), maize/common beans intercrop and maize/soya beans rotational benefits.

### 1.2.3.2 Management of Demonstration Plots and GAP Trainings

Management of demonstration plots and GAP trainings were major activities in this quarter. The Africa RISING group was consistently on the ground to provide technical backstopping for 388 demonstration plots established overall in collaboration with NAFKA in Mbarali, Kiteto, Kongwa, Mvomero, Kilombero, Kilolo, Iringa rural and Mbozi which broadly imparted knowledge and skills to participating farmers. In general, crops were at different stages of development ranging from vegetative, tussling, grain filling stages, maturity and harvesting stage. Management practices were weeding, top dressing, harvesting and yield data collection. These demo plots include alternative crops such as common beans, groundnuts and soybeans. In total, 7, 323 farmers were trained in several GAP technologies (seed varieties, land preparation, weeding, planting, fertilizer application) by VBAs, lead farmers and agronomists employed by hub-agro dealers, millers and Africa RISING.

### **Fertilizer application and pest control training to lead farmers and agricultural extension officers**

The Africa RISING group in the Mvomero cluster conducted a two-day training to 42 (17F, 25M) local government agricultural extension officers and lead farmers. There were ten local government extension officers from ten villages in Mvomero and 32 lead farmers from 20 villages. The objectives of the training were to build capacity of lead farmers and Extension officers to provide training to farmers on principles of fertilizer application and pest control in the villages participating in the NAFKA project. The extension staff and lead farmers also received additional training on how to use GPS devices and recording of GPS information for NAFKA/Africa RISING demonstration plots established in the Mvomero cluster.

**GAP training to lead farmers and VBAs:** Africa RISING in collaboration with NAFKA conducted trainings to 223 farmers (105 M /118 F) from villages in Kilombero, where rice productivity improvement activities are implemented. The villages are Njage, vigaeni, Kisege, Mahutanga, Michenga, Ziginali, Sululu, Mkula, Msufini and

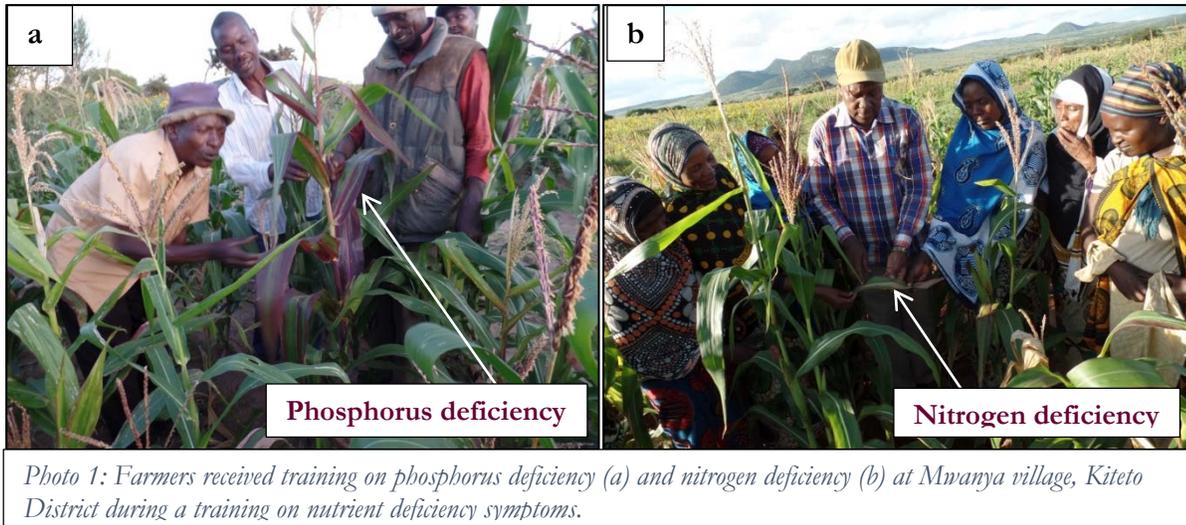
<p><i>GAP Modules Contents</i></p> <p><i>I - Land preparation, planting and basic fertilizer application</i></p> <p><i>II - Crop husbandry; pest and disease control, IPM and top dressing</i></p> <p><i>III - Pre- and post-harvest yield parameters and post-harvest handling of grain</i></p>
--

Msolwa-Ujamaa. The trainings were conducted between April and May 2016 and covered all GAP modules (I, II and III; see box above). Farmers were equipped with skills on identifying indicators of grain maturity, use of moisture meters, post-harvest handling and storage to insure grain quality and minimizing post-harvest losses.

FIPS trained 100 VBAs (33F/67M) in Mbarali and Kilolo on GAP Module III (see box above). The training involved VBAs, FIPS, Africa staff, Government officers, Village Agricultural Extension officers and other partners like PICS, SUBA-AGRO, Monsanto and Syngenta. VBAs were trained on how to harvest, handle (transport, dry, thresh, winnow, sort/clean, use of storage chemicals, PICS bags, packaging and storage) of paddy and maize. The training equipped VBAs to minimize grain losses after harvesting.

### **Training of VBA on fertilizer use and soil fertility management**

Since inception of the NAFKA project, VBAs have become flag bearers of the technologies on the use of improved varieties, soil water and soil fertility management. Henceforth, VBAs serve as catalysts and play a central role in technology dissemination between participating and non-participating farmers. In view of the above, a three-day (2<sup>nd</sup>-5<sup>th</sup> May, 2016) training was conducted by the Africa RISING group as a sound strategy for strengthening the capacity of 13 VBAs (6M/7F) from the Kiteto and Kongwa districts. The training specifically focused on issues related to fertilizer application, soil fertility management, mitigation of nutrient deficiencies through maize plant assessments in order to visually identify limiting nutrients at various stages of crop development (see Photos I below). A total of 515 (216F; 299M) farmers participated in the demonstration plots and attended the training across Kiteto and Kongwa districts.



### 1.2.5 Farmer Field Days

Farmer Field Days (FFDs) are events that are held just before harvesting, allowing farmers to learn about technologies and seeds used at demo plots established and managed by their fellow farmers. These events also provide farmers the opportunity to meet Government officials, input supplier companies, and other agricultural stakeholders in the district. The FFD events were conducted in collaboration with the Africa RISING group, FIPS, and agro-dealers. In April and May of 2016, FFDs were conducted in the villages of Ngipa and Kaloleni in the Kiteto district and the villages of Sagara A and Chang'ombe in the Kongwa district (see the Photo 2 below) in order to showcase the importance of soil moisture conservation and soil fertility management in drought-prone areas of central Tanzania. A total of 547 farmers (304F, 243M) participated; 315 farmers (173F, 142M) in the Kiteto district and 232 farmers (131F, 101M) in the Kongwa district.

In Mbarali district, three FFDs were conducted in the villages of Isanura, Usangu, and Utengule. A total of 362 farmers (180M, 182F) attended. In the Kilolo district, four FFDs were held in the villages of Kitowo, Ukumbi, Utengule, Mtitu, Imalutwa, and Irole. A total of 793 farmers (392M, 401F) participated. In the Mbozi district, one FFD was held at Iyenga village to show ground-nuts demonstration plots. A total of 200 farmers (110M, 90F) were in attendance. In the Mbarali district, one FFD was held and was attended by 137 farmers (46M, 91F). In Iringa rural, one FFD was conducted and attended by 139 farmers (60M, 79F).



*LEFT: Mr. David Mongi MONSANTO marketing coordinator for southern highlands explaining the benefits of maize DK seeds at Iraole village Kilolo. RIGHT: farmers at Iyenga village delighted over a groundnut harvest during field day.*

#### 1.2.4.2 New Maize Production Technologies

Five selected maize production technologies, namely, in-situ rain water harvesting, identification and control of cereal stem borers, soil erosion control using fanya juu and fanya chini terraces (i.e., throwing soil up slope from a ditch to form a bund along a contour or throwing soil down slope to form a ditch)<sup>1</sup>, and agro forestry have high potential for improvement of maize productivity in the Kongwa and Kiteto districts. These semi-arid areas exhibit extreme weather conditions characterized by erratic rainfall, soil erosion, and pest and disease outbreaks. NAFKA in collaboration with Africa RISING selected a group of 31 farmers (10F, 21M) from six villages in Kiteto namely, Kiperesa, Mwanya, Kaloleni, Mbigili, Ngipa and Esuguta to represent their fellow farmers in a study tour in Kongwa district to meet those farmers who have adopted these technologies, learn from them, and share experiences and knowledge with their colleagues in Kiteto. The visit took place between 7<sup>th</sup> and 9<sup>th</sup> May, 2016.

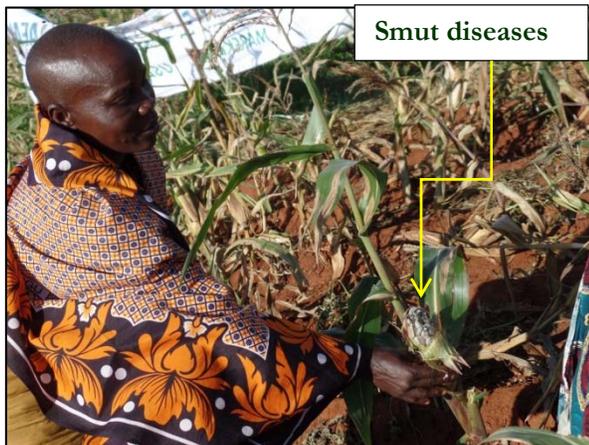
The visit began at the field of lead farmer [REDACTED] from the Situka group. The main lesson was to show farmers the impact of fanya juu/fanya chini terraces in controlling soil erosion. Farmers saw a clear difference of crop performance between fields that used fanya juu/fanya chini terraces and those without terraces. [REDACTED] reported that three years ago his field had three big gullies cutting across his field and that he only used to grow cassava. Thus, the important message that farmers took back to their villages was that the Africa RISING project introduced terrace technology for gully healing and the maize yield is expected to more than double in the 2015/2016 harvest to 2.5MT/acre from 1.2MT/acre in 2014/2015.

Additionally, study participants were taught on how to identify and manage pests and diseases such as cereal stem borers at an early stage of crop development. Farmers had an opportunity to learn more about agro-forestry, which contributed to reinforce fanya juu/fanya chini terraces as well as soil fertility improvements through planting of multi-purpose tree species, which will improve long-term soil fertility. Specifically, farmers were introduced *Gliricidia spp*, a multi-purpose tree that allows maintenance of soil fertility, but also provides fodder and firewood. To reinforce this concept, farmers visited a tree field (woodlot) to provide an understanding that in addition to planting annual crops, a portion of the land may be used to plant trees, which will help the environment.

Upon return, farmers shared experiences with their lead farmers in Kiteto and taught them how to achieve high yields per unit area. The farmers specifically discussed the use of tied ridges to harvest rain water in the field in order to retain soil moisture by reducing run off, the use of industrial fertilizers, the use of improved seeds and tilling practices that will improve water retention in the soil such as the use of Magoye ripper or ox ridger, the use of a cropping calendar that included time of planting, as well as other field methodologies such as weeding, fertilizer application (time and method of application), crop harvesting and storage, and the safe use and handling of pesticides.

---

<sup>1</sup> There is no English or Latin word. These are type of terraces and the name have been adopted by the soil conservation community.



*A prolonged dry spell in Kiteto was among factors behind outbreak of cereal stem borers infestations in maize fields. In the photo Dr. Elirehema Swai from Africa RISING training farmers on identification and control of stem borers and smuts diseases*

### **1.2.6.1 Develop Commercial Capacity of Agro-Dealers, VBAs and Youth Service Provider Groups:**

All the 10 hub-agro dealers have completed milestone III activities (PHH training to farmers, GAP module II) and submitted the required Data Collection Forms (DCFs) regarding metric tons of inputs sold to farmers and farmers trained through demonstration plots.

Product knowledge training of youth groups: a total of four youths (2M, 2F) from the Vijana Kazi youth group in the Mvomero cluster were sent on a four-days training course at Ilonga Agricultural Research and Training Institute by our partners the Africa RISING consortium. They were trained on the safe use and handling of pesticides and agro-chemicals for rice. The following topics were covered during the training: 1) types of pests and pesticides, 2) pesticides formulations and their mode of action, harmful effects of pesticides, 3) required information on pesticide labels and how to read the label, 4) pesticides toxicity levels, 5) types of sprayers and their parts, 6) types of nozzles and their use, 7) spraying of herbicides, 8) spraying of insecticides, 9) spraying of fungicides, recommended application rates and their calculations, 10) protective gear and its use, 11) disposal of empty herbicide and pesticide containers, and 12) management of pests during crop storage. The youths who attended the training received spraying equipment and protective gear from Africa RISING and will train other youths in their group. The members of the Vijana Kazi youth group will also provide spraying services to farmers in Msufini village.

**Sale of farm inputs by VBAs:** VBAs continued to sell inputs to farmers in Mvomero, Kongwa, Kiteto, and Kilombero during this quarter. Sales were as follows: 2,274 kg of maize seeds worth USD 12,752; 44,950 kg of fertilizers worth USD 28,567; 138 liters of herbicides worth USD 968; 13,612 liters of insecticides worth USD 95,412; at total of 2.5 kg of sunflower, vegetable and sorghum seeds; and 1000 sacks/bags of packaging materials worth USD 468 as stipulated in the table in Annex I.

## **ACTIVITIES IMPLEMENTED IN ZANZIBAR (UNGUJA AND PEMBA)**

NAFAKA's main objective in Zanzibar is to improve the productivity of rice cultivation, raise the income of smallholder farmers and support the Revolutionary Government of Zanzibar's rice development strategy. During this quarter, the Zanzibar Agricultural Research Institute (ZARI) completed milestone 2 activities (GAP module III training to farmers, **UDP training and distribution to farmers**) of their grants signed with NAFKA last quarter.

### **1.2.3.2 GAP Module III training to farmers**

Training was delivered to 1,000 farmers (500 in Unguja and 500 in Pemba) on GAP module III training (how to harvest, handle, transport, dry, thresh, winnow, sort/clean rice, use of storage chemicals, PICS bags, packaging and

storage). Of the 1,000 farmers trained in Pemba 163 were males and 337 females while in Unguja 167 were males and 333 were females.

### **1.2.2 Soil Fertility Management - Commercialization Plan**

Urea Deep Placement (UDP) technology is a GAP practice that has been promoted in collaboration with research and training institutes since the start of NAFKA in Zanzibar in 2013. Farmers have observed the performance of the technology and are eager to apply this methodology in their fields. Responding to this demand, NAFKA through a ZARI grant and ZAIDI initiated a pilot commercialization plan to promote the use of UDP in Zanzibar. Forty three (43) farmers (22F, 21M) have participated in this plan and were supplied with 5kg of UDP each enough for 0.1ha. Significant differences were observed between fields where UDP was applied and rice fields where UDP was not applied. UDP performed better in terms of observed plant height, leaf color and number of tillers.

## **ACTIVITIES IMPLEMENTED IN EXPANSION REGIONS IRINGA AND MBEYA**

### **1.2.1.1 Second QDS field inspection in collaboration with TOSCI and district councils**

The second quality declared seeds (QDS) field inspections were conducted in Mbozi, Momba, Kilolo, Iringa rural and Mbarali districts. This is a requirement under the law before a QDS farmer is allowed to harvest his crop. The inspection was done in collaboration with district council seed specialists and TOSCI. The QDS fields in Mbozi were not in good condition due to drought that hit the district between February and March when the crop was at a booting stage. Farmers who had access to irrigation in Mbozi had QDS fields in better conditions. Therefore, a good harvest is expected of QDS1, which will be sold to other farmers for production of QDS2. In Mbarali, where farmers have access to an irrigation infrastructure, all fields were in very good conditions. In Pawaga and Idodi the field, which survived the floods, were in a good condition and a good QDS I harvest is expected. The samples from these harvests will be collected and sent to TOSCI headquarters in Morogoro for further laboratory tests in July and August 2016.

**Training of VBAAAs on seeds and fertilizer regulations.** The objective of this training was to assist VBAAAs to obtain input certificates and permits, and generate more income by increasing sales through offering quality products and demand creation activities. This training was conducted by [REDACTED], a seed and fertilizer specialist from the Ministry of Agriculture Livestock and Fisheries. [REDACTED] trained 100 VBAAAs (64M, 36F) in Kilolo and Mabarali districts on the seeds act 2003, seeds regulations of 2007 and on the fertilizer act 2009. This was an important training for VBAAAs, who are expected to start input business and acquire required legal inputs business certificates and permits offered by TOSCI, TFRA, TPRI, TRA, and by local government authorities.



Photo 2: **Left:** [REDACTED], from the Ministry of Agriculture, Livestock and Fisheries, training VBAs on seeds and fertilizer regulations in the Mbarali district. **Right:** [REDACTED] (in red shirt), the Kilolo DAICO, together with [REDACTED] (in white shirt) training VBAs in Kilolo, Iringa district.

## IR.2. Expanding Markets and Trade

The key activities implemented during the reporting period are as below:

### Capacity building of Farmer Organizations

#### 2.1.1.1 Train Existing Associations

##### Conduct Warehouse Training for 13 Apex Organizations

Through subcontractor MVIWATA, NAFKA collaborated with EAGC to conduct a Warehouse Operations Training to three Apex Leaders in the Mvomero Cluster from the 23<sup>rd</sup> to the 28<sup>th</sup> of May, 2016. The training was conducted to enhance market access to smallholder farmers through increased sales of maize and rice. The training involved a total of 184 (102M, 82F) apex leaders from 22 villages, including Makuyu, Dibamba, Wami Dakawa, Luhindo, Dihombo, Hembeti, Kigugu, Mbogo, Komtonga, Kwadoli, Kanga, Difinga, Kunke, Lukenge, Kilimanjaro, Kisala, Hoza, Masimba, Kibogoji, Pandambili, Dihinda and Diburuma. The overall aim was to build the capacity of associations' leaders in managing warehouse operations and systems for increased profitability of rice and maize resulting from increased aggregations of maize and rice sales.

## Training on Warehouse Management for leaders Kilombero Farmer organisations

The Warehouse Management was conducted to apex board members and association leaders of three clusters of Ifakara, Mang'ula and Mlimba and involved apex board members and association leaders. The training was held for one day in each cluster. The objective of the training was to create awareness on collective marketing and aggregation.

### Record-keeping for 9 Apex organizations in Mvomero

Through NAFKA facilitation, MVIWATA managed to form and strengthen 30 farmers marketing associations and three water users associations, which are located in 30 villages of Mvomero district particularly in the two main divisions, which are Turiani and Mvomero. The training on record keeping and governance resulted in the formation of two Apex organizations for rice and maize: i) Kampuni Ya Wazalishaji Na Wauzaji Mchele Mvomero (KAWAWAMCHEM); ii) Kampuni ya Wazalishaji na Wauzaji Mahindi.



#### 2.1.2.1 Expanding Association and Aggregation Services

### RUDI facilitates aggregation and sales in Kilombero

*Photo 3: Dibuluma Apex Leader [redacted] presenting to farmer association leaders.*

Associations, who agreed to aggregate paddy at their identified warehouses, have accumulated a total of 7,664 MT of paddy as of June 30<sup>th</sup>, 2016. At beginning of the sales season, 730 MT of paddy from Ifakara FOs in Kilombero were sold for a total of TZS6,570,000. At KPL, the 10 FOs with contract obligations and NMB loans have not yet started sales to KPL. However, they have aggregated 606 MT at the warehouse. The following table summarizes aggregations per clusters.

Table 3: Aggregation of Paddy by Farmers in Kilombero Clusters

Cluster Name	Number of FOs	Number of Farmers	MT Projected	MT Aggregated
Mang'ula	14	1,992	3,464	2,646
Ifakara Cluster	16	2,480	4,461	3,501
Mlimba Cluster	12	2,460	1,324	911
KPL Cluster	10	530	2,000	606
<b>Total</b>	<b>52</b>	<b>7,462</b>	<b>11,249</b>	<b>7,664</b>

### MVIWATA Facilitation for Aggregation in Mvomero

In Mvomero, a total of 20,469 bags of maize were expected to be aggregated from 14 FOs. However, only 9490 bags will be available from 7 FOs and very little from the other FOs. There is a challenge of prolonged

drought and flooding have lowered the expectation of maize harvests and sales in Mvomero. However, a joint activity with WFP and NFRA facilitated a procurement contract for the purchase of maize from FOs.

### ***Service transactions by farmer organizations in Kilombero***

RUDI facilitated access to loans in Kilombero by assisting farmer organizations in obtaining the documents. It is a requirement by the Tanzania Agricultural Development Bank (TADB) and other banks for associations to register against and liabilities with agency RITA (Registration Insolvency and Trusteeship Agency). Initially, TADB had promised farmers to provide production loans last season using a tripartite agreement between Mtenda Rice Co Ltd as off taker, input suppliers, and the farmer organizations. However, loans were not provided as expected by farmers during planting season.

#### **2.1.3.1 Rice Council of Tanzania**

NAFAKA continued to support RCT's strategy for institutionalization. The RCT objective is to promote input trading policies, addressing technical barriers to trading rice. Furthermore, a strategy is developed as the PM of the Tanzanian Government supports RCT's efforts to minimize the trading of illegal imports of rice.

#### **2.1.4.2 Producer-Buyer-Processor Linkage**

##### **Facilitate competitiveness for value chain actors to improve, add value, and maintain quality**

In the course of increasing the off-takers, NAFKA in Mvomero has supported one rice processor to enhance structured trade and value addition. NAFKA ADAs in Morogoro facilitated rice business licensing, business registrations, designing of product labels for food packages, and product distribution through contracts with producer groups and the Turian rice processor Mbombe Family General Supply.

##### **Facilitate Competitiveness for Value Chain Actors to Improve, Add Value and Maintain Quality.**

In collaboration with WFP, two NAFKA staff ADA and Field Officer from MVIWATA attended a training in Morogoro 2<sup>nd</sup> – 6<sup>th</sup> May, 2016. The TOT on post-harvest handling and management was organized by WFP and the Norwegian Church Agency (NCA). The training aimed to equip 'Lead Trainers' with knowledge on grain quality standards and PHHS technologies. The training materials will later be used by the trainers to pass on the knowledge to those maize farmers whose maize will be procured on contract to NFRA/WFP.

#### **2.1.5.2 Capacity Building for Post-Harvest Management**

##### **Facilitate negotiations and contract enforcement for maize procurement**

This activity was accomplished through round table meetings with PPP contractors for maize procurement in Mvomero. NAFKA will facilitate sales contracts under the NFRA/WFP consortium. The ADA will facilitate signing of contracts with 14FOs to supply maize to NFRA in Mvomero. This task will be completed by mid-July, 2016, when NFRA and FOs will agree on the terms of the contract and the amount to be sold.

### **2.1.5.3: Farmer - Association Linkage**

#### **Facilitate strategies for structured market along the value chain (producer-trader/millers linkages)**

This activity was done in collaboration with EAGC in Mvomero, Turiani, Dihinda and Salawe from 27<sup>th</sup> to 29<sup>th</sup> April, 2016, and in Dakawa, Hembeti, Sungaji, Mtibwa, Kanga, Pemba and Kibati wards of the Mvomero district from 23<sup>rd</sup> to 28<sup>th</sup> May 2016. A total of 184 participants (M102, F82) received training on warehouse operations, crop banking, and safe storage systems in order to increase the quality of aggregated produce and profitable sales. In case of maize crop, apex members from 14 FOs are prepared to enter contracts with WFP/NFRA.

### **2.1.5.4 Producer-Buyer Public-Private Partnerships**

This round table activity resulted in public private partnership (PPP) contracts for maize procurement in Mvomero. The prospective Value Chain Actors (VC) actors would be input suppliers, banks and aggregators/buyers/processors under PPPs. The interested buyers are: i) Katundu Traders Ltd, ii) Rahisi Milling Company and, iii) Kupo Investment.

### **2.1.7. B2B Linkages**

The B2B linkages were implemented in collaboration with EAGC, private sector processors and financial institutions as detailed under Iringa and Mbeya reports (Zone 2) below.

#### **2.1.7.2. Farmer Association Linkages**

##### **Develop Market Plans with Associations**

The BDS on market plans increased from 2,590 (1303/F) to 2,846 (1417/F) from the second quarter reporting period. The collaborating BDS implementers of the training in this quarter were as follows: EAGC (184), EFTA (26), PASS/CRDB (46).

##### **Enhance Awareness Creation on Joint Marketing Strategies Through Warehouses**

MVIWATA in the Mvomero cluster built association aggregation capacity by holding meetings with association leaders in four villages namely Digoma, Lukenge, Kanga and Kibogoji from 17<sup>th</sup> to 19<sup>th</sup> of April, 2016. The activity is directed to maize harvests and targets big buyers such as NFRA and WFP. Aggregation status in Mvomero is 1,516MT from 306 maize farmers who are members of 10 FOs. However, the overall supply is low compared to the project target of 3,218 MT.

#### **2.1.7.3. Producer-Buyer P3 Processor Linkages**

##### **Engage Discussion with FIs to make Simplified Agreements for Loan Securities**

The contract between MTENDA KRS and 887 smallholder farmers from Mang'ula Mkula (367), Ifakara (200) and Mlimba (320) associations to sale and buy paddy did not come to fruition, because farmers did not fulfill TADB loan conditions. However, YARA made efforts to provide inputs (seeds, fertilizer) to farmers. NAFKA will follow up with MTENDA on the implementation of the procurement plan of 3,508MT, which was signed between David Milling Company, Vijana Mbaso and Mkula FA.

#### **2.1.7.4 Producer-Off Taker**

The following meetings were held with FIs to facilitate simplified loan agreements:

- i. NAFKA facilitated a round table discussion between UNYIHA Associates, NMB and PASS for a tripartite agreement. The meeting took place on 20<sup>th</sup>, April 2016 in Mbeya town.
- ii. Discussions are ongoing with YARA to form a consortium of off-taker buyers, processors and input supplier YARA in order to facilitate engagement of value chain actors in Zone 1&2.
- iii. Cross-border discussions have been facilitated by EAGC and three processors who visited Lilongwe for B2B relationships. The three grantees were: Raphael group, G2L and Ruaha Milling Enterprises.

#### **2.1.8. Markets and Trade Transparency for Value Chain Actors**

##### **2.1.8.1. Identify Strategies for Improved Market Communication**

NAFAKA continues to work with SIBESONKE, EAGC, and G-Soko to improve marketing through use of mobile technology. The following activities were implemented:

##### **Facilitate training to farmers associations to promote the use of ICT for Market Information and Record Management**

The SIBESONKE team conducted a survey of piloted farmers to encourage them to use the mFarming platform. **The mFarming is an innovative communication providing access to information through web-based portal. Through mFarming portal, value chain actors i.e. farmers, input suppliers, millers/buyers and financial institutions could use the solution to post the volumes aggregated volumes, input demand and perform online transactions for purchase/payment for commodities or services.** To date 100 farmers have been registered and will aggregate from 7 villages of DIHINDA, UVIWADI, MBOGO, KIDUDWE, MAKUYU, MKINDO, HEMBETI in Mvomero district. Five buyers were registered and they all get the notification messages concerning the M-soko. Farmers have started to exchange messages with buyers. However, business transactions have not yet occurred. Farmers will be continually

##### **Collaborate with EAGC to Capture Opportunity for NAFKA Associations Structured Trade Systems for Grains**

EAGC provided marketing training to 90 farmer leaders and trainers. Topics covered included: i) post-harvest and grain handling and storage, ii) grain quality management and standards; iii) inventory management, iv) weighing and off-loading, vi) efficient trade financing through warehouse receipt systems or collateral management and warehouse insurance, and v) equipment maintenance. Additionally, NAFKA and EAGC jointly provided training in Mbeya on aspects of i) market linkages of producers with processors and buyers, who agreed to sell rice collectively through the Igurusi warehouse at Igurusi in Mbarali. The buyers respectively processors are Rapha Group, Mtenda and G2L.

##### **The EAGC G-Soko Market Intelligence System**

Through EAGC G-Soko, two warehouses have been installed with ICT-Marketing Intelligence Network (G-Soko System). The warehouses are in Mwanjelwa and Mbozi owned by our grantees Raphael Group (rice) and UNYIHA Associates (maize). The B2B initiative was implemented concurrently with a signed pre-contract agreement for the procurement of 3,889MT of paddy rice (2626 MT) and maize (1,263MT) worth TZS1.9billion.

### 2.1.9.1 Parboiled Rice

NAFAKA facilitated the development of promotion material to support parboiled rice. Sokoine University of Agriculture conducted an analysis of parboiled rice during the second quarter and highlighted the benefits of parboiled rice to consumers. The brand strategy in this initiative is intended to create awareness to buyers/consumers.

So far, Muungano Group, one of the three trained FOs, which is one of the FO trained on parboiled processing technologies by DBB, is now ready to promote the product, using the designed brand for marketing at the Nane Nane Exhibitions. The group is comprised of 10 members (5M, 5F).

### 2.2.1. Rice and Maize Value Chain Finance Increase Smallholder and Associations' Financial Literacy Awareness and Ability to Quantify Financial Needs

In Mvomero, the Mkindo irrigation rice-producing association was linked to PASS, CRDB and EFTA to assess the possibilities of being financed during the day-to-day activities. NAFKA facilitated roundtable meetings among CRDB, PASS and UWawakuda in Dakawa. The meetings aimed to exchange ideas about obtaining loans from PASS and CRDB bank. A total of 16 (7 M, 9F) farmer representatives from Mkindo participated in the meetings. As a result of these meeting, CRDB bank and PASS are now developing business plans for the provision of loans to the Mkindo Irrigation Association.

#### 2.2.2.1 Support the Expansion of Risk Mitigation Products to Encourage Investment in rice and maize production

This activity covered the facilitation of access to credit through CRDB and EFTA in Zone 1. In Zone 2, farmer associations and SMEs were already linked with ACB bank, NMB and CRDB Microfinance. In Iringa and Mbeya, linkages were facilitated to Joint Hope SACCOs and EFTA, respectively. Through investments leveraged by the University of Iringa, agricultural loans extended to farmers exceeded the target of TZS 80,000,000 by TZS 174,456,000 to reach TZS 254,456,000 to 623 over the target of 500 farmers. The table below summarizes the value of rural loans.

*Table 2: The Value of Rural loans*

Cluster	Value of Rural loans	
	Farmers & SMEs Loans	Loan (USD)
Iringa	623	87,228
Mbeya*	1	83,284
Mvomero	95	521,438
Kilombero	429	132,148
<b>Grand Total</b>	<b>1,148</b>	<b>824,098</b>

*NB: In case of Mbeya one buyer – Logimwa Co ltd received a loan tshs 200,000,000/= for purchase of maize from smallholder farmers.*

### Linking Associations with MFIs

One important success of this quarter is the distribution of a large agricultural loan from CRDB in the amount of TZS 1,127,546,800 to 86 members from the UWAWAKUDA Agricultural Cooperative (FA). Tanzania Opportunity Limited provided a loan for TZS 464,014,049 to 541 smallholder farmers in Kilombero.

### Risk Mitigation Products to Encourage Investment

The Mkindo irrigation rice producing association in Mvomero was linked to PASS, CRDB and EFTA to assess the possibilities of accessing agricultural loans. The following issues were discussed:

- i. Introduction to PASS services and guidelines, FO loan repayment plans, FO registration, FO terms and conditions enacted to members against loan repayment.
- ii. Evaluation of Collateral by the FO against expected maize production next season.

#### **2.2.2.2 Capacity building of SACCOS/AMCOS**

##### **Capacity building of SACCOS/AMCOS in Mbeya:**

NAFAKA ADAs collaborated with the Government Project “Marketing Irrigation Value Addition Rural Finance” in Linking FOs to SACCOS for the implementation of the Warehouse Receipt System (WRS) in Mbarali. The WRS targets FOs with warehouses to access loans at Igurusi groups and Muungano SACCOS. The remarkable practice here is that this PPP involves a commitment of MIVARF under the Prime Minister’s Office Grant to fund collateral management aspects so that CRDB Bank could provide loans to farmers. CRDB through Muungano SACCOS is processing loans of TZS 200,000,000 to 90 farmer associations of which 10 are MVIWATA FOs with 300 farmers. The 300 farmers come from 45 groups that will participate in the warehouse receipt system.

### **ACTIVITIES IMPLEMENTED IN EXPANSION REGIONS IRINGA AND MBEYA**

#### **Capacity Building of Associations**

In Zone 2, NAFAKA’s partners reached a total of 6,443 smallholder farmers. RUDI reached 3,089 (45.67%F) and MVIWATA 3,354 (46%F) farmers. The sub-tasks accomplished under this activity are described below.

##### **2.1.1.1 Train Existing Associations**

In Zone 2, recordkeeping trainings covered farmer organizations in Iringa rural in the Iringa region, and Mbarali and Mbozi in the Mbeya region. Trainings focused on:

- i. Building capacity of leaders to understand warehouse operations and financial records at both the association level and apex level.
- ii. Organizational management: including the constitution, contracts, and meeting minutes.
- iii. Training in post-harvest handling and storage.

#### **Leadership skills and financial literacy**

The leadership skills and financial literacy training was held from May 10-13, 2016. This training focused on improving leadership skills and financial awareness and was delivered to 40 (12F) farmer association leaders in Mbarali and 40 (20F) in Mbozi. The training included presentations, group discussions, brainstorming sessions, as well as questions and answers sessions in order to enhance participant understanding of leadership skills and financial literacy.

##### **2.1.2.1 Expand Association Services**

#### **Facilitate aggregation capacity of associations**

While RUDI has facilitated aggregation capacity for maize collective storage by FO in Iringa rural and Kilolo, FOs in Mbozi (Mbeya) aggregated a total of 2,626MTs of maize and Mbarali aggregation amounted at 1,263 MT. At this meeting, EFTA introduced the equipment loan package to the participants and they were highly motivated with the service they offer.

### Partnership with East African Grain Council and RUDI in Iringa

The activities implemented in collaboration with EAGC that targeted 20 FOs in Mbarali and Mbozi encouraged farmers to aggregate maize and rice to facilitate realization of the target by Apex/FOs of 10,000MT contract by grantees which was 30,000MT. The target warehouse operations and management in Iringa included G2L (rice) and RME (maize) and engaged 10 FOs in warehouses management operations. The sales recorded at the beginning of season were 9,520.5MT and 17,313 MT by FOs and grantees, respectively.

- i. Warehouse operations management trainings were conducted in Mbeya and Mbarali to address crop storage, grain standards, grades and quality.
- ii. A B2B meeting between buyers and producers in Mbeya resulted in a total of 39 contracts that were signed between producers and buyers.

#### 2.1.4. Associations conduct self-assessment using service tracker

A total of 13 FOs from Iringa rural, Mangalali, Lumuli and Iponzelo had good signs of progression in management, operations, and record keeping. So far, 32 leaders have received training on management. In collaboration with Iringa JHS-UOI in the Kilolo District, RUDI facilitated warehouse management trainings to 230 (130F) farmers in Iringa region, out of which 123 (60F) were from the Kilolo District.

##### 2.1.4.1 Farmer Association Market Linkages

Information was gathered on the aggregation capacity of 20 associations in Mbozi and Mbarali. These farmers are projecting a total of 5,823 aggregated MT from FOs. Maize is not yet marketed in Mbozi. However, in Iringa Rural, 13 FOs started selling maize in the amount of 576MT out of the projected aggregated 768MT. So far, the associations have aggregated and sold 5,823.2MT out of a total projection of 9,393.9MT. The distribution in Zone 2 is summarized below;

Table 4: Projected Aggregation in Mbozi, Mbarali and Iringa Rural

District	No. of FOs	Number of farmers			Acreage	Aggregated MT (projected)	Aggregation in MT sold
		Male	Female	Total			
Mbozi (Maize)	10	568	661	1,229	3,078	4,822.4	2,622.8
Iringa rural	13	740	478	1,218	3,049	2,439.2	768.3
Mbarali (Rice)	10	262	441	703	1,364	2,132.3	2,432.1
<b>Total</b>	<b>33</b>	<b>1,570</b>	<b>1,580</b>	<b>3,150</b>	<b>7,491</b>	<b>9,393.9</b>	<b>5,823.2</b>

##### 2.1.4.2 Producer Buyer Processor Linkage

This activity continued in Pawaga and Mbarali in Iringa and Mbeya. The processors/buyers involved were G2L in Pawaga, and Rapha and Mtenda Company in Mbarali in Mbeya. A total of 9,308MT of paddy have already been purchased by grantees from contracted farmer groups. The purchasing contracts were supplied to 30 farmer groups. The G2L Company expected to purchase 1,800 MT, but surpassed the target volume by double the amount of 3,600MT. The distribution of paddy MT to date is as below.

Table 5: showing the farmer/buyer contracts (Rice)

### 2.1.4.3 Producer-Off Taker

#### Execute New Market grants

This activity is related to increased market efficiency for rice value chain actors' impacts to increase rice markets and trade. The sales realized through grantees amounted to 8,005MT which is worth US \$1,518,450. The table below indicates the performance of rice marketing by grantees.

### 2.1.5.1 Facilitate negotiation contracts for procurement of maize with grantees

The main buyers/processors receiving NAFKA grants in Iringa and Mbeya for maize purchase contract are: RUAHA Milling Enterprises (RME), KHEBANDZA, Rogimwa, and UNYIHA Associates (also input grantees). The procurement contracts that were signed under normal contract have been surpassed from 2,620MT to 8,917MT actual v contracts realized MT to date (Iringa 1462MT and 6455MT in Mbeya).

Table 7: Contracts for Aggregation MT Maize Projections (Maize)

District	Processor/Buyer	Number of Contracts	Agreed MT	Actual Contract MT
Mbozi	Unyiha Associates	37	600	4,210
Mbeva	Khebandza	32	720	1,345.5
Mbeya	Rogimwa	10	0	1,900
Iringa	Ruaha Milling Enterprises	24	1300	1,462
	<b>Total</b>	<b>103</b>	<b>2,620</b>	<b>8,917.5</b>

### **2.1.5.2 Capacity Building for Post-Harvest Management**

This activity was implemented by: i) G2L, which provided training on harvesting, post harvesting and storage technology to 30 paddy farmers (21M/9F), and ii) MVIWATA, which collaborated with the Rogimwa Company Ltd to conduct PHHS trainings for 242 (148M/94F) maize farmers in Mbozi.

### **Facilitate negotiations and contract enforcement for maize procurement**

This activity was implemented in Mbeya and Iringa in Zone 2. The training on price negotiation skills and contracts provided to 50 lead farmers was conducted in Iringa (Ifunda, Ngwale in Iringa Rural) from April 29-30, 2016. In Mbeya, Unyiha Associates Ltd facilitated a training to 32 farmers (8F) on leadership, business management skills, record keeping, and post-harvest management and storage to prepare associations to enter into contracts. Additionally, a total of 24 farmer groups have signed contracts to sell to Ruaha Milling Company for 1,462MT of maize during the 2016 season.

### **Facilitate Competitiveness for Value Chain Actors to Add Value and Maintain Quality**

Ruaha Milling Enterprises conducted a training covering i) post-harvest management and control, ii) pest control, and iii) quality and control of maize production. The training was given to 547 farmers (331M/216F) from the Kilolo District, as well as 236 farmers (159M/77F) from the Iringa District. Additionally, RME completed a business plan, as well as quality assurance and food safety manuals that are used for its food processing operations.

### **2.5.5. Market Linkage Grantees**

The activity involved farmer associations and producer groups (POs) who have been contracted by processors/buyers grantees. Through this mechanism, a total of 4,843MT from 30 maize FOs worth US \$ 891,335 have been procured. Table 8 summarizes the data.

### **2.1.7.3. Producer-Buyer-P3. Processor Linkages**

This activity engaged seven round table discussions with processors/buyers, financial institutions and input supply companies to facilitate simplified loan agreements with farmer organizations. Activities included:

- i. Post-harvest management (harvesting, packaging, transport) involving 40 FOs with ROGIMWA, ACB/PASS in Mbozi.
- ii. Production/processor/buyer contract involving 32 FOs, UNYIHA Associates Ltd, YARA for input supply, NMB/PASS and MGEN for financing, insurance and Business Development Services.

- iii. Input/Aggregation Contract, involving 60 FOs, Rogimwa (off-taker), and EFTA and ACB as financiers.
- iv. Unyiha Associates Co. Ltd- Maize procurement Private Company – collateral Management **to link maize producers from 32 FOS crop depositors is warehouses in Mbozi district.**
- v. ACB Akiba Commercial Bank, Input Supply Company – YARA (Bulk), Rogimwa (Agro-Dealer) and PASS – BDS Provider (Business Plans, Financial Training) for **value chain finance to contracted maize farmers who will receive input credit and their sign sales contracts with Rogimwa Co. Ltd.**
- vi. Production/processor/buyer contract involving 60 FOs (rice producers) and CRDB.

### **NAFAKA Facilitates Meetings with FIs for Simplified Loan Agreements:**

Discussion meetings were held in collaboration with USAID, DCA Loan Guarantee with Processors, various Banks and MFIs, and RME in Iringa, Mtenda KRS and Trade Peckers in Mbeya and NBC, ACB, and Akiba Commercial Bank and Mufindi Community Bank (MUCOBA) in Iringa and Mbeya, respectively.

### **Capacity building of SACCOs/AMCOs in Mbeya**

NAFAKA has facilitated collaboration with the Government Project Marketing Irrigation Value Addition Rural Finance (MIVARF) in Mbeya. The activity links Muungano SACCOS in Igurusi to facilitate the implementation of the Warehouse Receipt System (WRS) in Mbarali, involving 90 farmer associations, 10 of which are MVIWATA FOs with approximately 300 farmers. The farmers will aggregate and deposit the paddy in the warehouse at Igurusi warehouse. Important practices include:

- PPP to be evidenced by commitment of MIVARF under Prime Minister’s Office Grant to fund collateral management aspects so that CRDB Bank could provide loan to Farmers.
- CRDB will provide a loan in the amount of TZS 200,000,000 to Muungano SACCOs and connect 90 FOs.
- Collateral management contract signed between Muungano SACCOS (the financing organization) and Igurusi AMCOS (the depositor).

### **Develop Market Plans with Association**

This activity is ongoing in Zones 1 and 2. BDS was done in collaboration with IJHS, NMB, CRDB and TADB, YARA and grantees who conducted the trainings using the tools developed jointly with NAFAKA. In Zone 2, the training impacted 55% women and 45% male participants. The breakdown on Table 9 below indicates FOs that are receiving market plan facilitations in Zone 2 that were implemented from subcontractor and partner organizations. This activity was implemented by grantees (processors) to 2093 farmers (55% F) in Iringa and Mbozi in Mbeya.

*Table 9: FOs Trained on Market Plans by Processors/Partners*

	<b>Number of FOs</b>	<b>MALE</b>	<b>FEMALE</b>	<b>Total</b>
Kilolo FOS (Rudi)	13	16	6	22
Iringa Rural FOS (Rudi)	15	14	5	19
Ruaha Milling Enterprises (Kilolo And Iringa Rural)	25	31	18	49
G2L Company Ltd	25	13	6	19
Iringa AMCOS (Collaboration with EAGC)	8	32	20	52
Mbeya AMCOs ((Collaboration with EAGC)	8	12	10	22
Mbozi Associations (Unyiha)	29	568	661	1,229
Mbarali Associations (Rapha Group)	10	262	441	703
<b>TOTAL</b>	<b>133</b>	<b>948</b>	<b>1167</b>	<b>2,115</b>

#### 2.1.7.4 Producer Off-Taker

The following meetings were held in April and May of 2016 with FIs on simplified loan agreements:

- i. NAFKA facilitated the establishment of a consortium between TADB and YARA in Iringa.
- ii. The consortium that involves several buyers/processors off takers were put in place with YARA as the input supplier and processors and access to bulky input to farmers on credit in Mbeya.

#### Input loans from Akiba Commercial Bank under a tripartite agreement

The ACB Bank and Rogimwa Co Ltd under NAFKA/WFP Consortium are processing an input loan package to 40 farmer groups with a total of 5,000 farmers (2,500 F). The consortium agreement is between ACB, Rogimwa Company, and PASS. This agreement provides a comfort for the bank to provide loans the farmers based on the Procurement Contract between WFP (Patience Procurement Platform) and Rogimwa Co as a value finance contract.

#### 2.1.8. Markets and Trade Transparency for Value Chain Actors

Facilitation for markets and trade transparency has been accomplished through the installation of the G-Soko Marketing System to track the point of warehouses stocks. To provide linkages to buyers, two warehouses in Mbeya were equipped with the G-Soko system. The Rapha group warehouse has a capacity of 20,000 MT and 'UNYIHA Associates Ltd warehouse of 3,000 MT.

#### 2.2.2 Association Financial Readiness

##### 2.2.2.1 Target Associations Ready for Finance Activities

NAFKA collaborated with CRDB and PASS to facilitate business plans and enable smallholder farmers to quantify their financial needs. Further, the NMB Foundation Agricultural Development worked with NAFKA on financial literacy and BDS. The MoU between NAFKA and NMB Foundation is not yet concluded as NMB was keen to know the longevity of the NAFKA Project. The implementation of this activity focused on the following aspects:

#### Work with FIs and other value chain actors to develop tools and models for increased engagement with smallholder farmers

NMB Foundation provided financial literacy training to 106 FOs representatives to create awareness on agribusiness loan products. Furthermore, UOI through Joint Hope SACCOs facilitated 68 FOs members (25F) capacity building on record keeping, accounting information management (transactions), and reconciliation.

- NAFKA ADAs developed a tool for financial literacy, coordinated the training shared with NMB-FAD that conducted the training in Iringa.
- NAFKA worked on increasing smallholders' financial literacy.
- NMB-FAD started working with WASA AMCOS, Kiponzelo SACCOS, and Ihemi SACCOS in Iringa rural to provide financial literacy training to their members.
- 1,500 brochures printed by UOI were meant to increase awareness and knowledge to farmer SMEs on savings to increase social capital mobilization for Iringa Joint Hope SACCOs (IJHS) members and the community.

### **2.2.2.2 Capacity building of SACCOs/AMCOs**

#### **Business Development Services and Finance**

Activities conducted by NMB Foundation at Iringa and PASS at Iringa University produced the following results:

- i. NFAD in Iringa provided financial literacy training to 106 (33% F) IJH SACCOs Leaders
- ii. Uol introduced a financial manual system and QuickBooks Accounting System to 68 members of the IJHS Apex.
- iii. NFAD and EAGC provided market plans to 226 farmers representing 77 FOs and 174 (35% F) FO leaders and 52 (39% F) farmers.

#### **Linking Farmer Organizations with SACCOS**

- a) 45 FOs now have access to finance from Muungano SACCOS.
- b) A TZS 200,000,000 loan to SACCOS is currently being processed by CRDB.
- c) Rogimwa co. has been linked to Akiba Commercial Bank that provided a TZS 200,000,000 loan to Rogimwa.

## **IR3: Increased Investment In Agricultural or Nutrition Related Activities**

### **3.3.1 Promote vegetable production/home gardens to vulnerable smallholders for income and nutrition.**

#### **Cascade vegetable training; Linkages with Seed Companies/Africa Rising (AVRDC) and installation of vegetable demonstration plots**

During this reporting period, NAFKA Component 4 worked in Kilombero district with existing SILC group members alongside AVRDC through their Africa Rising (USAID) project, which promotes vegetable production for nutrition and income. The vegetable training target for FY16 is 1,000 beneficiaries. During the third quarter (Q3), the cumulative total was 531 (51% F) of whom 176 are new farmers. A total of six demo nurseries were established in six villages of Kilombero District. The Diocese of Ifakara, though phased out as a partner on NAFKA, was also involved in these activities, as they still have other activities in those villages. Vegetable production refresher trainings were also conducted in ten wards of the Mbozi District with a total of 11 training sessions both to PSP and to community members. A total of 11 demonstration plots were also established.

The trained PSP in Mbozi district have continued with cascade trainings and a total of 337 farmers in Mbozi district (Female 240 and 97 Male) were given home gardening training by PSPs in Mbozi district during the months of May and June 2016.

Table 10: *Beneficiaries with access to home gardens*

District	Beneficiaries with Access to Home Gardens						
	Home Garden			Cluster HH Multiplier	Beneficiaries with Access		
	Female	Male	Total		Female	Male	Total
Kongwa	356	140	496	4.9	1,744	686	2,430
Kiteto	88	21	109		431	103	534
Mbozi	53	18	71		260	88	348
<b>Total</b>	<b>497</b>	<b>179</b>	<b>676</b>		<b>2,435</b>	<b>77</b>	<b>3,312</b>

### 3.3.2 Nutrition Cascade trainings in Mbozi District

During Q2 CRS and Caritas Mbeya selected and trained 15 female SILC members from 15 of the 21 villages where component 4 has established SILC groups representing ten wards in Mbozi. These women have trained **925 out of a targeted 1,000 community** members (719 Female and 206 Male) on various topics related to household nutrition and dietary diversity. Topics taught included: how to balance a diet for specific groups, how to mix/blend flours, proper storage, simple food preservation methods, feeding practices and food fortification/ value addition using available foods at the household and community.

## New Innovation Grants

### 3.3.1 Select New Lead Firms

NAFAKA Innovation and Capacity-Building Grants aim to leverage private sector investment in agricultural value chains with a particular focus on innovative integration of smallholder producers into staple value chains. The Enterprise Development Co-Investment Grants will assist qualifying businesses engaged in the maize and rice value chains to upgrade business development services offered to smallholder farmers and to expand market linkages throughout the value chain. This quarter, NAFKA continued administering and monitoring 22 active grants to strengthen rice and maize processor capacity, agro-dealer networks, and out-grower capacity for the 2015/2016 cropping season.

### 3.3.2 Monitoring of Existing Grants

During this quarter, the NAFKA grants team and technical staff continued to administer and monitor 22 grants. In this quarter, all grantees implemented milestone three deliverable activities and submitted the required deliverable reports for funds reimbursement. Main activities under Milestone 3 were training on harvesting and post harvesting techniques through demo plots, and linking farmers through their farmer groups to maize grain buyers (Processors). Farmers were trained on pest management and top dressing fertilizer application. Processors had to purchase maize and paddy from contracted farmer groups as the excise is still going on since the harvesting season continues.

## **Grants Closeout**

During this quarter, NAFKA conducted close outs for four grantees: ZARI, KATI, Tropical Seed East Africa, and TANSEED International Ltd. The grants helped farmers on the GAP trainings through demo plots, soil analysis in Pemba and Zanzibar, and refresher trainings of extension officers in Zanzibar. Seed producers had increased their network for certified seed production, which resulted in an increase in the adoption rate of certified seeds usage and the number of certified seed out growers. However, grantees revealed that there is a challenge for rain-fed areas that are sometimes facing floods, causing farmers to lose their plantings, making it difficult for them to pay back agricultural loans. Farmers in the Kilombero district are the most affected.

## **Audit Compliance and Documentation**

During this quarter, the ACDI/VOCA regional auditor and compliance specialist issued the NAFKA project compliance review report as the audit was done in the previous quarter (March 13-23). The grants team managed the exercise and the audit went smoothly. The auditor was happy with the grant award procedures and documentation of grant files. The compliance specialist said in the released report that the “NAFKA team has made an impressive amount of progress in compiling auditable hard copy grant files and in adhering to the grants manual in processing new grants. And the grants were all closed out following the requirements in the grants manual. Additionally, the team has now developed an informative grant tracker.”

## **Modification of Grant Agreements**

The grant team conducted negotiation meetings with all signed grants for the 2015/2016 cropping season to reduce the grant performance period whereby all grants will end on June 30, 2016. The Grants team has negotiated with grantees and modified 13 grant agreements in March of 2016. Grants that were modified during quarter 2 include TVC agrochemical input Investment, Nokwim Investment Co.Ltd,S.Majembe Agro-vet and agrochemical, Kibagwa Flour Supplies Ltd, Michael agribusiness and general supply Babu Agro dealer, Gabe Milling Enterprises, KINNAPA development program, University of Iringa, Ruaha Milling Enterprises, Iwawa general Supply, Alpha Agrochemical Supply, and G2L Company Ltd. However, the modification exercise continued for the nine (9) remaining grant agreements with Raphael group Ltd, Obo Investment Ltd, Rogimwa Agro Company Ltd, Kilawa Enterprises, Khebhandza Marketing Co.Ltd, Mtenda Kyela Rice Supply CO.Ltd, William Agrochem Centre and ZARI and have been modified. The exercise had a general purpose of reducing the performance period to make all grants to end by June 30, 2016 so that the project has ample time for grant close out.

## IR5: Increased Resilience of Vulnerable Communities and Households



*Photo 4: Mama Mary Daudi, a trained community nutrition promoter, admiring her home garden in Lungva village, Isansa ward in Mbozi District- Photo: Nyanyonyi Neke*

### 5.1.1 Vulnerable Groups have Skills in Group Savings

For the past three months, NAFKA has mobilized and trained **1,891** new SILC group members (Female **1,466** Male **425**), exceeding the target of 1,470. These new members include those that joined existing groups. Good results were obtained in Mbozi, where NAFKA activities only commenced 12 months ago. As can be seen in table 2 below, 25 (34% F) out of 73 newly formed groups were founded in Mbozi district. NAFKA C4 targets for FY16 are to recruit 4,640 new SILC group members through 232 new groups across the four districts. NAFKA has met 82 % of its annual targets since 191 out of the targeted 232 groups have been formed since October 2015. The new members contribute to a cumulative **total of 4,279 representing 92% of planned annual targets** set for FY16 and 105% of this quarters expected targets. New SILC achievements for the April-June 2016 period are in table 1 below.

**Table 11: SILC Group Members by Cluster – Cumulative-to-Date (disaggregated by sex)**

District	Female		Male		Grand Total
	Number	Percent	Number	Percent	
<b>Zone 1</b>					
<b>Kilombero</b>	6,261	72%	2,384	28%	8,645
<b>Kongwa</b>	2,012	70%	845	30%	2,857
<b>Kiteto</b>	2,474	70%	1,073	30%	3,547
<b>Total</b>	10,747	71%	4,302	29%	15,049
<b>Zone 2</b>					
<b>Mbozi</b>	1,074	77%	315	23%	1,389
<b>Total</b>					
<b>Grand Total</b>	11,821	72%	4,617	28%	16,438

NAFAKA C4 continued expansion of SILC activities into 30 villages in zone 2 (Mbozi district, Mbeya). Contrary to the SILC model process, CRS was requested to employ the services of only 10 FA/PSP in Mbozi district. Given the short implementation period and the wide geographic coverage, the ten PSP have been able to serve 21 out of the targeted 30 villages thus far. The subcontract had requested for the delivery of 50 groups in Mbozi district. However, CRS has reached 65 groups to date. Table 1 also illustrates the overall number of groups that have been organized between April and June 2016.

Table 12: New SILC groups formed between April and June 2016 and new members per cluster

District	No of New Groups	No Female	No of	Total
<b>Zone 1</b>				
Kilombero	13	328	50	378
Kongwa	4	129	40	169
Kiteto	31	562	209	771
<b>Total</b>	<b>48</b>	<b>1,019</b>	<b>299</b>	<b>1,318</b>
<b>Zone 2</b>				
Mbozi	25	447	126	573
<b>Total</b>				
<b>Grand Total</b>	<b>73</b>	<b>1,466</b>	<b>425</b>	<b>1,891</b>

### 5.1.2 Private Service Providers have Necessary Skills for Sustainable Group Training

CRS conducted PSP Public notification training to two Caritas Mbeya staff members during this quarter. The training was done to equip partner staff with skills on the PSP certification process and eventual notification of the certified agents in their villages and wards. During this quarter, 10 additional FAs were successfully certified as PSPs in Kongwa and Kiteto Districts and 6 in Mbozi district increasing the percentage of certified PSPs to 78%.

PSP Network Introductory and formation workshops are conducted after FA certification process is complete to help organizing PSP into a cluster network. PSP networks are put in place to help these PSP: provide valuable services to members (PSPs) to support them in their work and enhance their income, ensure ongoing availability of SILC delivery capacity through support to existing PSPs and certification of new PSPs and create, support and enhance SILC groups in the area of coverage.

- i. The CRS SILC expert also conducted PSP network introductory and formation workshops in Kongwa (27 PSP) and Kiteto (18 PSP).
- ii. In Kilombero, the Ifakara PSP network is already one year old and therefore more advanced. During this quarter, CRS conducted network-strengthening meetings on apprenticeship process for a total of 39 PSP attendees (6 females and 33 male). Apprenticeship is the process of taking on an apprentice to help with recruitment and formation of new groups. A PSP who has more than 10 groups qualifies as a “mentor” and can therefore take in advanced and knowledgeable members of SILC who desire to become field agents.
- iii. CRS conducted network introductory and formation workshops for two Caritas Mbeya staff so that they can roll this out to the Mbozi PSP. Later in the quarter, CRS in collaboration with Caritas Mbeya, conducted one PSP network introductory and one PSP network formation workshop in Mbozi for the FA. Ten PSPs attended both workshops.

### 5.1.3 SILC value of savings

SILC groups normally accumulate their wealth over a 9 or 12 month period depending on the length of their savings and lending cycle as set by each group’s constitution. Table 4 below illustrates the amount of savings accumulated during this reporting period that has raised the overall value of savings from project inception to ██████████. The total increase of ██████████ in value of savings represents a 36% increase. This is largely related to the timing after harvest and suggests a high level of confidence in the SILC group as a useful and safe mechanism for savings. Table 4 below illustrates the current (cumulative) savings recorded through the NAFKA database.

## KEY ACHIEVEMENTS AND RESULTS

Below are highlights of NAFKA's key achievements and results for this quarter:

### **Outreach:**

- Meeting the annual planned target of establishing 650 GAP demonstration plots.
- NAFKA worked with 43,585 direct beneficiaries during the quarter. 21,148 direct beneficiaries were new; 22,437 were continuing from a previous reporting period.
- NAFKA scaled up in Mbeya and Iringa, reaching an additional 102 villages, and continued to work with the 430 villages from the previous quarter.

### **Productivity:**

Below are highlights of component 1 key achievements and results for this quarter:

### **Productivity:**

- GAP training was provided to 5,820 farmers by Africa RISING. They also provided training to VBAs, agro-dealer grantees, processor grantees, and ZARI.
- 180 maize, rice, common beans and soya beans demonstration plots were established among VBAs, grantees, and Africa Rising activities.

### **Service Provision and Sustainability:**

- VBA training and demonstrations on good agricultural practices increased the demand for farms' inputs significantly. In this quarter, 17 VBAs sold 2,274 kg of maize seeds worth US \$12,752; 44,950 kg of fertilizer worth US \$ 28,567; 138 liters of herbicides worth US \$ 968; 13,612 liters of insecticides worth US \$ 95,412.

- Built the capacity of 98 agro-dealers and 315 VBAs to integrate into the input supply chain through linkages with hub agro dealers, seeds, fertilizers and agro chemical companies.

### **The Markets and Trade facilitation**

NAFAKA registered the following key achievements:

Collaboration with EAGC for BDS facilitation on joint marketing through warehouses, which realized:

- i) Increased BDS services through private sector banks and EAGC was an indication of the readiness of the private sector to leverage market efficiencies.
- ii) NAFKA / EAGC joint facilitation of B2B meeting as a result enabled the signing of pre-contract procurement agreements, whereby 90 FOs will supply 3,889MT of maize and rice to buyers/processors worth TZS1.9 billion in Mbeya.
- iii) Through producer-buyer processor linkages, NAFKA was able to facilitate the signing of crop purchase contracts between processors/buyers and 89 FOs and 92 FOs with a total of 9,308MT for rice and 8,005MT for maize with a total value of over TZS 8.5 billion (US \$ 4.05 million).

**Grants:** The grants team managed the audit exercise which went smoothly. The grant award procedures and documentation of grant files were well managed. The “NAFAKA team has made an impressive amount of progress in compiling auditable hard copy grant files and in adhering to the grants manual in processing new grants.

## **PROBLEMS AND CHALLENGES**

### **Problems and Challenges**

- Flood and cholera in Pawaga and Idodi limited collaborative work with other stakeholders in the rice zone and destroyed some of the demonstration sites and QDS fields.
- Prolonged dry spell: dry spells occurring just after planting in demonstration plots established in the rain-fed areas have reduced seed germination and seedling emergence in many of the plots. FIPS could not reach their target of 100 demonstration plots due to flooding in some selected areas in the Mbarali district. Instead, only 71 demonstration plots were established. In addition, there was prevalence of inadequate and delayed rainfall in some areas in the Mvomero cluster, which resulted in delayed demonstration plot establishment especially in rain-fed areas cultivating maize and paddy.
- Cereal Stalk borer’s infestation: A prolonged dry spell aggravated the problem of cereal stem borers infestation in maize fields in Kongwa and Kiteto.
- Extreme levels of salts and lack of adequate irrigation water to flush the soils at the Magozi irrigation scheme in Iringa Rural prevented the establishment of demonstration plots.

## **PLANNED ACTIVITIES FOR THE NEXT REPORTING PERIOD**

The following activities are planned for the next quarter and aligned, where relevant, with the PMP indicators listed.

### **Planned activities for the productivity components**

- QDS seed production field inspections (sample collections for TOSCI laboratory tests)

- Harvesting and yield data collection
- Nane Nane Agricultural fair

## **Marketing and Trade**

- Continue with follow-up of aggregated maize and rice volumes to facilitate increased producer access to market through associations.
- In collaboration with partners, facilitate FOs/Apex organization participation at District Business Councils
- Continue monitoring implementation of market linkages through tracking of physical purchases of rice and maize through our grantees in Zones 1&2.
- Continue collaboration with EAGC especially facilitation producer (FOs) and buyers/millers participation at B2B forums to stimulate trade.
- Participation at Nane Nane exhibition in collaboration with FOs and private sector.
- Continue facilitation of tripartite agreements for access to finance, markets and BDS services especially linkages of SACCOs with financial institutions.

## **Planned activities for component 5**

- Finalizing gender dynamics study report (July 30th submission date).
- Vulnerability assessments report to be finalized (July 30th submission date).
- Market skills training.
- Finalize certification of Zone 2 FA's.
- Follow up on cascade trainings.
- Promote linkages with AVRDC, SEED Co., local government authorities and the Mwanzo Bora nutrition program.

## **SPECIAL ISSUES**

### **Data Quality Assessment for NAFKA**

The Monitoring and Evaluation Program (MEP)-formerly known as Tanzania Monitoring and Evaluation Management Service (TMEMS) conducted a Data Quality Assessment (DQAs) to NAFKA and other IPs for the indicators that are due for FY 2016 reporting. The purpose of this DQA is to ensure that the USAID/Tanzania and Technical Teams in particular are aware of the strengths and weaknesses and the extent they can trust performance data reported by NAFKA and other IPs. The DQA was based on the five Data Quality Standards provided in ADS 203.3.5.1, which include: Validity, Reliability, Timeliness, Precision and Integrity. To achieve this goal, MEP visited NAFKA sites of Mbozi District (May 18-20), Iringa-Kilolo (May 27-28) and Kongwa (June 1-3). Eight performance indicators were under scrutiny. During the exercise key NAFKA staff participated. After the DQA exercise, the team held a short debriefing meeting to share the outcomes/findings of the DQA.

### **The Iringa Integrated Activity Hub (IIAH)**

USAID Iringa Integrated Activity Meeting that was held in June 14-15, 2016. The objectives of the meeting were to i) Identify areas for collaboration and partnership of Implementing Partners (IPs), ii) Share methodologies for working with communities and Local Governments in the area and iii) Build and strengthen existing partner relations. The convergence of Mission investments in the Iringa Region offers an opportunity to test the underlying principles of integration in USAID/Tanzania's Country Development Cooperation Strategy (CDCS). The CDCS

posits that a compounding or layering of activities by enhancing collaboration from different technical activities in the same or contiguous geographic areas will result in greater impact and more sustainable outcomes. The Iringa Integrated Activities Hub (IIAH) affords the opportunity to examine the Mission’s development hypotheses for achieving its DO 2 objective (i.e inclusive broad based economic growth enhanced) and may lead to a methodology to test all of its results in the three CDCS DOs.

## ADMINISTRATIVE MANAGEMENT, CROSS CUTTING AND LEARNING OBJECTIVES

### Gender and Youth

**Participating in Peace Corps Career Day:** The NAFKA Gender and Youth Specialist participated in the Peace Corps Career Day held in Morogoro on April 27. The staff gave life experience presentations to 40 high school level students who came from all regions in Tanzania to participate in the event. Students were encouraged to create small business activities as a means to pay for school fees, and to plan out career goals while in high school.

**Linking Youth Groups to Productivity Trainings:** During this reporting period, four youth groups from Kilolo district in the Iringa region were linked to the productivity component to be trained on product knowledge of agricultural inputs and good agricultural practices. This training enabled them to acquire new knowledge and practices to become service providers to other farmers in their communities.

There are different challenges youth are facing in their fields, including bacterial diseases, fake input products especially pesticides, and marketing of their produce.

**Linking Women Groups to Business Management Trainings:** During this reporting period, 24 women members from six groups from Iringa Rural in the Iringa region received a business management training with the aim to build the capacity of these women leaders so that they can pass on the knowledge to other group members for implementation.

*Photo 5: Participants of the Business Management Training in Magozi Village*



**Updates from Youth groups:** The Nguvu Kazi group from Kining’ina Village in Ifakara harvested 20 bags (2000 kg) of paddy this season. This can be considered an achievement, considering the destructive impacts of floods. The Jitegeeme Youth group has harvested 5 bags from their farm which was flooded. Other groups are still in the process of harvesting.

### Monitoring, Evaluation, and Learning

While working on the PMP and reviewing indicator targets, the unit was also involved in preparing the M&E plan for the new CMSD project. There was also a significant

Data Quality Assessment (DQA) conducted on NAFKA from May 18-27, 2016. The DQA involved substantial NAFKA human resources, time and energy.

### **Quarterly review meeting**

The last quarterly review meeting took place from April 12-13, 2016, where the M&E team deployed a new technology on data analysis and visualization, presenting data on interactive charts and maps. This aids in using data more effectively in the decision-making process to improve project implementation. In this meeting the team also shared the reviewed performance indicator targets.

### **Performance Indicator targets review**

A PMP with all our performance indicator targets and achievements data in each quarter is used by our managers as a critical management tool. Each activity is defined and operationalized by linking the activity to a specific result on the performance indicator matrix (at the start of this report). This matrix includes populated quarterly performance data for all the output indicators, which gauge our quarterly achievements in terms of what has been achieved so far compared to what was targeted for the entire year. Furthermore, it reflects the pace we are moving towards our Life of Project targets and whether we are on track or not.

The performance Indicator target review was prompted by the anticipated NAFKA early close out which sent signals that some LOP targets might not be achieved. Another reason that prompted this was USAID's review on the performance of our historical data and recommended that indicator targets need to be reviewed to be close to reality with the activities implementation pace.

The targets review was finally accomplished during this quarter, and was presented to project managers in the quarterly review meeting to obtain their consents, since targets motivate them to and meet or exceed the targets. The readjusted targets were posted in the FTFMIS system this quarter. They were also shared with USAID Tanzania and ACIDI/VOCA HQ.

### **Data Quality Assessment for NAFKA**

The Monitoring and Evaluation Program (MEP)-formerly known as Tanzania Monitoring and Evaluation Management Service (TMEMS), conducted a Data Quality Assessment (DQAs) of NAFKA and other IPs for the indicators that are due for FY2016 reporting. The purpose of this DQA is to ensure that the USAID/Tanzania and Technical Teams in particular are aware of the strengths and weaknesses and the extent they can trust performance data reported by NAFKA and other IPs. The DQA was based on the five Data Quality Standards provided in ADS 203.3.5.1, which include: Validity, Reliability, Timeliness, Precision and Integrity.

To achieve this goal, MEP visited NAFKA sites in Mbozi District (May 18-20), Iringa-Kilolo (May 27-28) and Kongwa (June 1-3). Eight performance indicators were evaluated. During the exercise, the following NAFKA staff participated: Director of Program Systems, Monitoring and Evaluation Manager, Project Component Lead, M&E Field Officer and other personnel involved in data collection, compilation, analysis and reporting. The DQA team started with general briefing meeting, then reviewed M&E related documents such as Performance Management Plans (PMPs)/M&E Plans, data collection tools, guidelines on data collection, data trails etc. After the DQA exercise, the team held a debriefing meeting to share the outcomes/findings of the DQA.

### **Contributions made to the new CMSD project document**

The M&E team contributed to setting some indicator targets for the new CMSD project. The targets are expected to assist in: providing accurate measurement of achievements toward project objectives, and document evidence relating to reach (gender, youth status, direct and indirect beneficiaries, household typology, etc.), coverage (spatial and temporal), scale, best practices and desired change/results.

The M&E team reviewed the Performance Monitoring and Evaluation Plan (PMEP) of the upcoming CMSD Activity in order to have an effective M&E system that will allow to monitor the accessibility of project interventions and benefits to all sectors of the target population, undertake quality control on data and analytics through periodic data quality assessment, improve overall project strategy through continuous knowledge sharing and learning, taking into account the views of beneficiaries and other stakeholders and testing evidence of impact. PMEP will mainly be used as a learning tool that allows stakeholders to analyze progress, evaluate results, and quickly adapt activities as expected.

### **The use of SharePoint MIS**

During this quarter, the M&E team continued to work on data modeling and dashboard production (including interactive charts and maps) due to an increased management demand for data visualizations as a tool for decision-making. The team continued to implement improved data navigation mechanisms in the MIS, cleaned data discrepancies, implemented more automated validations, and improved data flow efficiency from the field.

The M&E database team is continuing to experiment and test the new Monitoring and Evaluation platform (tentatively called the Learning Evaluation and Analysis Platform (LEAP) initiated by ACDIVOCA in the 2<sup>nd</sup> quarter. This platform is a valuable mechanism, allowing everyone to interact with project data (M&E staff, project staff, and ACDI/VOCA HQ staff). This has been rolled out to all ACDI/VOCA projects.

The benefit of LEAP to our M&E system is as follows:

- Automated IPTT tables with indicator metrics that are computed directly from data stored in the database, which is updated weekly (no disaggregates at this point though).
- Visualizations that will help us adapt and manage our project better.
- A better file structure for our M&E files and ideas that will help ensure the correct information is available in the correct place.
- Project data will be easier to access for collaborating, learning and assessing.
- LEAP will improve the links between subject experts in HQ and the field projects.

This quarter, NAFKA used the support of two temporal M&E data entry clerks. Large amounts of data were received during this quarter from subcontractors and grantees mostly on productivity activities. In the absence of our key database staff who is on maternity leave, the NAFKA project utilized outside help to meet deadlines.

### **Market Survey (MS) Report Submission**

The market survey report was finalized and submitted to USAID during this quarter. Field data collection was conducted from February 29, 2016 to March 8, 2016. The aim of the market survey was to update marketing information collected in September 2015 by capturing additional sales information in March 2016 from farmers who stored their crops after harvest to sell later, likely at a higher price per MT of rice and maize. March is the period for intensive marketing of maize and paddy.

## Knowledge Management and Learning

Through Knowledge Management, the NAFKA M&E team, along with communications staff, seek to acquire or create knowledge from field experiences and make it available to those who can use it at a time and place that is appropriate for them to achieve maximum effective usage. Sharing the results of surveys/research, field programs, and material developed as a result of our wealth of practical field experience will positively influence the NAFKA performance.

NAFKA continues to increase its effective knowledge utilization through sharing of quarterly and annual reports, survey reports, success stories, and USAID Facebook stories. NAFKA will continue to compile and catalogue case studies, success stories and learning opportunities for dissemination within NAFKA as well as USAID and Feed the Future.

During this quarter, one M&E field staff in Kongwa attended the **NFRA/WFP stakeholders meeting**, which was held in Dodoma from April 20-22, 2016. The objective of the meeting was to introduce the NFRA 2016 procurement plan to all stakeholders and plan together to ensure smooth participation. The meeting also served to receive feedback from NFRA regarding the 2015 procurement season (for details, see the marketing sections). One of the M&E staff represented the COP in the **USAID Iringa Integrated Activity Meeting** that was held in June 14-15, 2016. The objectives of the meeting were to i) identify areas for collaboration and partnership of Implementing Partners (IPs), ii) share methodologies for working with communities and local governments in the area, and iii) build or strengthen existing partner relations.

The **4th USAID M&E Quarterly Meeting workshop** was once again held from the June 29 through July 1, 2016 in Mbeya and was attended by one of our M&E field officers. The focus of the workshop was to go through the Program Cycle and Monitoring and Evaluation plan (delivered by Kristi Schober, USAID Economic Growth Officer), analyzing performance monitoring data and field visit assessment tools (delivered by Charles Mubelwa, USAID Monitoring and Evaluation Specialist), and to learn how to communicate activity successes (delivered by Jessica Padron, USAID Development Outreach and Communications Officer). Moreover the team went through the Women Empowerment in Agriculture Index (WEAI) as well as the importance of Gender Integration Framework (GIF) in different projects.

## Public Relations and Communications

The objective of the NAFKA Public Relations and Communications (PR&C) unit is to report on project activities to the donor, and raise awareness of NAFKA activities amongst the project staff, the general public, and beneficiaries through internal communication options as well as the media outlets. PR&C fulfills NAFKA's duties of reporting technical progress and success stories to the donor on a quarterly and annual basis as well as publishing promotional material and technical manuals to be used by staff. PR&C will continue to submit photographs and captions of events and activities to the USAID/Tanzania Facebook page. To raise awareness among the implementer's staff and broader development audience, success stories are shared on the ACDI/VOCA and Feed the Future websites.

**Success Stories:** These stories highlight the success of project activities carried out in the field and raise awareness of NAFKA's activities to the general audience. In each quarter one success story is written and included in the report. In quarter 3, a total of 3 success stories (but only one included in this report) were developed to elaborate different successes obtained through activities carried out in the field. The first story explains how NAFKA collaborates with private companies to strengthen the maize value chain among smallholder farmers in the Kongwa District. The second story highlights a USAID-Grant improving the rice value chain competitiveness of Mbeya rural

farmers. The third story reports on how the project worked together with the Rice Council of Tanzania to make smallholder rice farmers aware of rice smuggling. The success story for this quarter is shared below.

**Social Media:** Social media continues to play an important role for the publicity of NAFKA's activities and achievements. During this quarter, a total of 4 photographs with captions of the different activities conducted in the field were developed and submitted to USAID/Tanzania.



*Photo 6: The NAFKA winning photo*

field were developed and submitted to USAID/Tanzania.

**Photo Contest:** The photo contest is held to encourage NAFKA staff to take photographs of activities and events. During this quarter, more than 20 pictures were submitted to USAID in order to compete with other FTF programs' photos.

NAFKA staff also participated in a photo contest organized by ACDIVOCA. After the selection of 8 finalists, the global ACDI/VOCA staff voted throughout April and May to select their favorite photo. Over 120 photos that were submitted to ACDI/VOCA. This photo from NAFKA won the grand prize.

**Nane Nane Exhibitions Preparations:** PR&C in collaboration with technical staff begin the Nane Nane Exhibitions preparations three to four months before the event for the demo plots to be at full maturity during the exhibitions. This also allows better coordination with other FtF partners collaborating with NAFKA and enables them to have ample of time for preparations. During this quarter, the maize, common beans, soya beans demo plots were established. The demo plots are still at a vegetative stage, demonstrating technologies, including the use of drought-tolerant early maturing varieties, fertilizers application, and correct plant spacing.



# SUCCESS STORY

## Strengthening maize value chain among small holder farmers in Kongwa District

**The USAID-NAFAKA grant is strengthening more than 4000 maize farmers in the Kongwa District**



*Mr. Dickson Mwendimage, who leads a farmers group in his village of Kibaigwa.*

***“I gave up on farming due to insufficient yields and poor knowledge of good agricultural practices (GAPs). But now my attitude has changed. I am very knowledgeable on GAPs. My group is now legally registered. I can access timely finance services as an individual to facilitate my farming activities. My produce is now demanded by the market. We have truly benefited from the NAFKA project.”***

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

For years, Kibaigwa Flour Supplies Ltd has been working with the Kongwa district council to help maize smallholder farmers to improve their productivity per unit area. Its effort had minimum outcomes before receiving a grant for intervention made by the USAID-NAFAKA Staples Value Chain Activities project.

About 3,000 farmers in the Kongwa district use traditional farming practices which include using a hoe, following recommended plant spacing, and not using any fertilizers or improved seeds. Many farmers plant local low yielding maize seeds that were saved from previous harvests. These farming practices usually result in poor yields of about 210 kg per hectare, not leaving a sufficient harvest to be sold to generate income. However, through USAID-NAFAKA supported maize demonstration plots, farmers realized that they could harvest more than 1.5MT of maize per acre, which is twice the yield they would previously get. Knowledge on good agricultural practices (GAPs), proper record keeping, leadership skills and improved post-harvesting technologies transformed farmers of Kibaigwa village, who have significantly improved their harvests so that they now can generate income.

The success of Kongwa farmers and Kibaigwa Flour Supplies Ltd reflect the growth of maize value chain in Tanzania. NAFKA funding has covered more than 4,000 small holder farmers. Mr. Sebastian Msola, the CEO of the company explains the tremendous achievement reached by this project *“We have been guaranteed quality raw material from farmers. Our strong ties with them have been enhanced by the USAID-NAFAKA project. Now we are running the factory guaranteed both forward and backward market linkages”* he says.

Suffice to say, NAFKA has created a very positive impact on the smallholder farmers of Kongwa district and has strengthened maize value chain as a whole.

