



Proceedings of the Workshop on Comparative Economic Advantage of Alternative Agricultural Production Options in Tanzania

**Morogoro, Tanzania
November 2000**

Prepared by

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ACRONYMS AND ABBREVIATIONS

AEZ	Agro-Ecological Zone
CEA	Comparative Economic Advantage
ESA	Eastern and Southern Africa
FS	Farming System
GDP	Gross Domestic Product
MAC	Ministry of Agriculture and Cooperatives
NGO	Nongovernmental Organization
REDSO	Regional Economic Development Services Office
RTAA	Regional Trade Analytical Agenda
SUA	Sokoine University of Agriculture
USAID	United States Agency of International Development

CHAPTER 1. THE WORKSHOP PROGRAM

The workshop was held in Morogoro, Tanzania on 9-10 November, 2000. Workshop objectives and the workshop guide are shown in Appendix A.

1.1 Opening Ceremonies

The Deputy Vice Chancellor of Sokoine University of Agriculture officiated at the opening ceremony. His opening speech is given in Appendix B.

1.2 Workshop Presentations

Name of Presenter	Title of Presentation
1. Dr. E. R. Mbiha	<ul style="list-style-type: none"> • Introduction to workshop objectives • Brief on the Regional Project - the Regional Trade Analytical Agenda (RTAA). • Approach and methodology of the study
2. Dr. A. E. Temu	<ul style="list-style-type: none"> • Agriculture trade between Tanzania and other Countries • Description of the farming systems
3. Dr. N.S.Y. Mdoe	<ul style="list-style-type: none"> • Results, conclusions and recommendations

1.3 Group Work

As shown in Appendix A, the participants were divided into six groups and were required to work on the pre-selected topics in the workshop guide. Terms of reference were provided to all groups. The group work terms of reference were as follows:

Terms of Reference for Group Work

In view of the presentation made on Comparative Advantage of Alternative Agricultural Production Options and the discussions held, each group is requested to address the following aspects:

- (i) Revisit the objectives of the study and those of the workshop.
- (ii) Consider and deliberate on the current situation and vision (a desirable future situation) of a given farming system. Address both policy and other interventions that may influence the development of the zone to enhance its comparative advantage. The following may help as guiding questions, but a group should not refrain from exploring widely.
 - a) What are the major constraints faced by the farming system (FS) or Agro-Ecological Zone (AEZ)?
 - b) Are there apparent policy deficiencies that if addressed will facilitate the FS or AEZ development?
 - c) What should be our vision with respect to the specific FS or AEZ?
 - d) What recommendations should the workshop make in line with items **a** through **c** above?

1.4 Workshop Conclusions and Recommendations

The conclusions and recommendations were summarized by the plenary session after receiving group work reports. The following major points on the study and the workshop were raised:

1.5 Objectives of the Study and the Workshop

The workshop participants observed that both the study and workshop objectives were met. However the study was limited in terms of areas covered and crops included:

- The workshop recommended that future studies should aim to increase the number of crops and widen the study area.
- Livestock must be included.

1.6 Constraints

The group work came up with a number of constraints that face the agriculture sector in Tanzania. These were summarized from group reports as follows:

- unreliable rainfall pattern,
- poor soil and fertility,
- inadequate/ultimately input supplies,
- inadequate market infrastructure,
- undefined and inappropriate land tenure, and
- multiple taxes.

1.7 Policy Deficiencies

The workshop noted that there were inherent policy deficiencies that if addressed can enhance agricultural productivity and marketing efficiency:

- trade restrictions within and outside the country,
- uncoordinated and nonstreamlined policies,
- inadequate planning and poor implementation of economic liberalization, and
- lack of deliberate policies to stimulate investment in the agricultural sector.

1.8 Recommendations

- Efforts should be made to improve production and marketing efficiency.
- Review and improve the existing legal/regulatory framework.
- Encourage development of relevant organizations/institutions.
- Rationalize and streamline the agriculture taxation system.
- Funds need to be provided for improving the study and dissemination of the findings.
- Undertake additional studies on Agricultural Comparative Economic Advantage (CEA).

CHAPTER 2. PROFILE OF THE WORKSHOP PARTICIPANTS

Invitations to the workshop were extended to a cross-section of individuals and organizations. A number of them were unable to attend. Those who were able to attend are shown in Appendix C.

CHAPTER 3.

DISSEMINATION OF THE RESEARCH FINDINGS AND WORKSHOP PROCEEDINGS

The workshop was televised by a local TV station in Morogoro and was also given airtime on the national radio. At a later date a newspaper article appeared in a local newspaper, *The Business Times*.

APPENDICES

APPENDIX A. WORKSHOP OBJECTIVES AND THE WORKSHOP GUIDE

Introduction

The United States Agency for International Development (USAID) through the Regional Economic Development Services Office for Eastern and Southern Africa (REDSO/ESA) supported a research agenda on regional trade in the East and Southern African region. The Regional Trade Analytic Agenda (RTAA) was formulated to address key trade issues emanating from the changing policy environment brought about by economic reforms and structural adjustment programs. The RTAA was implemented through cooperative agreements with the NGO TechnoServe and the Center for Applied Research and Policy Analysis at the University of Swaziland. Sub agreements were made with national institutions of the region. A number of themes were addressed:

- Cross-border trade,
- transportation costs, and
- comparative advantage.

A team from Sokoine University of Agriculture (SUA) and the Ministry of Agriculture and Cooperatives (MAC) worked on comparative advantage. The aim was to generate policy relevant data on the comparative economic advantage of alternative agricultural production options in Tanzania. The work was completed two years ago and has been published as RTAA Technical Paper No. 102. It is felt that the results of the study and implications thereof need to be disseminated to relevant institutions and individuals. USAID, therefore, is ready to finance a workshop to present the main findings of the study. This will allow participants from the target institutions to evaluate the research and contribute towards the furtherance of the study results that may guide further policy and research work in this area

Workshop Agenda

The workshop agenda shall comprise the following:

- official opening,
- presentation of workshop objectives by the DAEA Head of Department,
- presentations on the main findings and recommendations by the research team,
- group work on decided topics,
- group work presentations, and
- closing and recommendations on the way forward.

A workshop guide and timetable is presented further below.

Specific Objectives and Goals

The objective of the workshop is to disseminate the findings and recommendations of the agriculture comparative economic advantage study carried out in Tanzania.



The workshop will receive the study results and participants will be given the opportunity to combine the study results with their own experiences and come up with more recommendations on

- a) the comparative economic advantages of alternative agricultural production activities in various agro-ecological zones,
- b) the implications of farmer use of technology in the above agro-ecological zones,
- c) the implications of removing existing price and policy distortions on the economic efficiency of alternative productive uses of the country's resources,
- d) the rational points of interventions in technology and policy in order to enhance efficiency,
- e) insights to data generated from the study.

The workshop will provide agricultural administrators, policy makers, farmers, agribusiness firms, donors and international organizations and other agricultural stakeholders an opportunity to recommend policy direction for the further enhancement and exploitation of the growth potential of agriculture in Tanzania.

Date: 9-10 November, 2000

Venue: Kola Hill Hotel, Morogoro, Tanzania.

Logistics:

The Department of Agricultural Economics and Agribusiness, Sokoine University of Agriculture, Morogoro, Tanzania shall organize the workshop, including invitation of all participants and production of the final report as well as proceedings of the workshop. Dr. E.R. Mbiha assisted by Dr. A.E. Temu shall be the Lead Organizers /Facilitators.

All invited participants shall be on half board (breakfast and lunch), they will receive an additional day allowance for incidentals and dinner, but they will be responsible for their own transport arrangements. Participants from donor offices and international organizations shall be requested to pay the full cost of attendance.

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**November 9-10, 2000, Kola Hill Hotel, Morogoro
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WORKSHOP GUIDE

Wednesday 8th November, 2000

Afternoon Arrival of Participants
Registration of Participants

Day 1, 9th November, 2000

0800-0900 Registration of Participants

SESSION 1: OPENING

0900-1000 Introduction of Participants
Welcome remarks by Head of Department- DAEA, SUA,
Opening address.

1000-1030 Group Photograph
COFFEE/TEA BREAK

SESSION 2: AGRICULTURAL COMPARATIVE ADVANTAGE

1030 – 1100 Presentation of workshop objectives
1100-1200 Presentation on the Main Findings and Recommendations of the
Tanzanian Study:

Part 1 Approach and methodology of the study (Dr. Mbiha)
Part 2 Results of the study (Drs. Temu and Mdoe)

1200-1230 Discussion

1230-1400 LUNCH BREAK

1400-1430 Briefing and Formation of Discussion Groups

1430-1730 Group work: *Current Situation and Vision*

Group Discussion Round 1 – Based on Farming Systems

GRP1: Maize, Legumes, Paddy,

GRP2: Wetland Paddy and Sugarcane Farming

GRP3: Coffee, Banana, Horticulture and Dairy Farming

GRP4: Maize/Legumes and Tobacco

GRP5: Agro-pastoral

GRP6: Cassava-Cashew/Coconut Production

Day 2 10th November , 2000

SESSION 3: GROUP DISCUSSIONS AND RECOMMENDATIONS

0800-1000 Group Presentations

1000-1015 Group Work: Round 2 Preparations/Briefing

1015-1030 COFFEE/TEA BREAK

1030-1100 Group Discussion Round 2:

Future and Recommendations

1100-1130 Plenary: Discussion and Refinement of Group Recommendations.

1130-1200 General Recommendations on the Way Forward



SESSION 4:

1200 – 1230

1230 – 1400

1400

CLOSING CEREMONY

Closing

LUNCH BREAK

DEPARTURES

**APPENDIX B.
OPENING SPEECH**

OPENING REMARKS BY PROF. P. MSOLLA, DEPUTY VICE CHANCELLOR, SUA AT
THE AGRICULTURAL COMPARATIVE ECONOMIC ADVANTAGE WORKSHOP, KOLA
HILL HOTEL, 9.11.2000

Mr. Chairman, the Dean Faculty of Agriculture, Prof. N.A. Urio
The Workshop Organization Committee,
Distinguished invited guests,
Workshop Participants,
Ladies and gentlemen.

- 1 It is with pleasure that I have been invited to officiate the opening of this workshop on "**Comparative Advantage of Alternative Agricultural Production Options in Tanzania**". I must, right at the outset admit that the theme/title of your workshop by itself is challenging and indeed interesting for it is about "**Alternative Agricultural Production Options in Tanzania?! The public will be keen to learn about this.**"
- 2 Mr. Chairman, I have been informed that this workshop is being attended by participants from SUA and colleagues from other parts of the country. I take this opportunity to welcome you all to this workshop and more so, to colleagues from outside Sokoine University of Agriculture.
- 3 Mr. Chairman and workshop participants, I have been informed that this workshop is based on the work done by a team of researchers from Sokoine University of Agriculture and the Ministry of Agriculture and Cooperatives who worked on **Comparative Advantage**, a sub-theme of a broader topic. The objective was to generate policy relevant data on the alternative agricultural production options in Tanzania. This workshop, is one of the means of disseminating to the relevant institutions and individuals, the results of the study and implications thereof. The immense experience of the experts gathered here will no doubt enrich and improve the final report of the study and in particular the recommendations made by the research team.
- 4 Mr. Chairman and workshop participants, you will agree with me that for an efficient and sustainable agricultural system to be in place, there is a need to have an efficient and integrated production, processing, and marketing infrastructure. Tanzania has an enormous and untapped agricultural potential in terms of land resource and agro-ecological zones ranging from temperate to tropical all being favorable for the production of virtually all types of crops, livestock and aqua-culture. Out of the total land area of 942,000 square kilometers, Tanzania has about 40 million hectares of arable land of which only six million (15 percent) is cultivated. There is also roughly **one** million hectares of land suitable for irrigation but only 150,000 (15 percent) hectares are irrigated.

You are also aware that agriculture is the engine of the socioeconomic growth of Tanzania and contributes over 50 percent of the Gross Domestic Product (GDP), generates 60 percent of export earnings and employs over 85 percent of the active population. The main producers are the smallholder farmers with average holding of **one** hectare and contribute over 90 percent of the food crops and 70 percent of the export crops. Paradoxically much of the abject poverty in Tanzania is rural. This implies that the rural households are getting lower than expected agricultural incomes and indeed the rural communities are getting poorer by the day. In order for poverty to be eradicated, agriculture will need to be modernized and the **Alternative Agricultural Production Options**, a theme of this workshop will have to be critically tested.

5 Mr. Chairman and workshop participants, while you will be looking at alternative agricultural production options, it will be imperative for the workshop to review some of the constraints to enhanced agricultural productivity in the country. Among the main constraints include:

- (i) none use or minimal use of agricultural technology and farm inputs.
- (ii) low prices of farm produce and/or lack of reliable markets, and
- (iii) weak institutional arrangements.

6 Mr. Chairman and workshop participants, the following specific factors do negatively impinge on agricultural productivity:

- Inadequate or nonexistent infrastructure in the rural areas, particularly those related to transportation (roads, bridges), storage facilities, communication and power have made marketing of agricultural produce difficult and marketing costs to be very high. This also discourages potential investors.
- Use of poor production technology with most of the farmers using the hand hoe. Consequently farmers cannot expand their plots. This has resulted in poor and erratic production and in food insecurity, currently affecting about 40 percent of the population.
- Lack of rural financial institutions to provide savings or credit services to buy farm inputs and to expand production. Banks are reluctant to offer credits for investment in agriculture since this is still considered to be a high-risk area.
- Poor or non-existence of agricultural processing facilities, has led to constrained demand of agricultural products e.g. oil seeds and to serious losses of fresh products like fruits and vegetables; whose losses stand at about 40 percent nationally.
- High costs of agricultural inputs, equipment, seeds and agro-chemicals in relation to prices of agricultural produce has discouraged farmers to modernize the production and the use of new technologies, improved seed varieties or agro-chemicals to improve their productivity.

7 Mr. Chairman and workshop participants, looking at the composition of the experts gathered here, I here have every reason to believe that the objectives set for the workshop will be achieved. It is my hope that, you will critically analyze the presentations and/or

recommendations thereof and blend with your own experiences for a more pragmatic recommendations from this workshop.

The issue of efficiencies in production and trade in agricultural products is an important one, more so after the economic policy reforms that have been implemented in the Eastern and southern African region. The trade liberalization policy currently operating without any preconditions for purposes of protecting the local producers, it is an aspect which needs to be critically reviewed. All the same Tanzania will need to be more competitive if it is to survive in this globalized economy.

- 8 At this juncture, let me on behalf of the workshop participants and the University, express our sincere gratitude to the United States Agency for International Development/ the Regional Economic Development Services Office for Eastern and Southern Africa (USAID/REDSO/ESA) for sponsoring the study and through ARD, Inc., of Washington D.C. for making this workshop a practical reality.
- 9 Mr. Chairman and workshop participants, the University and other agricultural authorities will be looking forward to your recommendations on the **Comparative Economic Advantage of Alternative Agricultural Production Options in Tanzania**.
- 10 With these few remarks, it is now my singular privilege and pleasure to declare your two day workshop on the **Comparative Economic Advantage of Alternative Agricultural Production Options in Tanzania** officially open.

== THANK YOU FOR LISTENING ==

APPENDIX C. LIST OF PARTICIPANTS

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