

The

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Agribusiness

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**Why we
have to
deliver
for the
agriculture
sector**

Gerald Musabila Kusaya
PS Agriculture

**CAPTAINS OF
INDUSTRY**



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WORD FROM THE EDITOR

Bevin Bhoke
Editor



With this publication- the third edition of the Agribusiness Magazine, we mark one year since we began disseminating news and information to our stakeholders in agribusiness. Indeed, it has been satisfying to see stakeholders in the industry yearn to read the next edition!

I sincerely congratulate the Agribusiness Magazine production team for being steadfast in the productions so far. More importantly, I wish to thank the editorial board consisting of Ms. Joyce Shebe, Lucas Liganga, Philemon Lusekelo, Bob Karashani and Monica Nangale for their time in ensuring the productions meet the set standards.

I wish to thank the PASS Trust Management for ensuring the magazine is produced on schedule and our stakeholders in the industry who have found a platform to advertise and support the production of the magazine.

In the last few days, we have been reviewing a report from our consultants on how effectively we can continue engaging with our stakeholders, considering their information needs and preferences. We are happy to report that the next publications are going to be more engaging, interactive and interesting as we put into perspective and practice the recommendations of the Agribusiness Market Survey report that we have just received.

As our distribution list continues to grow, we encourage articles, stories, commentaries on agribusiness from our stakeholders across the country. We also welcome suggestions on articles that promote learning and information sharing by stakeholders.

Wishing you all an enjoyable read of the 3rd edition of the Agribusiness Magazine.

Thank you

Bevin Angellah Bhoke - Editor
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ARTICLE

Gatsby Africa initiative boosts small-holder farmers in the Lake Zone



Village based agro dealer Zakaria Enos Kamome with his customers. Zakaria has been empowered to support agricultural extension services to farmers including advise on best farming practices.

A new initiative by Gatsby Africa's Cotton and Textile Development Programme (CTDP) is helping small-scale farmers from hard-to-reach areas in the Lake Zone gain easier access to affordable agricultural inputs, services and expert advice without having to travel long distances.

The CTDP initiative is proving to be the solution to the farmers' problems of poor harvest occasioned by lack of proper agronomical practices including the use of quality seeds.

It comprises an established network of village-based agro dealers who work closely with their town-based counterparts to support farming

communities in remote locations in raising their productivity, boosting their profits and improving their livelihoods.

"In our Lake zone programme, we were clear that the aim was to support the establishment of a commercial network of rural inputs suppliers which offers farmers quality farm inputs and services such as spraying and ripping, plus useful point of sale advice on the application and suitability of these inputs," says Mr Samweli Kilua, Gatsby Africa's programme director.

Naseeb Mussa Yussuf is a town-based agro dealer who also doubles up as a village-based agro dealer with outlets in various villages in the Kahama municipality. In Kahama town, Mussa

operates an inputs supply shop that stocks quality crop seeds, fertilizer and pesticides for village-based agro dealers in hard-to-reach areas. As a dependable input supplier, Mussa reaps handsomely from his monthly sales to VBAs.

"What we strive to provide is quality inputs and farming advice at affordable prices to the village-based agro dealers so that small scale farmers can purchase from them and not have to travel all the way to town," says Mussa.

Operating out of an office in the heart of Kahama town, Mussa is among 545 village-based agro dealers who have benefited from Gatsby Africa's entrepreneurial apprenticeship. On a normal working day, Mussa sells inputs



Gatsby Africa Business Advisor Suleimani Shikimayi and one of the town based agro dealers in Katoro Ms. Tatu Kimori of Yohana Agrochemicals.

to at least 50 village-based agro dealers who look up to him for all their agricultural input needs.

Mussa explains that he developed his interest to engage in the agro inputs supply business after Gatsby Africa encouraged him through its capacity-building programme.

“Through this programme, I have really grown. I only had one inputs supply shop, but now I have expanded to five because I see not only financial benefits, I also see my community grow in terms of good agronomical practices and knowledge that I disseminate to the farmers who purchase their inputs from me,” he says.

Kahama town currently has very few agricultural input shops and, according to Mussa, the legal requirements to opening such a business are many and discouraging.

“I too found it difficult, but Gatsby Africa brought us together, coordinated us, offered us relevant training and facilitated



Zakaria Enos Kamome, a village based agro dealer from Gakubiro ward with Deodatus Tinka- a digital sales operator from Digital Mobile Africa (DMA)



Lazaro Mtengwa poses for a photo with some of his customers at his inputs shop in Iboji Village

us to meet relevant officials from all the institutions that provide licenses. That’s how we were able to get started,” he says.

Lazaro Mtengwa is the agro dealer in Iboja village 17 kilometres from Kahama town. Through Gatsby Africa’s programme, Mtengwa buys agricultural inputs like fertilizers, pesticides and quality seeds from Mussa’s shop in Kahama and supply them to at least 300 Iboji village farmers while also offering useful point-of-sale advice.

“I am happy with what I do here in the village. I have been able to cut the costs that farmers used to incur in travelling all the way to Kahama to purchase inputs. I have been facilitated through trainings to ensure that my prices are buyer-friendly, and the same has

also been done for town-based agro dealers so that we are all in business,” says Lazaro.

In the same village of Iboji, Mzee Japheth John and Mama Hadija Ngusa are farmers who have very kind words about Mtengwa’s input supply business.

“I used to travel to Kahama town to buy my seeds, but since Mtengwa opened his shop here I no longer need to go to Kahama. We also get good advice from him on how to improve our farming,” says Mzee Japheth, who adds that even though he still does small-scale maize farming, he is now harvesting more as a result of the good agricultural advice that he gets from Mtengwa.

He says before he started buying his inputs from Mtengwa, he was reaping just one or two

ARTICLE

bags of maize from one acre. But now he cultivates three acres of maize and reaps 67 bags.

This story is echoed by Mama Hadija who says Mtengwa even gives inputs and advice on credit. "He has made it easy for us here in the village. When it is planting time and we do not have the money to purchase, he gives us on credit and when we harvest, we pay him back," she explains.

When Gatsby Africa began this programme, there were almost no rural input supply businesses to work with, and so farmers had to travel to local towns for purchases. Also, the provision of advice and customer services was not part of the business mindset. Gatsby Africa says it began by identifying potential entrepreneurs who were willing to self-finance trainings and meet costs of local licensing requirements.

Gatsby Africa's deputy director for farmers support services, David Wozemba says this was a strategic move. "The decision for identified entrepreneurs to meet their own costs was important to demonstrate their commitment to making their businesses work, check their capacity to finance their businesses, and their commitment to maintain regulatory compliance," he explains.

Gatsby Africa is working with a variety of partners in running the



Zakaria Kamome displaying his record keeping book. Gatsby Africa also trains the agro dealers on proper record keeping

initiative and ensuring quality control. The introduction of Digital Mobile Africa (DMA), an electronic system of tracking input distribution, has helped meet the challenges of stock control and aggregating orders, thus ensuring efficiency of business coordination.

DMA through Gatsby Africa is working with the town and village based agro dealers to ensure a seamless connection between them and the farmers. Mobile village agents (MVAs) with smartphones have been trained to take orders from the farmers and send them to the VBAs who in turn send them to the TBAs. Once the orders are electronically received,

the TBAs supply the VBAs with the orders for onward supply to the farmers.

"The aim is to connect the chain from TBA to VBA, all the way to the supplier. Through this application, we are able to track how many farmers have been served by a single VBA in our database, we are able to determine how much stock has been sold and if the VBA needs restocking," says Deodatus Tinka, DMA technical and sales operator.

The application contains lists of all Gatsby Africa-accredited town and village based agro dealers.

Local government authorities in the Lake Zone have also acknowledged a



Mama Hadija Ngusa, a VBA beneficiary working on her maize shamba at Iboji village. She gets her fertilizer from the nearby Village Based Agro dealer Mr. Mtengwa



Naseeb Mussa displays a record keeping book to the Agribusiness magazine team where he records his daily sales. Also present is Gatsby Africa's Business Advisor Ms. Devotha Tungu.



Samwel Kilua
Programme Director- Gatsby Africa

shortage of extension officers and applauded Gatsby Africa's efforts to reach out to farmers through TBAs and VBAs.

Marik Athman, Geita Town Council's deputy district agricultural irrigation and cooperative officer, says the number of extension officers in his municipality cannot adequately serve the farmers in the area.

"On a single day, our extension officers are able to meet utmost five farmers while the TBAs and the VBAs are able to meet between 20 and 300 farmers. This is because they have fixed shops where farmers go to meet and interact with them as they receive point of sale advice," says Athman.

In Geita for instance, Athman says there is a deficit of 122 extension officers.

"Out of the required 145 extension officers in the council, we have only 23. We therefore recognize the important role being played by Gatsby Africa in ensuring that important agricultural information is disseminated to our farmers," he adds.

Athman says Geita has seen increased agricultural production all around over the past two years thanks to the Gatsby Africa initiative.



Village based agro dealer Lazaro Mtengwa of Iboja village showing his record keeping book

ARTICLE

‘I almost gave up... but then PASS Trust came through for me’

A coffee trader shares his story on how he struggled with finances to support his business and how the PASS Credit Guarantee scheme uplifted him

“

Coffee business is a seasonal business, so with this godown I want to ensure I purchase enough so that I trade throughout the year.

”



Mambo coffee MD Athanasio Masenha (middle) with PASS Trust Eastern zone manager Hadija Seif and his Production manager Rashid Mbega

**By Agribusiness
Reporter**

Lack of technological know-how on coffee processing for the local market in Tanzania forced the management of Mambo Coffee, a local coffee production company in Morogoro region of Tanzania to venture into exporting of green coffee 10 years ago.

Lack of technological know-how on coffee processing for the local market in Tanzania forced the management of Mambo Coffee, a local coffee production company in Morogoro region of Tanzania, to venture into exporting green coffee 10 years ago.

Since then, the company's managing director Athanasio Masenha has never regretted this decision because it helped him change his ways of thinking about agribusiness and enabled his company survive a lot of turbulence.

Massenha, just like many other small-holder coffee farmers in Tanzania, has faced many challenges in accessing agricultural financing particularly in rural areas of the country with little or no access to formalized banking.

He began his coffee export business in 2011, actualizing an idea he had mooted with his wife. Ten years down the line, Massenha is not only a force in the coffee production sector but also a role model in agribusiness, mentoring students on successful entrepreneurship.

Massenha has an established network of international coffee buyers whom he strives to satisfy on every order given.

With its business niche clearly cut on export of green coffee, Mambo Coffee has grown from a company that could manually fill four containers of green coffee a month for export, to 30 containers a month. This followed the installation of required machinery that make this work easier and more efficient, thanks to credit guarantee support that he says he got from PASS Trust.

“I realized that the way I was moving, it was going to be very difficult for me to satisfy my increasing demand of Mambo Green Coffee. I had to act fast to save my business,” he says.

After several attempts to secure a loan from the banks, Massenha says it was not easy because he did not have enough collateral. It was at this point that the company sought PASS Trust intervention through its credit guarantee scheme, from which it has benefited four times.

“Since 2014, Mambo Coffee has benefitted from our credit guarantee scheme, and this has not disappointed since we can see the company’s impact on the ground and the transformation that it is making to the lives of small scale coffee farmers in Tanzania as a whole,” says Hadija Seif, PASS manager in charge of the Eastern Zone.

With Tshs 5.5 billion secured through PASS credit guarantees since 2014, Mambo Coffee has moved to ensure that it regularly purchases its raw materials from local farmers. The company is now stabilized with at least 27 permanent employees and buys raw materials from at least 200,000 small-scale farmers spread across the country and who are in cooperatives.

“I have to admit that this business would not have been possible without the support I got from PASS Trust. When I began, I was not bankable. Everywhere I went, I was turned away. It is PASS that



A section of the 1200 metric tonnes warehouse constructed through PASS support

came to my rescue,” asserts Massenha.

After PASS intervention through its credit guarantee, Mambo Coffee is currently able to supply 30 containers of green coffee to its overseas clients in one month, up from the previous four containers a month.

“We previously missed many export opportunities because we were unable to satisfy their needs, but now we have put up structures that are working for us in selling our coffee internationally,” adds Massenha.

Indeed, a visit to the factory showed improved levels of production and facilities geared towards meeting customer expectations and demands. A new state-of-the-art, 1,200 metric tonnes capacity godown has been constructed to cater for more purchases from the

small-scale farmers who are the target suppliers.

“Coffee business is a seasonal business, so with this godown I want to ensure I purchase enough so that I trade throughout the year,” Massenha says.

In order to ensure this continuous trade, the company ensures prompt payment of its loans thereby giving confidence to banks to extend more loans.

In 2020, the company sought more funds through the PASS Credit Guarantee scheme as working capital to support expansion plans into the Middle East. The company is also looking into possibilities of venturing into coffee roasting for the local market as well as supporting production to ensure it has an all-year supply for his customers.



A section of Mambo coffee staff at the company's go down



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Gerald Musabila Kusaya

Permanent Secretary- Ministry of Agriculture

CAPTAINS OF
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Captains of Industry

We shall deliver;

Why Agriculture Permanent Secretary Gerald Kusaya is promising a more vibrant sector

By Bhoke Mwita

As chief executive and accounting officer of the Ministry of Agriculture in the 5th phase government headed by President John Pombe Magufuli, Gerald Musabila Kusaya has become a household name for stakeholders in the country's agricultural sector.

Mr Kusaya has held the position for approximately one year, appointed on 5th of March 2020 from the Prime Minister's Office. In his words:

"I was spotted when I was working at the PMO where I successfully handled very sensitive assignments that helped the country recover billions of shillings in taxpayers' money that had been stolen by unscrupulous individuals. I did this in support of the president's call for a corrupt-free country."

As PS, the Mzumbe University graduate has been part of efforts that have led to agriculture now contributing approximately 26.5% to Tanzania's GDP, making it one of the top priority sectors in the country.

"We take pride in the fact that we have continued to grow this sector into becoming one of the most dependable in the country. We are working on ensuring that we continue to increase our contribution towards the development of our economy," says Kusaya.

Since joining the ministry, he has been passionate about improving a number of things within the sector. Top on the list are youth agricultural financing, development of agricultural factories for value addition, and enhancing the capacity of the country's agricultural research institutions to undertake their work effectively and efficiently and add value to the sector.

"As a country that has 35 agricultural research institutions, 17 of them public

and 18 private, we need to be concerned when these institutions, particularly those that are public owned, miss out on farm implements enough for training purposes. This has been quite a challenge and hindrance to effective implementation of research work in these institutions," he says.

With an annual budget of Tshs 202 billion (2020/21 fiscal year), Mr Kusaya thanks the private sector for complementing the government in fulfilling agricultural needs such as capacity building, provision of equipment for use by extension officers, trainings, etc. However, he adds, much more needs to be done.

"I am happy that the private sector has been coming on board to support us in a number of projects. We know our budget can never be enough and that is why I am calling on the private sector not to get tired; we will continue to appreciate its support so together we can boost Tanzanians who majorly depend on agriculture for their livelihood," says Kusaya. Pointing out the irrigation component and construction of soil testing laboratories in various public agricultural institutions as areas that the private sector can support, the PS says he will be expecting a lot more engagement with the private sector this year, which is why the ministry has set up a special desk to deal with private sector concerns.

While expecting that

subsequent budgets for the ministry will be increased to cater for current deficits, Kusaya says there are several key areas that need very urgent attention.

"We need to urgently look at how to fill the gap of about 10,000 extension officers required in this country. These people are key for ensuring agricultural development of this country," he states.

According to Mr Kusaya, the country now has an estimated 7,000 extension officers out of 17,000 required. Besides, all these officers need working equipment such as motorbikes to enable them reach farmers even in the rural areas with ease. He adds that most importantly,



Captains of Industry



“I have the passion to change the agricultural sector in Tanzania. I know that is not an easy task, but if the president keeps me in this ministry long enough with my minister and support team, we shall be narrating a different story in the near future,” Kusaya asserts.

the country's 185 municipalities require soil testing kits to support farmers.

While admitting that the ministry lacks enough funds to cater for all its projects, Kusaya is optimistic that the government will come up with new funding avenues. The PS is banking on improvement of cash crops as a foreign exchange earner, as well as more utilization of the country's vast land resources by agricultural investors and entrepreneurs.

“Out of 44 million hectares of land that is fit for agricultural production in this country, only 10.8 million hectares has been put to use. If we can increase this ratio with best farming practices, then we shall be on the right track,” he says. On the effects of the coronavirus pandemic on the agricultural sector, Kusaya admits that the sector has been hard hit, particularly in the horticulture and manufacturing sectors. “Corona brought about global lockdowns and countries stopped purchasing agri products.

Some entrepreneurs had to close their businesses as

farming inputs such as fertilizers could not be easily accessed, or if they could be accessed then at high prices. Generally, demand became higher than supply. We have suffered huge losses but we are recovering,” he says.

In order to cushion farmers from such unforeseen calamities in the future, the PS advocates the introduction of agricultural insurance. “That is the way to go. The problem with us is that we never want to think about what could happen in the future; we live for today and do not want to invest in protecting ourselves against unexpected calamities. We need to change this mindset,” he says. The Agricultural PS wants agricultural insurance companies to create an enabling environment for farmers and entrepreneurs to be able embrace their products through awareness creation and sensitization.

Having been PS for about a year now, he believes that ministry workers as a team have the best vision for further growth of the agricultural sector in Tanzania.

“I have the passion to change the agricultural sector in Tanzania.

I know that is not an easy task, but if

the president keeps me in this ministry long enough with my minister and support team, we shall be narrating a different story in the near future,” Kusaya asserts.



ARTICLE

CRDB Bank extends for agro business



Former Agriculture Minister Japheth Hasunga with CRDB Managing Director Abdulmajid Nsekela, Agricom Africa CEO Angelina Ngalula, Lonagro Country representative Kashyap Godavarthi and other stakeholders during the launch of the agri-equipment loan in Dar es salaam

By CRDB Communications

The year 2021 began with good news in CRDB Bank's decision to reward agribusiness entrepreneurs with a slash on agricultural loan interest rates.

The bank also removed collateral on farming machines as a way of encouraging more Tanzanians to venture into agribusiness.

According to CRDB, the rate dropped from 20 percent to 18 percent in a move aimed at empowering farmers to increase

their capital base and expand their businesses. The bank also abolished collateral for agri-machines and equipment that will act as loan assurance where one can borrow up to Tshs 3 billion.

Former agriculture minister Japheth Hasunga said the move would go a long way in benefiting farmers, particularly small holders who cannot afford agricultural machinery due to the high costs involved.

"This requires the participation of financial institutions and other private sector partners to partner with the government in capitalizing these farmers and increasing

investment in the agricultural sector," Mr. Hasunga said.

The ex-minister graced the launch of an agri-equipment loan jointly implemented by CRDB as the lender and ETC Agro, LoanAgro, and Agricom as suppliers of farm machines in Dar es Salaam.

He said the initiative will benefit farmers by enabling them to get affordable loans for agricultural equipment including tractors, power tillers, harvesting machines, and others.

"I am very pleased with this partnership to financially empower farmers to modernize farming

s better deal entrepreneurs



“

This demonstrates our commitment towards supporting the government's development agenda even as we acknowledge the contribution of the agricultural sector on the country's economy," Nsekela said.

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practices," Mr Hasunga said.

CRDB managing director Abdulmajid Nsekela said apart from lowering the loan interest rate, the bank also slashed the down payment amount from 35 to 25 percent.

"This demonstrates our commitment towards supporting the government's development agenda even as we acknowledge the contribution of the agricultural sector on the country's economy," Nsekela said.

At least 75% of Tanzania's population depends on the agricultural sector for employment. The sector also contributes about 28% to the

country's GDP.

Mr. Nsekela appealed to agribusiness entrepreneurs to take advantage of the bank's offer, explaining that a single borrower can take up to Tshs3 billion at a go within a period of between three and five years.

Agricom Africa chief executive officer Angelina Ngalula lauded the partnership between CRDB and the company saying this was a good opportunity for Tanzania entrepreneurs.

The company expects in the course of this year to sell 500 power tillers that require 500 trailers, all of which will be produced locally.

ARTICLE

Boosting horticulture businesses: Access to finance as the last piece of the puzzle to mass production



MUVIKIHO farmers harvesting green beans. Picture by Philippe Leyssens

By Inne Tollenaers

Smallholder farmers face many hurdles in setting up competitive and inclusive agribusinesses and achieving sustainable mass production. When they join forces and form farmer groups and organisations, they have a higher chance of success in becoming solid business partners that can engage in the food value chain.

Over the years, Rikolto has been supporting the farmer organisation MUVIKIHO (Muungano Wa Vikundi Vya Kilimo Cha Horticulture) to strengthen members' business and negotiation

skills and to ensure quality production. MUVIKIHO is an apex organisation that promotes horticulture production as a commercial business. Fully owned by smallholder farmers, it supports its members to improve the quality of the produce, access domestic and export markets, and access finance and other inputs. In addition, MUVIKIHO conducts market research and creates horizontal linkages for its members who produce a variety of fruits and vegetables in Arusha and Manyara regions.

Currently, MUVIKIHO brings together 11 farmer groups which in total consist of about 500 individual farmers. The farmers cultivate horticulture produce on more than 200 acres of land with

access to water for irrigation. MUVIKIHO members are engaged in the production and joint marketing of three export horticulture products; green beans, snow peas and chili. For the future, they are also planning to expand to exports of baby corn. At the same time, the farmers also produce many other fruits and vegetables for the local markets. To ensure that the horticulture production adheres to food safety and quality standards, the organisation coached farmers to change their farming practices to make them more sustainable. After extensive coaching and with the support of Rikolto, TAHA and government agricultural officers, MUVIKIHO was able to obtain the Global Good Agricultural



PASS has now linked MUVIKIHO to NMB Bank to provide the working capital as loans to farmers. Also, PASS has supported MUVIKIHO through the whole process of obtaining working capital by for instance preparing business plans for farmers.

Practices Certification. This enables members to export and sell their produce for a better price to interested export markets. MUVIKIHO has succeeded in the production of quality vegetables in compliance with international standards. However, a shortage of working capital is still a hurdle to achieve mass production and fulfil market needs. Following an increased demand for greens beans, peas, and chili from exporting companies, MUVIKIHO farmers were unable to meet the demand and consistent supply of produce due to the inadequate working capital for production expansion. Exporting companies such as Serengeti Fresh Ltd, Home Veg Tanzania Ltd, Mara Farming, and Beth Equisolutions Company Ltd have been buying

contracts that are not being fulfilled by MUVIKIHO. For example, four tons of chili per week for Beth Equisolutions Company Ltd and 10 acres of green beans per week for Serengeti Fresh have not been supplied by MUVIKIHO due to shortage of working capital to engage in farming activities. The main uses of the working capital include hiring land, farm preparation, purchasing farming inputs (e.g. pesticides), and payment of casual labourers for picking and grading of produce. To help MUVIKIHO members solve their financial struggles and related breaches of contract, Rikolto in East Africa has signed a memorandum of understanding with the Private Agriculture Sector Support Trust (PASS). As an organisation that facilitates access to financial and business development services for agribusiness entrepreneurs in Tanzania, PASS agreed to assist MUVIKIHO in the process of obtaining working capital.

PASS has now linked MUVIKIHO to NMB Bank to provide the working capital as loans to farmers. Also, PASS has supported MUVIKIHO through the whole process of obtaining working capital by for instance preparing business plans for farmers. In the first phase of the programme, 72 farmers have requested loans for a total of more than 300 million Tanzanian shillings. This amount of money will be used for the cultivation of export crops such as chili, green beans and snow peas, for which MUVIKIHO



Noel Katayi Mbise, MUVIKIHO member. Picture by Samson Kapinga

has supply contracts with exporting companies.

Noel Katayi Mbise from Mbuguni is one of the loan beneficiaries: “As a MUVIKIHO member, I am producing green beans. I have been planting about one acre once in a year, but through this loan I can expand to three rounds in a year equivalent of three acres. The production cost is about Tshs 1.26 million per acre and the total revenue is Tshs 3 million as it brings about three tons per acre for the price of Tshs 1,000 per kilo. Through this loan, MUVIKIHO members will all work together to ensure mass production and satisfy the market needs.”

This loan enables farmers to engage in mass production and therefore MUVIKIHO can meet the market demand for fresh vegetables. The whole process has also been supported by interns from Moshi Cooperative University who work directly with the farmers business organisations to ensure a close follow-up with the banks, PASS and Rikolto and to guarantee that farmers get timely technical support such as the preparation of gross profit margins for their crops and estimating the amount of loans farmers should get depending on their farming capacity.



Preparing green beans for export. Picture by Philippe Leyssens



Q & A



*Ms. Anna
Shanalingigwa*

Ms. Anna Shanalingigwa named PASS Trust Acting Managing Director

● *The former Chief Operations Officer is expected to spearhead the Trust in meeting its objectives*

By Bhoke Mwita

The Private Agricultural Sector Support (PASS) Trust has a new acting managing director, Ms Anna Shanalingigwa, who was appointed to the position late last year to replace outgoing MD Nicomed Bohay.

Prior to her appointment, Ms Shanalingigwa was the Trust's chief operations officer. According to the announcement by the Trust's board of trustees, the 43-year old member of the CEOrt possesses an impeccable performance record having served in various national and international organizations before joining the Trust.

Anna joins the growing list of women who have risen through the ranks to occupy top positions in Tanzanian organizations. Agribusiness Magazine Editor Bevin Bhoke spoke to Ms Shanalingigwa on her new role:

BB: Congratulations on the appointment. How do you feel?

Ms Shanalingigwa: I feel honoured and privileged to be appointed as acting MD of the Trust. I thank the Board of Trustees for having faith in me. I also thank the former MD Nicomed Bohay for sustaining a firm foundation for the Trust. I believe that the team I have will keep the Trust on the right direction.

BB: How do you intend to move the Trust to the next level?

We already have a clear and well-defined strategy guiding our operations at the Trust. Our focus is to deliver on the current 2018-2022 strategy which, among other things, is to leverage ICT for operational efficiency and effectiveness.

BB: What else does this strategy entail?

The Private Agricultural Sector Support (PASS) Trust has a new Acting Managing Director. Ms. Anna Shanalingigwa was appointed the acting Managing Director late last year to replace the former MD Nicomed Bohay.

In the strategy, we have promised to deliver the following to our beneficiaries as well as stakeholders in the agribusiness sector:

- Provide 1,267,800 loans to agri business entrepreneurs
- Increase employment and income opportunities
- Increase annual guarantee commitment from Tshs126 billion to 184 billion in 2022
- Digitalization of PASS products and services
- Promotion of leasing finance in Tanzania
- Build a strong 'green' profile
- Reach 50% female clients

The above listed items are non-negotiable.

BB: You have only two years left to deliver on the above promises, what is the status as of now?

So far, so good. We did our mid-term review of the strategy last year which showed that we had achieved more than 50% of our five-year strategy. This is a motivation to us and gives us confidence that we can deliver on our strategy by

100% if all factors remain constant.

I am happy that so far we have laid a solid foundation of ICT through our PASS Digitalisation Program that is funded and supported by DANIDA.

BB: What are some of the key things that you have to do differently to achieve your targets as set by the Trust?

We can only achieve our targets if we invest in our human capital. We shall focus on developing and building capacity for our team. We shall also continue to leverage on existing and new relationships with our partners and stakeholders.

We also envisage clearly defining our productivity goals to our employees and stakeholders so that we all have common understanding of what is expected of us within a defined period. Precision/quality is another factor that will lead us to achieve our targets. We don't want to simply tick the box that is this is done, we shall have well defined quality control tools that are understood by our employees at different levels.

I believe in Helen Keller's words: "Alone we can do so little, together we can do so much."

BB: PASS has got quite a number of ongoing projects beneficial to youths as well as women and other agribusiness entrepreneurs. Kindly take us through some of these projects.

We have our AIC project which we are currently expanding. In this model we are providing walled and no-wall agribusiness incubation services with strong focus on promoting youth and women agripreneurs, aiming to accelerate the growth of their enterprises and demonstrating product, process and business model innovation across the many agriculture sectors.

Through this model and its expansion



Ms. Anna Shanalingigwa

sion, AIC is expected to complement existing efforts focused on farm-level improvements and foreign investment facilitation. Currently we have only two centres; one in Dodoma that does youth empowerment, mentorship and coaching on goat fattening for business, and another one in SUA Morogoro that focuses on horticulture mentorship and coaching for the youth. The target is to have at least 10 centres by 2022 subject to availability of funds.

We also have our process and product digitization - an ongoing effort.

Digitalising PASS products and processes will accelerate PASS' ability to reach large number of beneficiaries who will benefit from access to finance.

Furthermore, automation will significantly increase efficiency and reduce costs contributing to operational and financial sustainability. In the second half of this year PASS will launch the following new products and services under ICT Program:

- . Digital Guarantee Product: In collaboration with partner banks and mobile network operators (MNOs).
- . Knowledge Hub: In collaboration with stakeholders in the agriculture value chain
- . Call Centre: To serve our

clients' information needs better

Last but not least, we are also working on ensuring sustainable growth. We have developed an Environmental and Social Sustainability Policy and Inclusive Green Growth Strategy with the aim of building a strong green profile by 2022 and to align to the priorities of SDG 13 (Climate Action). Our Inclusive Green Growth (IGG) will guide this workstream. Our staff has been trained, green projects have been piloted and a wide range of green opportunities identified.

In order to drive opportunities for a greener agricultural sector, PASS will in 2021 introduce a new Green Guarantee product. This will target agribusinesses which focus on use of green technologies and practices, adding further social and environmental value to the investment.

Furthermore, we are working on innovating finance for agro mechanization.

PASS has recognised the challenge of low level mechanization which leads to low productivity levels in Tanzania's agribusiness sector. To overcome this challenge the Trust has registered the PASS Leasing Company under the Leasing Act of 2008. Leasing is a financial product which allows the clients to access productive assets without meeting collateral

and deposit requirements.

BB: What are some of the challenges that you foresee and mechanisms of handling these challenges?

Our biggest challenge is human capital. We can only achieve as much, or go as far, as our people can take us. Technology is growing so fast. The business environment is also changing very fast, hastened in part by technological change. We need to help our staff to cope with that speed. Other challenges may include lack of funds to support the expansion of the AIC program as envisaged as well as the effects of the Covid-19 pandemic.

It is also my responsibility to ensure that we do not just give opportunities to women out there and ignore our own women within the Trust. In order to ensure our female employees are comfortable at our workplace, having attained 50-50 ratio of men and women, we are committed to ensuring a friendly environment to support our young productive women within the Trust by providing nursery rooms for mothers and their young ones at all our branches. This will go a long way in ensuring that female employees who report back to work after maternity leave are not distracted and so they can continue contributing effectively towards meeting PASS objectives.

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ARTICLE

National Economic Empowerment Council now set to reach out to the regions

By Agribusiness
Reporter

Established in 2004, the National Economic Empowerment Council has been working to ensure proper coordination and monitoring of institutions responsible for economically empowering Tanzanians.

This empowerment has centred on among other things the creation of a favourable business environment which is competitive domestically and internationally and availing equal opportunities to all social groups of citizens to develop economically.

According to NEEC chief executive officer Bengi Issa, the council has been working around the clock to ensure these obligations are met.

"We have continued to monitor and ensure proper functionality of empowerment programs in the country and that they benefit the people of Tanzania. The results have been impressive," says Ms Issa.

Overall, there are an estimated 55 economic programs and funds working on economically lifting Tanzanians through various services. The agricultural sector has attracted quite a number of these funds and programs. Among the empowerment funds that

are contributing immensely towards the economic development of the Tanzanian population are the Credit Guarantee Scheme for the agricultural sector administered by the Private Agricultural Sector Support (PASS) Trust, Kilimo Kwanza, AGTIF, and TADB among others.

"Through our scheme where agribusiness entrepreneurs receive between 20-60% credit guarantee from PASS to access loans from banks, we have been able to support a total of 1.5 million small and medium scale Tanzanian entrepreneurs in boosting their businesses. These are people who, without our support, would

have found it impossible to access financial support from the banks," said Ms Anna Shanalingigwa, PASS Trust acting managing director.

According to PASS Trust, a further 2.5 million people have also benefited from employment creation arising from the scheme thus improving their livelihoods.

With an increase in the number of citizens currently venturing into agribusiness as opposed to subsistence farming, NEEC has announced plans to establish empowerment centres in all the country's regions.

"We are doing this to make it possible for Tanzanians to access funds



National Economic Empowerment Council Chief Executive Officer Ms. Bengi Issa



Prime Minister Kassim Majaliwa unveils a report prepared by the National Economic Empowerment Council during the 2021 NEEC Exhibitions in Arusha Tanzania

and information on how they can access funds from available financial institutions,” says Ms Issa.

More importantly, she says there is a need for agricultural entrepreneurs to put more emphasis on crops value addition as most of them currently lack the skills or capacity to get involved in value addition thus end up selling their prod-

ucts on the cheap.

“We need to concentrate more on building the capacities of our entrepreneurs on matters of value addition. We need to empower our people on how best they can improve their products so that they can sell competitively,” Ms Issa says. One project that NEEC is currently implementing is the SAN-

VN Viwanda scheme comprising of SIDO, Azania Bank, NSSF and VETA that aims at ensuring citizens’ access to financing.

“This project brings different stakeholders together and the purpose is to ensure citizens’ economic empowerment through information sharing and financial access,” says Ms Issa.



Ms. Bengi Issa at the NEEC exhibitions in Arusha when she received Kilimajiro Regional Coordinator Ms. Anna Mgwira



Ms. Bengi Issa receives a gift from the Agribusiness Magazine Editor Bevin Bhoke

ARTICLE

Livestock keepers welcome new animal vaccine guidelines



A farm worker milks a cow at a farm in Bagamoyo.

By Pawa Lufunga

Livestock keepers have welcomed the government's move to introduce new livestock vaccine guidelines saying they will go a long way towards ensuring safety of their livestock.

The government recently announced the new guidelines aimed to curb the spread of various animal diseases, prevent further loss of animals due to con-

trollable diseases, and ensure quality products from livestock.

Presenting the new guidelines in Dodoma in January, Livestock and Fisheries Minister Mashimba Ndaki also ordered the temporary suspension of a vaccination exercise being handled by local government councils through companies with which they entered into contracts.

According to the minister, the government realized that the vaccines were being administered to livestock without proper procedures, thus causing harm

to the animals.

"We are introducing new guidelines because we don't want our livestock keepers to continue incurring losses on things that we are capable of controlling," said Ndaki.

With Tanzania ranking 3rd in terms of animal population in Africa and realizing the livestock sector's contribution towards the country's economic development, Ndaki said stakeholders should have properly outlined needs and responsibilities to achieve the overall goal of protecting animals, human health and

“

I have a personal vet whom I have employed in my farm and pay him a salary on a monthly basis. If we had reliable vets, then that particular cost would have done something else useful for my farm.

promotion of the livestock market.

The livestock sector provides livelihood support to over 40% of Tanzania's households and is one of the major economic activities in the rural areas. However, its contribution to the country's GDP still remains low, hence the need for revamped strategies to ensure the sector's survival.

The veterinary services division in the Ministry of Livestock and Fisheries is charged with the responsibility of controlling livestock diseases, safeguarding livestock health, protecting public health and promoting safe trade in livestock and livestock products.

The new vaccine guidelines have been received with jubilation by various stakeholders like Mwanaheri Jumanne Shukuru, a large scale livestock and dairy trader from Bagamoyo, who hoped they would address the pressing problem of accessing local veterinary doctors to attend to their livestock at fair cost.

“I have a personal vet whom I have em-

ployed in my farm and pay him a salary on a monthly basis. If we had reliable vets, then that particular cost would have done something else useful for my farm,” says Mwanaheri who keeps more than 100 cattle, goats and sheep in Bagamoyo.

The 56-year-old trader in beef and dairy products has been in the livestock business for the past 26 years. She gets at least 130 litres of milk every day which fetches her up to Tshs 260,000 per day. She says the cost of animal treatment alone eats up half of this income. Under the new guidelines, the government seeks provide quality vaccines using certified and supervised professional authorities and ensure that immunization is accompanied by effective monitoring of the entire exercise.

Further, the guidelines target to ensure quality livestock that will find a market with good prices locally and abroad, access to quality raw materials for livestock processing industries, prevention



Paulina Kundi's modern house which she constructed from dairy business.



Part of Paulina Kundi's dairy cows group in a cage at her home in Bagamoyo.

Paulina Kundi, resident of Senzale village in Bagamoyo a livestock keeper who manages her life from dairy business.

ARTICLE



Mwanaheri's special animal feed processing machine that she uses for extra feeding to promote the health of the dairy cows when they are returned from the pasture.

of disease infections from animals to humans, and reduce the likelihood of increased resistance to parasites against drugs used in treatment.

"We will save more if this problem is handled. We shall be happy too if we can be assured of ready markets for our dairy products as well as cheap, nutritious animal feeds which are necessary to make the cows produce enough quality milk," says Mwanaheri.

Another livestock keeper, Pauline Kundi, said: "It costs me between Tshs 1,500-2,000 for a veterinary doctor to treat one cow... this is a huge burden considering that we have many livestock here. The new vaccination guidelines will indeed help us a great deal in this sense."

At least thirty stakeholders are understood to have participated in formulating the guidelines. Implementation will involve the Ministry of Livestock and Fisheries, Office of the President (Regional Administration and Local Governments), regional secretariats, local government authorities, private sector service providers, village governments and pastoralists.



Mwanaheri Shukuru Jumanne in a photo with one of her cows in the cage at her home Bagamoyo.



A herd of Mwanaheri's dairy cows getting extra food in their barn shortly before the milking process.

PICTORIAL



Bajuta International CEO Gesso Bajuta shows NBC Managing Director Theobald Sabi one of the products produced by his company.

Mambo Coffee MD Athanasio Massenha with his staff at his go down when the Agribusiness team paid him a visit recently.



Deputy Minister for Agriculture, Hussein Bashe (second right), speaks to journalists in Dar es Salaam recently, when NMB Bank inked a partnership agreement with Tanzania Agricultural Development Bank (TADB), whereby NMB will provide the financing while TADB will provide a 50 per cent loan guarantee. Second left is NMB's Acting Managing Director, Filbert Mponzi and first right is TADB Managing Director, Japhet Justine. First left is NMB Head of Agribusiness, Isaac Masusu.

ARTICLE

President Magufuli gives blessing to new dairy processing plant in Karagwe district



President Magufuli officially launching the construction of the new dairy processing plant in Karagwe.

**By Agribusiness
Reporter**

Pomp and colour marked by President John Magufuli's laying of the foundation stone for the construction of a new state-of-the-art dairy processing plant run by Kahama Fresh Company Ltd at the Kikulura ranch in Rugera, Karagwe district early this year.

Karagwe residents are set to benefit from the new plant and the many opportunities that are expected to come as a result of its presence in the region.

Speaking at the function, President Magufuli was emphatic that there was need for concerted efforts between the private and public sectors to improve the country's dairy sector.

"Tanzania's dairy industry has a huge

potential of improving our country's food security, so we need to give it the focus that it requires," said the president amid cheers from the crowd.

According to latest statistics, Tanzania's dairy sector though not fully commercialized employs more than 2 million households and over 100,000 intermediaries through their participation in milk processing activities as well as marketing. The country has an estimated 82 milk processing plants with the capacity to process at least 167,620 litres of milk per day.

"I am happy when I see entrepreneurs venturing into agribusiness; with this huge investment in the dairy sector here in Kagera, I am happy that we have added to our growing list of investments in this country. I encourage more people, particularly the youth, to venture into these kinds of business," said President Magufuli.

Kahama Fresh Co. Ltd is a limited ag-

ribusiness company with a chain of subsidiaries including Kahama Ranches and Farms which has both exotic and local breeds including Friesians and Borans for milk and beef production, respectively.

The local breeds are mainly Ankole which are currently being crossed with exotic breeds like Boran, Friesians and Sahiwal among other breeds to improve on both their milk production capacity and improved beef quality.

According to Dr Allan Kabuye, Kahama Fresh Ltd livestock development and dairy technology consultant, the farm has got a total cattle population capacity of not less than 3,900 cows both for beef and dairy purposes. The farm is fully equipped as a modern model breeding centre that deploys modern livestock management practices and technologies.

It has got not less than 950 exotic milking, heifers and calves with a daily

milk production capacity of not less than 3,500 litres per day. The daily milk production capacity per cow per day varies between 25-30 litres.

Prof Elisante Ole Gabriel, permanent secretary in the Ministry of Livestock and Fisheries, acknowledged that Tanzania has a huge potential in the dairy sector and added that if the dairy sector's resources are well harnessed, the production could surpass other countries in the region.

“We are ranked second after Ethiopia as countries with the highest number of livestock, so with proper planning which we are currently doing, we hope to benefit from these statistics,” said Prof Ole Gabriel. According to the PS, the country boasts of an estimated 33.9 million cattle, 21.29 million goats, 5.65 million sheep and 657,380 donkeys which he says provide ample raw material for the leather, meat and dairy processing industries. Even though Tanzania is second after Ethiopia in number of livestock, Tanzania is ranked 3rd largest milk producer in East Africa after Kenya and Uganda.

“Our biggest challenge remains value addition. We are working on ensuring more investment in value addition if we are to benefit from the resources that we have as a country,” he added.

Currently, Kahama Fresh boasts of being in the forefront in the provision of modern and proven livestock management practices like artificial insemination, a livestock diagnostic lab facilitating disease diagnosis to outgrowers, and a livestock feed processing facility.

The company also provides an online livestock management system and capacity building of the outgrowers plus other stakeholders along the dairy sector value chain.

According to Kahama Fresh proprietor Josam Ntangenki, the new processing plant is set to commence operations soon and will among other things distill raw milk for high quality dairy processed products. It will also offer employment opportunities to mostly youths and women, ensure food security and increase on per capita milk consumption.

Currently, the farm's daily processing capacity stands at 10,000Ltrs per day with 50% supply coming from Kahama Ranches and Farms.

“As we intensify the establishment of livestock cooperatives in the area



PASS Trust team during a visit to the Kahama Fresh ranches in Karagwe recently



Proprietor of Kahama Fresh Josam Ntangenki speaking to PASS Trust team at one of his ranches.

Tanzania's dairy industry has a huge potential of improving our country's food security, so we need to give it the focus that it requires.

through empowerment of outgrowers in management and technical aspects with provision of superior breeds and production inputs like veterinary drugs and processed livestock feeds, we expect to establish not less than 15 milk collection

centres in the next two years,” said Ntangenki.

He explained that the strategy is aimed at increasing milk production in the area, improving milk quality, place more emphasis on farmer cooperative establishments, and ensure provision of extension services to farmers to enhance production and productivity among others.

With the new processing plant in place, locals are also gearing up for fresh employment opportunities in areas such as plant operations and management, provision of extension services to farmers, establishment of an ICT on-line farm and dairy chain management system, farmer support training facility, establishment of livestock farmer cooperatives, provision of veterinary drugs to farms on credit, and establishment of a breeding centre with improved technologies to provide superior breeds to farmers.

ARTICLE

Introducing drone technology for sustainable agriculture

● *How female entrepreneur Rose Funja is navigating through the idea*

By Bhoke Mwita

A computer engineer by training who has worked in telecommunications for many years, Ms Rose Funja is now looking to introduce the concept of drone technology in Tanzania's agricultural sector.

"I agree that this is a new thing in Tanzania, but I believe with time stakeholders in the agricultural sector will embrace this new technology," said Ms Funja in a recent interview in her office.

Ms Funja's interest in drones agriculture was made possible through support from the government of Netherlands when she travelled abroad with others on a fact-finding mission to discover how drones in agriculture work in developed countries.

"We realized that in most developed countries the use of drones is a routine that has made their work in agriculture really easy, leading to increased awareness and information sharing and ultimately better yields," she explains.

Globally, the use of drones in the agricultural industry is steadily growing as part of an effective approach to sustainable agricultural management. This technology allows agronomists, agricultural engineers, and farmers to streamline their operations using robust data analytics to gain effective insights into their crops.

Crop monitoring, for example, is made easier by using drone data to accurately plan and make ongoing improvements such as the use of ditches and evolving fertilizer applications. Products can be



Ms. Rose Funja during an interview with the agribusiness magazine at her office in Dar es Salaam.

accurately traced from farm to fork using GPS locations for every point in the journey, rather than more traditional time and labour-intensive data collection. Equipped with this knowledge on the use of this new technology, Ms Funja decided to start an initiative where she could put it to good use. She was quickly noticed by an international organization that sought her services.

"As my first assignment, the organization that was working in four villages in Dodoma wanted me to establish how drones and satellite images can complement their work," she says.

Indeed, she says the use of drones made data collection easy as well as enhancing community engagement.

"I was able to bring people together for purposes of understanding my images, and also the questions that were

being raised by farmers made me aware that I could also use the drones for linkage purposes."

Up to the end of her contract with the organization, Ms Funja had used drones to acquire vital agricultural information on 300 farms in Dodoma, and had also engaged two extension officers.

She had used her drones to map the farms and establish a number of things including productivity and farm sizes.

"The mapping and printing of my work brought together extension officers and farm owners who were actually amazed that the drone could capture their actual farm sizes," says Ms Funja.

For countries that have adopted the use of drone technology to support agricultural activities, drones are particularly useful for the careful monitoring of large areas of farmland, considering

ARTICLE



Ms. Funja shows the agribusiness team some parts of her drone that are useful in data collection.

factors such as slope and elevation to identify the most suitable seeding prescriptions.

The technology has also proven useful in gaining extensive overviews of plant emergence and population, as more accurate data can help with replanting decisions as well as thinning and pruning activity and the improvement of crop models.

Also, the high-resolution nature of drone data can be used to assess the fertility of crops, allowing agricultural professionals to more accurately apply fertilizer, reduce waste, plan and troubleshoot irrigation systems. The technology can also be particularly effective following natural disasters such as floods, to help farmers to assess damage across terrains that may not be readily accessible on foot.

Ms Funja however admits that even as she seeks to have this new technology adopted in Tanzania, she is aware that not too many people will be ready to embrace it. This is because of the high costs involved in the whole process of acquisition and training on the use of the gadget.

“It costs up to \$5,000 to acquire and understand the use of the drone. This is expensive for farmers in Tanzania,” she notes.

With the introduction of drones in agriculture, Ms Funja says the country's digital savvy youths can gain employment and farmers will be able to receive credible information about their farms which can go a long way to also enabling them access to agricultural financing.

She asserts that given the country's extensive land terrain that requires surveying, drones can offer increased efficiency allowing users to capture high-resolution imagery more quickly than alternative methods.

Particularly in these volatile market conditions, estimating annual yield can help guide decision-making and manage expectations, she says.

According to Ms Funja, drones are also now seen as a safer option for mapping difficult areas such as uneven or expansive fields that can be hazardous for operators particularly compared to terrestrial techniques which must be carried out on foot.

ARTICLE

Smallholder farmers wear broad smiles over govt sisal revival programme



By Lucas Liganga

The government of Tanzania's recent resolve to revive production of sisal has brightened faces of smallholder farmers of the cash crop in the east African nation of about 57 million people.

During its peak production in Tanzania in the 1960s sisal was referred to as "green gold" earning the country handsome foreign exchange.

But production of the cash crop then deteriorated to low levels due to poor management.

"With the revival of the cultivation of sisal, the future looks bright," beams Athman Kaoneka, a smallholder farmer and secretary of Magoma Agricultural and Marketing Cooperative Society (AMCOS) in Korogwe district in Tanga region.

"Indeed, the restoration of sisal farming marks the end of poverty for tens of hundreds of smallholder farmers who depend on the crop to earn money for paying school fees, medical bills and

building decent houses," adds Kaoneka in an interview with The Agribusiness Magazine.

Kaoneka, who leads the Magoma AMCOS with 180 members of smallholder sisal farmers, was reacting to the government's 2019 announcement that it intends to revive production of sisal from 36,000 tonnes of the crop annually to 120,000 tonnes by 2025.

The farmer says the 180 members of the Magoma AMCOS started farming sisal in 2000 but became frustrated as they faced various challenges including unreliable markets and poor prices for

their sisal.

“We have been producing 200 tonnes of sisal from 2,015 hectares of land, but with the government’s support we are now planning to increase more hectares since we will be assured of a reliable market with attractive prices for the crop,” he says.

The intention of the government is to



Prime Minister Kassim Majaliwa inspects a sisal plantation owned by Amboni Plantation Limited in Muheza District in Tanga Region. Second from right is the Director of the company, Casbert Nail, and Tanga Region Chama Cha Mapinduzi (CCM) Chairman Henry Shekifu (right). Mr Majaliwa inspected the plantation on January 20, 2021. PHOTO COURTESY OF PRIME MINISTER’S OFFICE.

recover production of sisal to its glory days of the 1960s when Tanzania was

the top sisal producer in the world, says Omary Mgumba, former deputy minister for agriculture.

Prime Minister Kassim Majaliwa says the revival of sisal production is part of the government’s plan to revive production of all strategic crops, also including cashew nuts, tea, tobacco, cotton, coffee and palm oil.

Mr Saddy Kambona, acting director general of the Tanzania Sisal Board (TSB), says the board has drawn up seven strategies aimed at reviving the crop.

“First and foremost, TSB will mobilize as many smallholder farmers as possible to start cultivating sisal. We have to educate them first because most of them think that sisal farming involves estates and it is an expensive undertaking which is not true,” says Kambona, adding that anybody can grow sisal.

He says another strategy will be to use the Brazilian model in growing sisal. Brazil, the world’s leading sisal producer, has 700,000 sisal farmers out of which two thirds are smallholder farmers.

“We need to increase the number of smallholder farmers from the current 7,551 who produce about 8,600 tonnes of sisal annually to at least 150,000 farmers,” says Kambona, adding that with these strategies TSB is likely to increase production of the crop from 36,000 tonnes a year to 120,000 tonnes a year by 2025. Most of the sisal cultivation is done in estates owned by 35 companies across the country, he adds.

Other strategies that are on the drawing board include application of hybrid seeds that grow within a short period of time and that are resistant to hostile conditions and pesticides, says Kambona.

He says TSB is also in the process of acquiring 20,000 hectares of sisal farms that have been abandoned by investors for quite a long time and these hectares will be distributed to smallholder farmers.

He says another strategy is acquisition of state-of-the-art machinery for processing sisal into various products such as carpets, decorations, car dashboards and materials for making bank notes and cheques.

“



The revival of sisal production is part of the government’s plan to revive production of all strategic crops, including cashew nuts, tea, tobacco, cotton, coffee and palm oil.

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According to Kambona, between July and December 2019 Tanzania earned 30 billion shillings in local currency and 27 million US dollars in foreign currency from sisal sales.

“With these impressive earnings in just six months, the future of sisal looks very bright,” he says.

The Tanzania Agricultural Research Institute (TARI) says it plans to produce four million sisal seedlings in 2021.

According to TARI director Catherine Senkoro, the sisal seedlings will be grown in 32.6 hectares of land as part of government efforts to revive the crop.

The production of the seedlings will go in tandem with expansion of sisal seedlings research in TARI’s laboratories aimed at getting high quality seedlings, Dr Senkoro says.

Tanzania’s sisal growing regions are Tanga, Morogoro, Coast, Kilimanjaro, Lindi, Mtwara, Tabora, Mara, Shinyanga, Kigoma, Simiyu, Geita, Manyara, Singida, Dodoma and Mwanza.

ARTICLE

Madirisha Women Cooperative Society to strengthen joint industrial production



Madirisha Women Cooperative Society founder Fatma Kange leads former Tanzania Prime Minister Hon. Mizengo Peter Pinda and other participants to the launch of the society's board

By Pawa Lufunga

Tanzania women entrepreneurs producing different products for sale now have an official platform where they can work together and have a common voice over their products.

The society was established in 2019 with the objective of bringing women together to harness their individual capacities and create more meaningful groups that can easily engage with institutions in supporting the country's industrialization agenda.

It comprises over 1,200 members drawn from SMEs, individual companies, women economic groups, government institutions working in the agricultural sector, and private sector representatives.

The Madirisha Women's Cooperative



Former PASS Trust Managing Director Nicomed Bohay raises his hand during the deliberations. PASS Trust supports the society's annual meeting.

Society launched by Tanzania's former prime minister Mizengo Pinda aims to make it possible for women entrepreneurs in Tanzania to access markets as a group and bargain together for favourable prices for their products.

"We are happy that finally we have a platform that women can look up to as a forum to bargain for their products with one voice," says Fatma Kange, the founder of the society.

Difficulties in accessing finance, lack of markets and lack of proper support networks have been cited as some of the biggest stumbling blocks for women to excel in entrepreneurship. Ms Kange says the society is focussed on changing this narrative.

"Being in groups will enable us access loans from financial institutions, it will even be easy for us to get credit guarantees because we shall guarantee each other. We shall also be able to come up with common prices for our products," she explains, adding that already 12 factories processing different agricultural products have been established as a result of the cooperative.

Under the Madirisha Society, women engaged in the production of a similar product are enabled to have their capacities built, gain access to finances, produce together under one umbrella and later look for markets together.

"The major objective here is to realize economic progress for the members through shared opportunities and access to resources such as capital and markets. We all know that many financial institutions find it easy to offer loans to entrepreneurs in organized working groups as opposed to single entrepreneurs who most of the time don't even meet the bank's conditions," says Kange.

"We are 27 women in our group selling different spices through retail and wholesale. We get skills from the knowledge we share with one another because we all have different abilities. I find this a good opportunity for us as we now make more income together than when I was going it alone. I call on other women who are interested to join us," adds Ms Jaqueline Warioba, a



Ms. Fatma Kange being recognized by former Prime Minister Mizengo Pinda during the function .

society member.

According to the chairperson of Madirisha Co-operative Society, Rosemary Mgalula, a total of 550 women have already benefited from the society. They have established 12 small processing factories targeting honey, dairy products, cereals, spices, oils, gas and limestone. Other achievements have been attained in environmental cleanliness, bakery and catering, fish, beads and ornaments.

"Through this platform, we are

confident that many women will be empowered economically and things like unemployment will become of the past because here women will find many opportunities," says Ms Mgalula.

A number of sensitization programs and trainings have been lined up for the society members to equip them with information on alternative strategies for financing their ventures. The women are also set to receive training in entrepreneurial management knowledge and skills.



Some of the Women participants who attended the meeting at Julius Nyerere International Conference Centre Dar es Salaam. At least 1200 people were present.

ARTICLE

Govt pledges support for horticulture as TAHA seeks to increase production

By Christina Godfrey

The Tanzania Horticulture Association (TAHA) has been applauded for its role in enhancing economic growth in the country.

Prime Minister Kassim Majaliwa says TAHA continues to play a pivotal role in promoting horticultural activities in the country that have contributed significantly to the growth of the country's economy.

Speaking during the annual regional horticultural trade and investment forum in Dar es Salaam recently, Majaliwa directed the Ministry of Agriculture to work closely with TAHA to create an authority that will specifically deal with horticultural production and establish a dedicated research center for fruits, vegetables, and spices.

"As the government, we take note of the work that you have been do-

ing as the umbrella body representing the horticulture sector in the country while keeping in mind that your efforts have led to improved horticulture production that in turn helps boost the country's economic growth," said Majaliwa.

Over 400 participants representing Tanzania's horticultural value chain and other players and trading partners from the East African Community (EAC) and SADC countries were present. The groups comprised of producers, off-takers, technology companies, government officials, transport and logistics companies, industry facilitators, researchers, and development partners who were exposed to standards requirements as well as various prioritization and preferences in different market segments in the regions.

Among other things, the premier called on stakeholders present to ensure constant learning and knowledge sharing particularly from countries whose horticulture sector has

advanced so that they benefit from these exchanges.

In order to ensure ownership of horticultural crops produced in Tanzania, the PM asked the Ministry of Agriculture to work closely with other relevant ministries in ensuring that Tanzania products are clearly identified as 'Made in Tanzania' to promote the country in the international market.

Furthermore, he called on TAHA to ensure proper linkages are done with financial institutions to enable horticulture farmers' access loans for purposes of boosting their production.

According to TAHA chief executive officer Jacqueline Mkindi, the annual forum brings together the different groups for purposes of ensuring awareness creation as well as networking for purposes of creating sustainable business relationships between parties.

With this year's theme being 'Unlocking Opportunities for Horticultur-





Prime Minister Kassim Majaliwa speaking to participants during the annual regional horticultural trade and investment forum in Dar es Salaam.-



TAHA chief executive officer Jacquiline Mkindi.

al Products in Regional & International Markets', participants discussed how to enhance business and investment opportunities in the SADC region, accelerate horticultural trade and unlock more opportunities within the EAC market as well creating an enabling environment for facilitating horticultural trade within both EAC and the SADC.

Ms Mkindi said private-public-partnerships had enabled several milestones evidenced in the horticulture sector. She specifically thanked the government, private sector and development partners who have been contributing in cash and technical know-how to development of the horticulture sector in Tanzania.

"We promise that the critical discussions from the forum shall be included in TAHA's work-plan for implementation like the priorities that were outlined in the president's speech while inaugurating the 12th parliament of the United Republic of Tanzania," Ms Mkindi said.

ARTICLE

TADB working round the clock for return of the glory days

By Theresia Christian

“When we heard the sound of the machines operating, saw cars going in and out of the factory, people moving here and there, we knew then that we were getting back our lives. A new day was starting. Full of hope. We knew our patience in cotton farming will start paying off well again. We knew our labor in the farm will be well rewarded after almost ten years of the factory not operating,” narrates Verynice Nkarly (37), a cotton farmer and food vendor at Chato Cooperative Union Ginnery.

This is the story of how The Tanzania Agricultural Development Bank (TADB) brought new hope to cotton farmers by reviving cotton ginneries in the Lake Zone.

Cotton is Tanzania's third-largest export crop after cashew and coffee. The crop accounted for 14.5% of Tanzania's total export earnings between 2005 and 2010. In 2016 alone, cotton accounted for 1.3% of all Tanzania's exports, valued at \$63 million with main export destinations being Far Eastern countries (Bangladesh, China, Malaysia etc.), India, Europe and regional markets.

At the micro-level, cotton provides a vital source of livelihood to around 40% of Tanzania's population directly and indirectly employed in the sub-sector. At the macro level, the cotton sub-sector remains a key driver of Tanzania's economy and holds great potential to contribute to the country's industrial transformation.

Recognizing this huge potential, the government of Tanzania is actively incentivizing farmers to increase cotton production through a shift to an AMCOs model of production. The



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growing cotton production registered over the years presented an opportunity for the re-industrialization of cotton in Tanzania through the revival of the ginning capacity of cooperative unions across the 17 cotton-producing regions.

In the Western Cotton Growing Area (WCGA), there are 21 ginneries owned by cooperative unions. Among the 21 ginneries, only two ginneries – Chato Cooperative Union (CCU) and Kahama Cooperative Union (KACU) are being sponsored by TADB so far. KACU ceased its operation in 2016 due to massive financial debt.

Consistent with the dictates of the FYDP II (2016/17 – 2020/21) of fostering economic growth and industrialization through the development of capacities in sub-sectors including cotton, TADB advised the government to implement targeted interventions to attract investment in cotton ginning specifically by targeting cooperative unions.

“Recognizing this opportunity, TADB in collaboration with the Tanzania Cotton Board formed a joint task force to conduct a mapping exercise to inform policy and investment decisions. The mapping exercise covered seven ginneries. In financing for this first phase, we have started with KACU and CCU (Chato Cooperative Union),” said Japhet Justine, TADB managing director.

“With the understanding of TADB mandate, after the mapping activity we tasked TADB with among other things to undertake a feasibility study. The aim of this study was for TADB to be able to cluster the ginneries. Other functions that we tasked TADB were to finance the ginneries and integrate the farmers with the market. And these have really been done well by TADB,” said Hussein Bashe, deputy minister for agriculture during the launch of the ginneries in Kahama and Geita.

TADB has financed KACU and CCU with Tshs 11.36 billion directly for reviving ginnery machines and capital to purchase cotton from farmers. “It is magical how things unfolded. We were on the edge of giving up. But with the heavy rains that had poured in our areas, things began picking up and we sold our cotton at Tshs 910 instead of the predicted Tshs 810 per kilogram,” said Salome Manyala, a cotton farmer and deputy secretary of KACU.

While the ginneries have been financed to process and aggregate cotton, TADB through the Smallholder Credit Guarantee Scheme (SCGS) financed cotton farmers with farm inputs. A total of Tshs 7.4 billion has been dished out through the scheme to support farmers in accessing seeds and pesticides and more aggregation. A total of 612,700 cotton farmers through their unions have benefited from the scheme.

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Agriculture Assistant Minister Hon. Hussein Bashe listens to stakeholders during a recent visit.

"I am grateful for the TADB support. Through our cooperative we are assured of seeds and pesticides. We know that we can get everything on time and our yields will be better," commented another farmer. "Most of smallholder cotton farmers have been living in adverse poverty. We want to make this history. We know that cotton is valuable and third in the country for export revenue. That is why TADB has financed these ginneries. Cotton farmers in Chato and Biharamulo, Kahama and neighboring districts now have a sure market to sell their produce and we want to make sure we process cotton seed and benefit more from its byproducts," said Mr Justine.

Along with the revival of cooperative union ginneries, TADB finds the need to promote the production and marketing of cotton-seed oil as an important by-product of seed cotton. Whilst currently cotton-seed oil is a small-scale value chain primarily in the Lake Zone cotton growing regions, the industry shows potential for growth given the revival of cotton seed production. Cotton-seed oil production was estimated at 134,000 metric tonnes in 2017 placing Tanzania as the top regional producer and exporter. "Because we want to transform the agriculture sector, we believe by processing cotton seeds our Tanzanian cotton farmers will benefit more. We want to see this value chain being exhausted. We aim at adding value to the crop. This way

lives of cotton farmers will be changed in a better way. And further impact the country's economy," said the TADB boss.

Through TADB's intervention over 37,000 smallholder farmers were reached and 2,052 jobs created. Also 6,586,343 kilos of cotton seeds were purchased from seven districts and 13,699 bales of cotton lint were produced in the 2019/2020 season. Revenue collected by local government authorities and the Tanzania Cotton Board (TCB) amounted to Tshs 658,634,300. The total sales of the value chain reached Tshs 9.7 billion.

"We are grateful to TADB for the close monitoring and guidance on cotton pricing which has brought new hope

to many cotton farmers. We have been able to pay a total of Tshs116.44 billion of revenues to local government authorities in areas we bought cotton from. We believe cotton can not only transform life of an individual farmer but the country's economy as well," commented Mr Mas-ingiri, chairperson of CCU whose ginnery stopped operating in 2004.

TADB's objective in the cotton sector is to increase the value chain of cotton-seed and its byproducts. TADB envisions more employment, higher cotton prices per kilo, more enthusiasm among farmers to farm cotton, and more ginneries revived. "We want the cotton glory days to return," affirms Mr Justine.



PICTORIAL



Agricom's Bernadetha Mariki speaks to participants at a recent exhibition in Dar es Salaam

Agribusiness Innovation Centre incubates at SUA Morogoro pose for a photo after an eventful day at the centre



A farmer Samwel Gidawe from Dirma village in Hanang District shows a tractor that he acquired through a loan he acquired with support from PASS Trust credit guarantee scheme. Since the acquisition of the tractor, his produce has increased

ARTICLE

Of PASS Trust and its role in agribusiness financing

● *A unique model that is saving agricultural entrepreneurs in Tanzania*



PASS staff attending a national economic Empowerment Council exhibitions in Arusha.

By Bhoke Mwita

Established by the governments of Tanzania and Denmark in 2000 (???), the Private Agricultural Sector Support (PASS) Trust is this year celebrating 20 years of service to the agricultural sector in Tanzania.

PASS as it is commonly known in Tanzania and beyond supports agribusinesses in the country by assisting clients in developing solid and bankable investment project write-ups and facilitating access to finance through a credit guarantee scheme with commercial banks covering the entire agribusiness value chain.

With support from the governments of Denmark, Sweden and Tanzania, the Trust offers a partial 20-60% (up to 80% for women and youths) credit

guarantee cover to collaborating banks as a means of topping up inadequate collateral, thus enabling clients to receive financing.

A total of 14 commercial banks - among them CRDB, NMB, TADB, NBC, Bank of Africa, Vision Fund, Access Bank, Azania Bank and Equity Bank - are working with PASS Trust to facilitate agribusiness entrepreneurs with agricultural financing.

"I wish to appreciate these financial institutions because while the business environment for agriculture finance has remained challenging, we have seen financial service providers work with us in innovating, building products and working effectively to serve farmers and other agri-entrepreneurs," said Ms Anna Shanalingigwa, PASS Trust acting managing director.

The Trust's work has been recognized both locally and internationally with its model of operation and products being termed as unique in the re-



PASS Trust acting MD Anna Shanalingigwa

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Prime Minister Kassim Majaliwa hands over a dummy certificate to NMB for beneficiaries who have received credit guarantee from PASS Trust. Looking on is PASS Acting MD Anne Shanalingigwa, NEEC CEO Bengi Issa and NMB's Aikansia Muro

gion.

“As the government, we strongly recognize the role played by PASS Trust in making it easy for agribusiness entrepreneurs to access loans. I have seen how PASS Trust has made it possible for an entrepreneur to access funds from NMB Bank through its credit guarantee scheme and purchase a tractor. This goes a long way in supporting the government’s agenda on poverty reduction,” said Prime Minister Kassim Majaliwa during the February 2021 National Economic Empowerment Council (NEEC) exhibitions in Arusha.

Arusha branch manager receiving certificate with others from the assistant minister

During the exhibitions that brought together institutions working on empowering citizens economically, PASS was also recognized and scooped the winning prize as the best empowerment institution in the agricultural sector among non-governmental organizations. PASS has also consecutively won in past NaneNane exhibitions, thus acquiring space among the best institutions supporting the agribusiness sector in Tanzania.

“We are proud to have received many accolades recognizing that PASS has been fundamental to agricultural development in Tanzania and beyond. PASS Trust has become a symbolic organization that has truly empowered smallholder farmers with access to financial services. We are proud to be a source of inspiration and benchmark for the design and establishment of similar organizations in Mozambique, Uganda, and Zimbabwe,” Ms Shanalingigwa said.

As the Trust marks 20 years of service to the agricultural sector in the country, an estimated 1.6 million agricultural entrepreneurs in Tanzania have benefited from the credit guarantee scheme that has supported at least 42,000 agribusiness projects in the country worth Tshs 1 billion so far.

A further 2.5 million people have secured jobs as a result of PASS Trust products and services. Hundreds of women and youths have been empowered with agribusiness knowledge from PASS Trust Agribusiness Innovation Centres and yet more is still to come.



PASS Trust Northern zone manager Hellen Wakuganda receives an award for best empowerment institution from Assistant Minister Patrobas Katambi during the NEEC exhibitions held in Arusha.



PASS staff Dickson Hyera, Bevin Bhoke, Hellen Wakuganda, Lilian Claude and Diana Eliab celeb PASS win at the NEEC exhibitions

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“Nane nane exhibitions should not end with the announcing of the best crop or the best farmer, we need to see those exhibitions benefit the farmers at the grassroots level

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Prime Minister Kassim Majaliwa listens to PASS Trust acting MD Anna Shanalingigwa as she talks about a PASS beneficiary who through PASS credit guarantee has received a loan from NMB to purchase a tractor. Looking on is NMB's Aikansia Muro

“I am very happy that PASS guaranteed me this loan and made it possible for me to access funds from NMB bank. Without PASS Trust assistance, it would have been very difficult for me to acquire this tractor. Pass trusted me, paid a substantial amount of money to NMB as guarantee for me to get this loan,” Mr Hamisi, a PASS Trust credit guarantee scheme beneficiary, told the prime minister when he visited the PASS Trust stand at the NEEC exhibition in Arusha.

Mama Rehema Maharage also known as mama Mageuzi from Kahama in the Lake Zone is among female beneficiaries of PASS Credit Guarantee Support. Having struggled for many

years to put up a rice milling factory in Kahama in vain, today Mama Mageuzi boasts of two factories – one for milling rice and another for manufacturing bags. Through the PASS Trust credit guarantee she was able to access a loan and make her dream come true. Besides, she has also created employment to many young people around Kahama.

“I have over 100 employees; some are working in the bags manufacturing factory and others at the rice milling factory. I owe all this to PASS Trust who shouldered my inability to meet the collateral that was being demanded by the bank,” said Mama Mageuzi.



Rehema Maharage Mwagao also known as mama Mageuzi poses for a photo with some of her staff at her premises in Kahama town during a recent visit by the agribusiness team.



A banana farmer in Bukoba

Government still giving priority to agriculture to boost economy

By Joyce Shebe

The year 2021 opens a new chapter for President John Magufuli's second term leadership tenure under the slogan 'Hapa Kazi Tu'.

His first term saw notable changes in different sectors, especially agriculture which is Tanzania's economic backbone. A lot more is expected to be done during the next five years.

The agro sector is the prime source of raw materials needed to prop up the agenda of an industrial Tanzania. Although most local farmers still use the hand hoe, they nevertheless produce tangible products and need to be backed up by serious plans mooted by experts.

Lack of quality seeds, modern farming tools and machinery, plus the vagaries of climate change, are among the challenges that still face Tanzanian farmers.

A good example is Kagera region which, 14 years ago, was invaded by a



A banana farmer in Bukoba

banana disease known as banana bacteria wilt (BBW) believed to have originated from Uganda.

It literally decimated banana plantations and impoverished many people. Banana is both a major staple food and commercial crop for the people of the region.

Although efforts have been done to fight the disease, it has continued to be a big social and economic threat to many households. The people of Kagera depend on one type of banana

known as Bukoba banana, a venerated traditional and cultural food.

Philibert Mwesiga, a Bukoba banana farmer, laments that his economic power has declined since his five-acre farm was severely attacked by the disease.

Another farmer, Hassan Rwamane-no, explains that the disease is unexplainable as it wilts the banana roots even during the rainy season.

But the fight against the disease has taken a new turn since government

ARTICLE



agricultural authorities launched an education campaign in order to prevent it from spreading further.

The campaign includes the provision of a new breed of banana stalks which have undergone what the experts call 'tissue culture'. Dr John Sariah, head of the Tanzania Agricultural Research Institute (TARI) at Maruku, says they have come up with a new method called banana agronomy in order to raise production.

He says the method is already showing positive results.

According to Kagera regional agricultural officer Lueso Baraka, farmers had started uprooting the bananas stalks and planting other crops as a replacement because of the BBW disease.

But the banana crop is picking up following the education campaign and

banana vendors at Bukoba town market attest that since 2018, sales have been going up.

"The availability of bananas has improved and the sales are good," says Ms Mariagoletta Sostenes, a banana vendor at the Bukoba town market.

Kagera regional commissioner Brigadier General Marco Gaguti has commended the efforts to raise banana production back to previous levels. Kagera now produces two million tons of banana per year.

But experts say despite the successes gained in combating the disease, it could resurface again if the farmers don't follow the advice of experts.

That being the situation in Kagera, in the southern region of Mtwara cashew nut is the major cash crop and the livelihoods of most farmers there depend on it.

According to regional commission-

er Gelasius Byakanwa, a campaign has been launched to revamp cashew nut production which was declining. He says in two consecutive seasons, 2017/2018 and 2018/2019, cashew nut production went down to 100,094 to 100,023 tons, respectively. "We intend to ensure that cashew farms are cleared and old trees replaced with a new breed of cashew trees in order to raise production," he says.

TARI Naliendele Centre supports the regional initiative to weed out old trees and provides the people with new breeds of cashew trees.

Officials of some primary co-operative societies (AMCOs), said some farms have been neglected for a long time and that through the campaign, the farm owners will be forced to clear them. RC Byakanwa has addressed farmers in most villages of the region and sought to involve the youth in the new drive to restore cashew farming in the region.

He has directed that all youths should own farms or risk being fined. The RC also said by 2023, all villagers

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“Emphasis has been on production of food and cash crops. Sisal farming which was carried out in more than five regions in the country was abandoned.

Prime Minister, Kassim Majaliwa

would be required to have tin-roof houses. He said the people should use the money earned from cashew nut sales to buy roofing sheets.

Prime Minister Kassim Majaliwa has also called on farmers to produce more using modern methods.

Speaking to sisal farming stakeholders in Tanga recently, the premier said since the fifth phase government came to power, it has emphasized on the improvement of agriculture at village levels.

“Emphasis has been on production of food and cash crops. Sisal farming which was carried out in more than five regions in the country was abandoned. We have decided to revamp it in order to save \$250 million currently being used to import packaging materials,” he said.

He said people who had given up hope, were unsure or afraid, should not fear investing in sisal farming as



The government has allocated funds to the tune of Tshs 700 million to be used in sisal research centres and that emphasis should be on indigenous seeds.

The Deputy Minister for Agriculture, Hussein Bashe

the government has committed itself to improving the farming environment.

The Deputy Minister for Agriculture, Hussein Bashe, told the meeting that the government has allocated funds to the tune of Tshs 700 million to be used in sisal research centres and that emphasis should be on indigenous seeds.

According to former minister for agriculture Japhet Hasunga, agriculture has over the years continued to be Tanzania’s economic development pillar.

In the past five years, agriculture has accounted for 17 percent of the gross domestic product. According to 2015 figures, the GDP rose from Tshs 25.2 trillion to Tshs 29.5 trillion in 2019. The agriculture sector accounted for five percent of employment. In 2018, it accounted for 28.2 percent of the GDP, while the food crop subsector contributed up to 16.2 percent.

In 2015 to 2019, the sector contin-



“We intend to ensure that cashew farms are cleared and old trees replaced with a new breed of cashew trees in order to raise production.

Regional Commissioner, Gelasius Byakanwa

ued to rise at an average of 5.2 percent, while the food crop sub-sector grew by an average of 5.8 percent.

It is reported that food security and nutrition have been a success in the last four years, including cash crops production. Availability of agriculture inputs, agro-processing industries, research and marketing, provision of extension services and training have also contributed to the success.

Other factors include good storage facilities, rising horticulture production; strengthening of the Grain and Mixed Crops Board, co-operatives, irrigation schemes, incorporation of more youths in agriculture, planned land use, good agriculture policies and establishment of a farmers’ database.

But the question is: Will all these strategies and achievements place Tanzania at the top of the agricultural production ladder Africa south of the Sahara at large?

ARTICLE

Ministry: Why we cancelled the 2021 NaneNane exhibitions

**By Agribusiness
Reporter**

NaneNane is one of the many vibrant public holidays in Tanzania. Held annually on August 8, the NaneNane fairs are a national event to recognize farmers' contributions to the Tanzanian economy. From August 1 onwards, agricultural mini-fairs are organized all over the country, culminating in the national holiday on August 8.

The exhibitions provide an opportunity for farmers and other agricultural stakeholders to exchange knowledge and business ideas. "I always look forward to NaneNane as this is the time I get to see new innovations that have been introduced in the agro market," says Filbert Kijazi, a farmer in Morogoro.

Each year on NaneNane, the important contributions of farmers to the Tanzanian economy are commemorated in regions across the Northern Zone, Southern Highlands and Lake Zone, among others. Companies, farmers, regional and local officials are drawn to see the latest developments and opportunities in the world of agriculture.

That is why the announcement by the Ministry of Agriculture cancelling 2021 NaneNane events caught most organizations by surprise.

"All activities related to this year's NaneNane celebrations have been cancelled and all the funds meant for this exercise have been re-directed to better improve agricultural extension services," read part of the statement

from Agriculture Minister Prof Adolf Mkenda.

Speaking to The Agribusiness Magazine in his office, the ministry's permanent secretary Gerald Kusaya opined that the NaneNane celebrations had lost their original meaning and therefore needed some reorganization.

"This day is meant to recognize the farmer and give him the opportunity to showcase innovations in crop production. Is this what happens at NaneNane currently? No. We have lost the original concept of the idea and now we want to go back and get it right," said Mr Kusaya.

The PS said it was unfortunate that the NaneNane exhibitions had been turned into avenues for also selling products that are unrelated to agriculture. He also noted that government delegations were manipulating the exhibitions making them look like government functions.

"These exhibitions are supposed to be farmer-based as opposed to government-based. So the sight of government officials flocking the venues and sitting as VIPs on the dais should not arise. We want this program to go back to the original intention," he said.

Speaking to journalists in Dodoma, minister Mkenda directed that all arrangements for this year's NaneNane festival should stop.

"There are people who have already started using government money in the name of preparing for the exhibitions. I am ordering that no government worker should take any per diem or time out to work on anything related to NaneNane," he asserted.

He said a ministerial task force has

been set up to review and evaluate the best way to improve the NaneNane event to ensure its productivity and sustainability.

"NaneNane exhibitions should not end with the announcement of the best crop or the best farmer. We need to see those exhibitions benefit the farmers at the grassroots level," Prof Mkenda added. The ministry further announced that extension services shall benefit from funds set aside for NaneNane. One of the measures being undertaken will be to ensure that all extension officers conduct field classes in their respective areas to equip farmers with essential farming skills.

Mr Kusaya told The Agribusiness Magazine that the country has a shortage of at least 10,000 extension officers which is affecting the development of agriculture in the country.

"Out of the required 17,000 extension officers, we only have 7,000.

This has made it very difficult for farmers to access necessary sensitization on best farming practices," he explained.

The PS however said the decision to halt this year's NaneNane celebrations was a temporary one and the festival is expected to continue from next year.

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*Agriculture Minister
Adolf Mkenda*



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NaneNane exhibitions should not end with the announcement of the best crop or the best farmer. We need to see those exhibitions benefit the farmers at the grassroots level.

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PICTORIAL



Dane Holdings staff in Dodoma display their locally made wine that has been penetrating the market recently.



Youths engaged in agribusiness in Manyara region pose for a photo after a long days work harvesting peas for sale.

PICTORIAL



Pawa Lufunga, PASS Trust Communications intern speaks to Former Prime Minister Mizengo Pinda during the Madirisha Women Conference



Agribusiness Editorial board members Ms. Joyce Shebe, Bob Karashani, Lucas Liganga, Philemon Lusekelo pose for a photo with former PASS MD Nicomed Bohay, writer Pawa Lufunga.

PICTORIAL



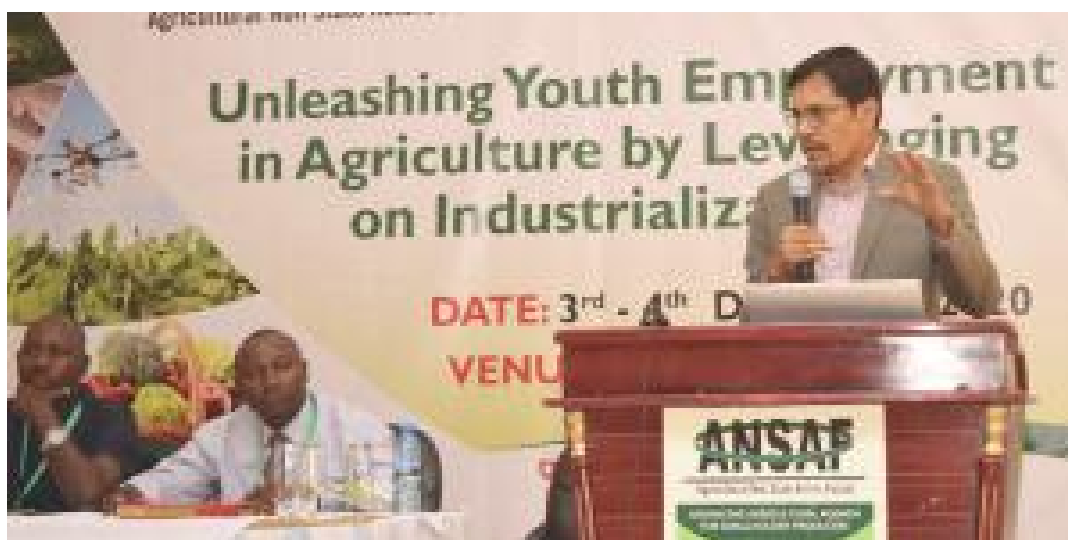
PASS Trust and NMB staff during a recent exhibition

Gatsby Africa's Business Advisor Devotha Tungu with Gatsby Africa's beneficiary Naseeb Mussa Yusuf of Kahama



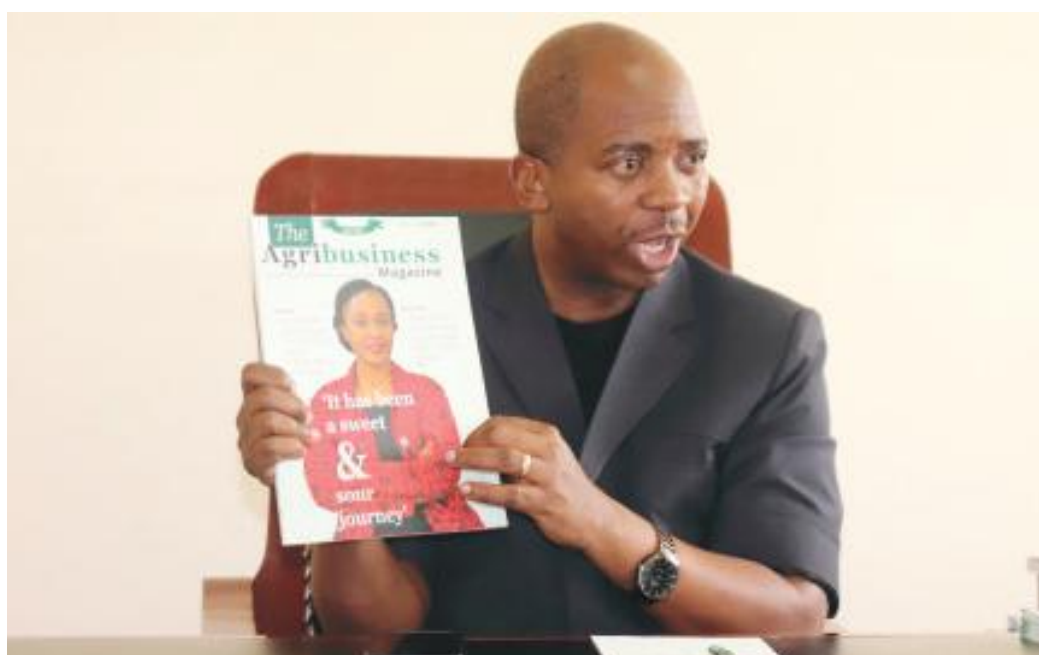
Former PASS MD Nicomed Bohay in consultation with Agriculture PS Gerald Kusaya and ANSAF CEO Audax Rukonge during the ANSAF Learning event organized in Dodoma

PICTORIAL



Director of the Agribusiness Innovation Centre Tamim Amijee leads a discussion during the ANSAF's 2020 Annual event held in Dodoma

Gatsby Africa's Business Development advisor Suleiman Shikimayi with Geita District Council DAIC Marik Athman



Manyara Regional Coordinator Joseph Mkirikiti displays a copy of the 2nd edition of the Agribusiness Magazine praising it for its professional content. The Agribusiness Magazine Turns One year since it began its circulation in March 2020.

PICTORIAL

Aisha Suleiman of Magin Ltd in Dodoma displaying Alizei oil produced by the company



Prime Minister Kassim Majaliwa (third from left) receiving a cheque of Tzs. 100 million for the fight against Corona virus from the Acting Director of NMB Bank, Ruth Zaipuna (fourth from left) Left is NMB Chief Customer Officer Alfred Shao and right is the Minister of Health, Development Society, Gender, Elderly and Children, Umyy Mwalimu.

Excited sugar cane farmers showing off their harvest



PICTORIAL



Rehema Abdul, an incubate at the Agribusiness Innovation centre tends to her tomatoes at her screen house

TARI's Director General Dr. Geoffrey Mkamilo (right) and 821KJ Bulombora farm manager, Major Godfrey Mwakabole (left) in jovial mood as they walk to inspect the production and development of improved commercial oil palm variety (Tenera) at Bulombora Military Camp.



PICTORIAL



Agricom CEO Angelina Ngalula with business partners and staff at her office in Dar es Salaam

A trader in Kondoia waiting for customers to purchase goat meat



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JOHN DEERE



**"REVOLUTIONISING FARMING IN TANZANIA THROUGH AFFORD-
ABLE AND ADAPTABLE MECHANISED SOLUTIONS"**

**"KUBADILISHA KILIMO NCHINI TANZANIA KUPITIA
SULUHISHO ZA BEI RAHISI NA ZINAZOWEZA KUBADILIKA"**