



IMPLEMENTATION PROGRESS REPORT



On
Organic Ginger Certification and Value Chain Sub-Sector at Same District of
Kilimanjaro Region and Songea Region-Tanzania.

Funded by:

Implementing Partners.



2018-2019

1.0. BACKGROUND INFORMATION:

Tanzania Farmer's Productivity and Development Organization (TAFAPDO) is implementing the Capacity building, Global Marketing Infrastructure, Value Addition and Rural Finance Support Programme (CBGMIRF), which is a five years Programme (2015-2020). The Programme is upscaling the best practices organic farming, modern agricultural farming, safety and quality assurance and the lessons drawn from Agricultural Marketing Systems Development Programme (AMSDP) and Rural Finance Services Programme (RFSP). The Programme focus on improving access to financial and marketing services for the rural economically active poor while emphasizing on financial and commercial viability and sustainability in the support of the beneficiaries.

1.1. Goal and Objective.

The overall goal of the Programme is to introduce modern organic farming; capacity building, global market link and awareness creation which will help in reduce rural poverty and accelerate economic growth on a sustainable basis in line with the framework of national development strategies including MKUKUTA/MKUZA, ASDP, ATI, KILIMO KWANZA and SAGGOT). The Programme objective is to enhance the income and food security of the target group through access of poor rural households to broad range of financial services, coupled with the necessary capacity building and linkages to markets

1.2. Projects Beneficiaries:

The targeted beneficiaries include the smallholder producer groups, processors, marketing associations, trade development organizations, grassroots microfinance, and finance institutions. The benefits expected from the Programme include improved market opportunities and increased value addition for the targeted commodities, resulting in increased incomes of the participating smallholder households. These benefits will primarily result from:

- (i) Improved access to services, global markets and information;
- (ii) Reduced transaction costs;
- (iii) Increased output and productivity;
- (iv) Enhanced food safety;
- (v) Reduced post-harvest losses;
- (vi) Improved product quality and increased producer (farm gate) prices; and
- (vii) Improved economies of scale.

1.3. The Assignment:

To provide market-oriented capacity building services to groups of Ginger, (subsector) producers, processors and marketing associations in Six wards, of Mamba Myamba, Mpinji, Bwambo, Lugulu, Bombo and Vuje in Same District Council Kilimanjaro Region and Songea Region Tanzania.

1.4. The Objective of the Assignment.

To strengthen 1,400 members of producer groups, processors and marketing associations comprising of 30 - 40 members into viable economic groups equipped with skills and technologies required for sustainable and profitable access to inputs and outputs markets.

1.4.1. The specific objectives are;

- To strengthen the organizational and technical capacities of existing/newly established producer groups and processors groups,
- To equip the producers/processors groups and marketing groups with necessary post-harvest management technologies and skills for undertaking value addition initiatives,
- To improve producers, processors and marketing groups access to market information
- To facilitate forward and backward market linkages.
- To promote the participation of producers and marketing groups in Warehouse Receipt System. (WRS), smart farming, the use of Agriculture management information system (AMIS), and promote the need of having micro insurance (MI).
- To enhance access of producers, processors and marketing groups to financial services.

1.5. Scope of Work.

The assignment requires the Service Provider to use value chain framework to develop the primary beneficiary of selected subsector value chain focusing on organizational strengthening, value chain upgrading, partnership development and value chain ownership.

1.5.1. Specifically the SP shall do the following:

- Evaluate the focal area and develop subsector value chain partnerships
- Strengthen the capacities of primary beneficiary to pursue profitable market opportunities
- Facilitate input & output market access for producers, processors and marketing groups
- Facilitate producer groups, processors and marketing associations to access financial services.
- Facilitate the primary beneficiary to access market information
- Scale –up the best practices
- Promote learning and sharing of information among producers, processors and marketing groups
- Monitor and evaluate the performance of primary beneficiaries towards agreed goals and objectives

1.6. Expected Output.

The overall expected output is producers, processors and marketing groups with improved organizational, technical capacities and access to market information, technologies and tools for exploiting market opportunities.

1.6.1. The specific outputs shall include but not limited to:

- Capacity of producer groups, processors, and marketing associations strengthened.
- Replicable input/output market linkage for producer groups, processors and marketing associations facilitated.
- Business and technological capacities of agro-processors strengthened
- Capacity of producer groups, processors, and marketing associations to access, generate, share market information enhanced.
- Smallholder producer capacity to participate in WRS developed.
- Access to financial services/credit for primary beneficiary improved.

1.0. INTRODUCTION

The Programme – Capacity Building, Global Marketing Infrastructure, Value Addition and Rural Finance Programme (CBGMIRF) is a follow-up to the need of ITC on ginger production in Tanzania, need of global market for ginger producers in Tanzania(i.e Mamba Ginger growers cooperative union at Same –Kilimanjaro, Afro Agriculture community Group ,Songea and Kilosa Ginger Farmers at Kilosa Morogoro and the need for organic ginger from some of Trade and Herb spice mission to Tanzania 2016 delegates i.e High Quality Organic (HQO) From USA,AKO Spices and Kagan spices all from Nertherlands in which TAFAPDO successfully achieved its important role on its development objectives in increasing the capacity building programs, infield trainings, awareness creation programe to ginger farmers, global market link, value adding and supply chain management and Quality Assurances in result it increase volume and quality of goods produced, the use of modern agricultural farming, increase use of organic manures, increase use of safety and quality assurance procedures ,increase producers income and increased price of farmers produce and districts' revenue collection.

The overall goal of (CBGMIACRF) Programme is to reduce rural poverty and accelerate economic growth on a sustainable basis in line with the framework of national development strategies of Tanzania including Big Results Now (BRN), NSGRP/ZSGRP I & II, ASDP I & II, ATI, KILIMO KWANZA, INDUSTRIALIZATION DEVELOPMENT and SAGGOT.

In Same District, the programme aims to strengthen the capacities of ginger producers, processors and marketing associations through their groups with skills and technologies required for improving their access to inputs and outputs markets for their produce.

This project is being implemented in six wards of Myamba, Bwambo, Mpinji, Lugulu, Bombo and Vuje covering 21 villages.

The assignment to TAFAPDO was to provide market-oriented capacity building services, organic ginger certification, infield training, awareness creation and provision of entrepreneurship skills to groups of Ginger, (subsector) producers, processors and marketing associations in six wards of Myamba, Bwambo, Mpinji, Lugulu, Bombo and Vuje covering 21 villages, Same District Council.

The objective of the assignment was to strengthen 1,400 members of producer groups, processors and marketing associations comprising of 30 - 40 members into viable economic groups equipped with skills and technologies required for sustainable and profitable access to inputs and outputs markets. The specific objectives are;

- (i) To strengthen the organizational and technical capacities of existing/newly established producer groups and processors groups,
- (ii) To equip the producers/processors groups and marketing groups with necessary post-harvest management technologies and skills for undertaking value addition initiatives,
- (iii) To improve producers, processors and marketing groups access to market information.
- (iv) To facilitate forward and backward market linkages.
- (v) To promote the participation of producers and marketing groups in Warehouse Receipt System (WRS),
- (vi) To enhance access of producers, processors and marketing groups to financial services.

The benefits expected from the Programme include improved global market opportunities and increased value addition for the targeted commodities, resulting in increased incomes of the participating smallholder households. These benefits will primarily result from:

- (i) Improved access to services, markets and information;
- (ii) Reduced transaction costs;
- (iii) Increased output and productivity;
- (iv) Enhanced food safety;
- (v) Reduced post-harvest losses;
- (vi) Improved product quality and increased producer (farm gate) prices; and
- (vii) Improved economies of scale.

However smallholder producer face a number of market-related challenges includes the low quantity and quality of produce, poor access to value addition skills, postharvest technologies and market information, TAFAPDO use the rationale of the Producer Empowerment and Global Market Linkage sub-component organized farmers into groups so they can pool together their skills and financial resources to acquire new technologies, learn new skills, and improve the quality and quantity of their produce so as to improve their bargaining power in the market

2.0 PROJECT EXPERIENCES:

The project intends to significantly transform livelihoods of smallholder farmers in the district by addressing identified constraints:

- Strengthen farmers' institutions,
- Develop innovations along the ginger value chain,
- Improve access to production inputs,
- Increase production of ginger for markets among smallholder farmers,
- Improve access to markets for increased incomes,
- Promote use of post-harvest technologies,
- Track, document and disseminate project achievements, successes and challenges for wider uptake by development practitioners in Same District and other national wide.

3.0. The Organization

Tanzania Farmer's Productivity and Development Organization (TAFAPDO) is a non-profit company (company by guarantee) based in Arusha formed in 2014 by this time it was known as Tanzania Farmer's Productivity and Development Association (TAFAPDA) by considering the role played by **TAFAPDA** to the society as well to the community then the Government advised to change the name to **TAFAPDO** which officially changed on 8th Dec 2016, The main focus is To promote farmer's and youth to improve their living standards by ensuring sustainable access to markets for rural women, youth and men of Rural Tanzania. This is implemented by the application of the effective "**TAFAPDO 10-Steps Market Linkage Approach**" to linking smallholder farmers to markets through Value Chain Development. The market linkage approach has been well-tested and approved for credibility; and it has been documented in 8 training modules. The 8 modules can be applied in flexible manner depending on the development level of the target communities.

We mainly target the market segment of clients in need to transform market linkages between smallholders and agribusinesses like processors at local, regional and international level to achieve more profitable sustainable businesses. The Organization also offers a range of demand driven capacity building trainings for Access to global Markets in a holistic manner such as Farmer Groups Organizational & Development, Value Chain Development, Supply Chain Development, Business Awareness (Entrepreneurial Skills), Market Research, Farm Planning, Record Keeping, Good Governance, Access to Microfinance, Technological development, Farming as Business, Contract farming and technical/agronomic capacities in agriculture to ensure quality and quantity production.

The vision and mission statements

The identity of TAFAPDO is founded upon stated vision and mission and the embedded values.

a) Vision

The **TAFAPDO** vision is "To be a trusted & leading player with pragmatic approach in agri input , services, product distribution , consultancy and agri solutions provider by educating farmers on minimizing their cost of cultivation without compromising on quality & yield through maximum utilization of available farming resources

b) Mission

TAFAPDO's mission is "to render effective and efficient agricultural economic services to clients in the developing agricultural sector of the economy in Tanzania and other African countries while ensuring sustainable environment".

c) TAFAPDO Values

TAFAPDO believes on the following main values:

- Commitment
- Humility.
- Respect
- Stewardship.
- Transformation.

INSTITUTIONAL DEVELOPMENT – CAPACITY BUILDING

Na.	DETAILS	TARGET	ACTUAL	% ACTUAL
1	Group formation	42	40	95%
2	Group Membership	1,400	2,974	212%
3	Male Members	1,260	2,126	169%
4	Women Members	140	848	605%
5	Registration	42	35	83%
6	Groups with Production and Marketing Plan	42	40	95%
7	Groups with Business Plan	42	0	0%

INSTITUTIONAL DEVELOPMENT - RESULTS

SN	THEMATIC AREA	GROUPS	RESULTS Brief DESCRIPTION
1	Organizational Development	60	<p>32 and 28 farmers old groups out of 42 targeted formed and capacitated on democratically elected leaders.</p> <ul style="list-style-type: none"> ➤ 35 Ginger farmers groups (83%) out of 42 Registered. ➤ 15 Ginger farmers groups (12.5%) registration is in the process to acquire certificates. ➤ 1 Bankable Business Plan to AMCOS was developed. ➤ 40 Action plans were developed for smallholder producer groups at the project areas.
2	Access to financial services	5	<ul style="list-style-type: none"> ➤ Mwanga Community Bank has started supporting 5 smallholder producer groups on opening bank account as the first step to have loans facilitations. ➤ Vision Fund Tanzania is looking on the way to invest in the 40 ginger producer groups.
3	Market information services (MIS)	1	<ul style="list-style-type: none"> ➤ One (1) Unit of Market Information System has been installed at Mamba Myamba AMCOS at Mamba Myamba Offices ➤ The training and how to use the MIS is ongoing process. ➤ Establishment of 12-collection ginger centres. ➤ Formation of 12 Village Ginger Marketing Committee.
4	Input-Output market access	40	<ul style="list-style-type: none"> ➤ The calendar year, 2014/2015, 6,320,000 kg (6,320 tone) of ginger produced and marketed was worth Tshs: 9,360,000,000 were sold. ➤ The calendar year, 2015/2016, 8,800,000 kg (8,800 tone) of ginger produced and marketed worth Tshs: 16,000,000,000. ➤ The calendar year 2016/2017, 12,500,000(12,500 tone) of ginger produced and is on process.

INPUT ACCESS - SEEDS

SN	PRODUCTION				SEEDS SOLD TO THE PRODUCER SUPPORTED UNDER PEML				
	CALENDAR YEAR	GROUP	ACRAGE (Ha)	REQUIREMENT (Kg)	SUPPLIER AGRO-DEALER	PRODUCT Ginger (Kg)	UNIT PRICE (TZS)	VOLUMES (Kg)	TOTAL VALUE (TZS)
1	2014/2015	22	790	505,600	Farmers Farm Trial	126,400	150,000	100	189.600,000
2	2015/2016	40	1100	704,000	Farmers Farm Trial	176,000	150,000	100	264,000,000
3	2016/2017	40	1250	800,000	Farmers Farm Trial	200,000	150,000	100	300,000,000

INPUT ACCESS - FERTILIZER

SN	PRODUCTION				FERTILIZER SOLD TO PRODUCER SUPPORTED UNDER PEML				
	CALENDAR YEAR	GROUP	ACRAGE (Ha)	REQUIREMENT (Bags)	SUPPLIER AGRO-DEALER	PRODUCT Ginger (Kg)	UNIT PRICE (TZS)	VOLUMES (Kg)	TOTAL VALUE (TZS)
1	2014/2015	22	790	31,600	Local agro suppliers	8,000	6,000	bags	189,600,000
2	2015/2016	40	1100	44,000	Local agro suppliers	8,000	6,000	bags	264,000,000
3	2016/2017	40	1250	50,000	Local agro suppliers	8,000	6,000	bags	300,000,000

INPUT ACCESS– FINANCIAL SERVICES

SN	CALENDAR YEAR			LOANS GIVEN TO THE PRODUCER SUPPORTED UNDER TAFAPDO GLOBAL MARKET LINK PROGRAMME (TZS)							
				PRODUCER		PROCESSOR		AMCOS		SACCOS	
	CALENDAR YEAR	LENDING INSTITUTION	GROUP	AMOUNT TZS (000)	GROUP	AMOUNT TZS (000)	GROUP	AMOUNT TZS (000)	GROUP	AMOUNT TZS (000)	TOTAL TZS (000)
1	2014/2015	-	0	0	0	0	0	0	0	0	0
2	2015/2016	-	0	0	0	0	0	0	0	0	0
3	2016/2017	Mwanga Bank	4	0	0	0	0	0	0	0	0

OUTPUT ACCESS – PRODUCE/PRODUCT

SN	CALENDAR YEAR				PRODUCE SOLD TO THE MARKET BY THE PRODUCER SUPPORTED UNDER TAFAPDO GLOBAL MARKET LINK PROGRAME(TGMLP)				
					BUYER(S) LEAD FIRM	PRODUCT Ginger (Kg)	UNIT PRICE	VOLUMES (Kg)	TOTAL VALUE TZS (000)
	CALENDAR YEAR	GROUPS	ACRAGE (Ha)	PRODUCTION (Kg)					
1	2014/2015	22	790 Ha	6,900,000	Local Buyers	6,320,000	1,800	100	9,360,000,000
2	2015/2016	40	1100 Ha	9,600,000	Local Buyers	8,800,000	2,000	100	17,600,000,000
3	2016/2017	40	1250 Ha	20,600,000	Local /Foreign	12,500,000	1,200	260	Still harvesting
4	2017/2018	48	1,335Ha	Still harvesting	-	-	-	-	-



One of the village bulking and marketing centres at Mpinji village.



Photo a lorry been loaded at project area for Dare Salaam markets.



Fresh ginger ready to be processed at Mamba Myamba Factory



**Prepared Ginger farm for
2016/2017 season**



**Ginger farm plots for the
production of 2016/2017 season**



**Participants during post
harvesting management at
Bombo ward.**