



FEED THE FUTURE

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



FEED THE FUTURE TANZANIA MBOGA NA MATUNDA

Quarterly Report #2

July 1 - September 30, 2017

Annual Report #1, FY 2017

January 19 – September 30, 2017



USAID
FROM THE AMERICAN PEOPLE

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Feed the Future Mboga na Matunda (FTFT-MnM)

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Cover photo: Members of Nufaika 2 Farmers group in Nundwe village, Mufindi District in Iringa plant Irish potatoes using good agricultural practices. Improved practices include land preparation, raised beds, drip irrigation, planting markers for proper planting density, and seed sprouting for increased production of tubers.

All photos by Fintrac Inc.

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List of Acronyms

| | |
|---------|---|
| CBO | Community Based Organization |
| CIRIS | Client Impact & Results Information System |
| COP | Chief of Party |
| COR | Contracting Officer's Representative |
| CRM | Climate Risk Management |
| C&F | Credit and Finance |
| DCOP | Deputy Chief of Party |
| DO | Development Objective |
| EMMP | Environmental Mitigation & Monitoring Plan |
| EMMR | Environmental Mitigation & Monitoring Report |
| ENGINE | Enabling Growth through Investment and Enterprise |
| EOI | Expression of Interest |
| ERF | Environmental Review Form (USAID/Africa Bureau) |
| FI | Financial institution |
| FTF | Feed the Future |
| FTFT | Feed the Future Tanzania |
| FY | Fiscal Year |
| GAP | Good Agricultural Practice |
| GMO | Genetically Modified Organism |
| GoT | Government of Tanzania |
| GPS | Global Positioning System |
| GUC | Grants Under Contract |
| HOSTI | Horticultural Sector Transformation Initiative |
| ICL | Israel Chemicals Limited |
| IEE | Initial Environmental Examination |
| IP | Implementing Partner |
| IR | Intermediate Result |
| LGA | Local Government Authority |
| LOP | Life of Project |
| M&E | Monitoring & Evaluation |
| MBNP | Mwanzo Bora Nutrition Project |
| MEL | Monitoring, Evaluation and Learning |
| MEO | Mission Environmental Officer (USAID) |
| MFI | Microfinance Institution |
| MnM | Mboga na Matunda |
| MSME | Micro, Small, and Medium Enterprises |
| NEI | Natural Extracts Industry |
| NGO | Non-governmental organization |
| PERSUAP | Pesticide Evaluation Report-Safe Use Action Plan |
| PPE | Personal Protection Equipment |
| PTC | Practical Training Center |
| REA | Regional Environmental Advisor (USAID) |
| SACCO | Savings and Credit Cooperative |
| SAGCOT | Southern Agricultural Growth Corridor of Tanzania |

| | |
|--------|--|
| SAIEL | Sai Energy Limited |
| SILC | Savings and Internal Lending Community |
| STTA | Short-term technical assistance |
| SUAP | Safe Use Action Plan |
| TA | Technical Assistance |
| TAHA | Tanzania Horticulture Association |
| TAPP | Tanzania Agriculture Productivity Program |
| TGT | Tanzania Gatsby Trust |
| TIS | TAHA Information System |
| TOSCI | Tanzania Official Seed Certification Institute |
| TRA | Tanzania Revenue Authority |
| USAID | United States Agency for International Development |
| USG | United States Government |
| VICOBA | Village Community Bank |
| VSO | Volunteer Services Overseas |
| ZEEF | Zanzibar Economic Empowerment Fund |
| ZOI | Zone of Influence |

I. ACTIVITY OVERVIEW/SUMMARY

| | |
|---|--|
| Activity Name: | Feed the Future Tanzania Mboga na Matunda |
| Activity Start Date: | January 19, 2017 |
| Activity End Date: | January 18, 2021 |
| Name of Prime Implementing Partner: | Fintrac Inc. |
| Contract Number: | AID-621-C-17-00001 |
| Name of Subcontractors/ Sub awardees: | The Tanzania Horticultural Association (TAHA) |
| Major Counterpart Organizations | |
| Geographic Coverage (Districts, Regions and or Zanzibar) | Morogoro, Iringa, Songwe, and Mbeya Regions (Part of the Southern Agricultural Growth Corridor of Tanzania (SAGCOT); and Zanzibar islands of Unguja and Pemba. |
| Reporting Period: | January 19, 2017- September 30, 2017 |

I.1 Executive Summary

The Feed the Future Tanzania Mboga na Matunda Activity (FTFT-MnM) is a four-year initiative (January 2017-January 2021) funded by the United States Agency for International Development (USAID).

The purpose of FTFT-MnM is to increase the productivity and profitability of horticulture value chains while integrating large numbers of women and youth, and improving the nutritional status of Tanzanians. The activity will achieve this by:

- Scaling nutrition-sensitive improved technologies and practices that lead to increased productivity of women, men, and youth;
- Scaling market system models that serve as platforms for technology scaling, while enabling women, men, and youth, to access resources needed to improve productivity and profitability; and
- Strengthening the overall capacity of the horticulture subsector through investments all along the value chain.

The geographic scope of FTFT-MnM encompasses the Southern Agricultural Growth Corridor of Tanzania (SAGCOT), inclusive of Morogoro, Mbeya, Songwe, Iringa, and the Zanzibar Islands of Unguja and Pemba.

The activity will use a value chain approach to scale good agricultural practices, technologies, and nutrition education. Interventions will encourage the adoption of innovations at the farm level, and efficient business models at the market level will create a more broad-based distribution of benefits all along the chain.

Through a facilitation approach, the activity will leverage the resources, relationships, and investments of the local market system, including the private and public sectors and civil society, to increase smallholder productivity and market system profitability of the horticulture sector.

Over the life of the activity, FTFT-MnM will benefit more than 40,000 rural households by effectively transferring technology and business skills to farmers, attaining sustainable increases in rural incomes, and enhancing institutional capacity in the public and private sectors.

With strategic plans, staffing, office setup, and logistics completed during the previous quarter, the FTFT-MnM team had its first full quarter of implementation on the ground. Activities carried out in the present quarter have focused on sensitization of farmer groups and horticulture stakeholders on the FTFT-MnM activity; recruitment of the first groups of beneficiaries; surveying of horticulture value chain actors in the zone of influence, setting up of reporting mechanisms for monitoring and evaluation; finalization of negotiations with prospect partners and submission of request for to USAID; initial trainings on modern farming practices and nutrition awareness, preparations for the setup of demonstration plots across all of the FTFT-MnM zone of influence; and coordination meetings with local government authorities and institutions involved in the horticulture sector.

This is the second quarterly report and it gives an account of activities and results from July 1, 2017 – September 30, 2017. As this report aligns with USAID’s fiscal year, it also presents FY 2017 targets and actuals, highlighting progress and milestones in implementation, details engagement with smallholder farmers and partners, identifies challenges encountered and provides a strategic outline of interventions being made to achieve the overall program goals.

I.2 Summary of Results to Date

This is FTFT-MnM’s first annual report, covering its first eight months of operation. The activity started implementation after its post-award debriefing in mid-February 2017. Select results to date include:

Rapid Startup: All key personnel were hired by the end of March, and all other top management positions were completed by May. As of September 30, a total of 69 staff have been hired, trained and fielded, which represents 96 percent of total activity staff. FTFT-MnM’s two main offices (Dar es Salaam and Iringa) were established by March. Field offices in Morogoro, Mbeya, and Zanzibar were established by July. All offices are fully functional with office equipment, internet, security, PO Box, etc.

Households Benefitted by the FTFT-MnM activity: The activity is exceeding its outreach goal of benefitting 1,950 households by the end of the fiscal year. A total of 4,080 households are currently benefitting from the activity. This is 109 percent more than the expected target. This large initial outreach was due in part to the good collaboration from local government authorities (LGAs) who provided useful information regarding farmer groups and production clusters in their districts, wards, and villages.

Sub-Purpose 1: Scaling nutrition-sensitive improvements in smallholder productivity

- FTFT-MnM largely completed farmer group selection in the final quarter of FY17 and began its technical support to farmers. A total of 4,750 farmers were trained on good agricultural practices (GAPs) by the end of September. The target for individuals trained was exceeded by 44 percent.
- Through FTFT-MnM’s Grants Under Contract Mechanism, an initial group of three inputs companies (Balton, Syngenta, and ICL) will initiate partnership implementation during the first quarter of FY 2018.
- Due to the early sensitization work FTFT-MnM did with LGAs, there has been strong support from government extension agents in the districts. In addition to helping identify farmer groups, they have been actively participating in the weekly visits and technical assistance to farmers. To date, over 50 extension workers are working in close collaboration with the activity’s field personnel.
- During the present reporting period, FTFT-MnM conducted 48 training events geared towards increasing knowledge and use of horticultural products for improved nutrition. A total of 846 people have participated in these trainings, where 56 percent of attendants have been women.

FTFT-MnM's Nutrition and Social Inclusion Specialist received a "mobile kitchen" in August. Since they received the equipment, 26 cooking demonstrations have been conducted. In addition to explaining the benefits of select nutritive crops, demonstration participants are presented with cooking methods and recipes for dishes they can easily prepare at their homes.

Sub-Purpose 2: Increasing the profitability of horticulture market systems and trade

- FTFT-MnM has captured significant interest in the ZOI. Initial expectations were to have 100 for-profit enterprises or producer groups receiving assistance from the activity. At the close of FY 2017, 185 for-profit enterprises or producer groups are receiving FTFT-MnM assistance, exceeding the target by 85 percent.
- A total of 580 farmers have been trained on market-led production and market specifications.
- FTFT-MnM will start implementation with seven partners in October 2017. These approved partnerships include three input providers (Balton Tanzania Limited, Syngenta, and Israel Chemicals Limited (ICL)), two processors (Natural Extracts Industries (NEI) and Sai Energy Limited (SAIEL)), and two finance institutions (Tanzania Gatsby Trust (TGT) and Zanzibar Economic Empowerment Fund (ZEEF)). Together, these partners will help address constraints including access to high quality inputs, access to finance, access to output markets, and increased value addition.
- Technical discussions on market standards were held with some of the buyer unions. Based on these meetings, FTFT-MnM marketing specialists drafted market standards for a number of key crops. These draft standards will be reviewed for adoption next quarter at planned working group meetings consisting of buyers, traders, and farmer representatives.

Sub-Purpose 3: Strengthening the capacity of local systems linked to horticulture

- FTFT-MnM has established coordination mechanisms with LGAs through meetings and discussions with the Regional/District Administrative and Agriculture officers.
- FTFT-MnM has also established a stakeholder database, which collects various information on private sector and government stakeholders who are actively participating in the horticulture value chain in the five activity regions. To date, the database has 374 registered stakeholders, including 203 marketing channels (buyers), 30 finance institutions, 77 input providers, and 23 government entities or officials. The database is loaded in the Epicollect 5 app, which includes a mapping function that supports the development of local networks and value chain initiatives.
- Five Partnership Alliance Funds are in the final stages of approval (SAI Energy Limited, Balton Tanzania Limited, Syngenta, Israel Chemicals Limited, and Natural Extract Industries). These are expected to start in the next quarter. These partnerships will contribute to number of activity targets, including improving the input supply systems, scaling access technologies, and increasing access to markets.
- The first Technology Fund was submitted during FY 2017 to promote modern farming technologies through demonstration plots. Installation of more than 100 demonstration plots is currently underway in all regions where FTFT-MnM is operating.
- Two financial institutions were selected as grants recipients under the access to finance expansion fund—both are based in Zanzibar. Partners who will begin implementation next month include ZEEF and TGT. Through these partnerships, more than 800 smallholder farmers and off-farm businesses in the horticulture value chain will gain access to credit to expand and upgrade their operations.

| Indicators | Reporting Frequency | FY 2017 Annual Target | Q3 | Q4 | Achievement FY 17 | Percent Achieved FY17 | LOP Target | LOP Achievements to Date | LOP Percent Achieved | Unit |
|--|---------------------|-----------------------|----|-------|-------------------|-----------------------|------------|--------------------------|----------------------|-------------|
| Purpose: Increase the productivity and profitability in horticultural value chains | | | | | | | | | | |
| Number of households benefiting directly from USG assistance under Feed the Future (Standard) | Quarterly | 1,950 | 35 | 4,045 | 4,080 | 209% | 40,000 | 4,080 | 10% | Households |
| Sub-purpose 1: Scale nutrition-sensitive improvements in smallholder productivity, while integrating large numbers of women and youth | | | | | | | | | | |
| Number of farmers and others who have applied improved technologies or management practices with USG assistance (Standard) | Annually | 0 | - | - | N/A* | - | 36,000 | 0 | - | Farmers |
| Number of hectares of land under improved technologies or management practices with USG assistance (Standard) | Annually | 0 | - | - | N/A* | - | 35,114 | 0 | - | Ha |
| Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (Standard) | Quarterly | 3,300 | 61 | 4,708 | 4,750 | 144% | 60,000 | 4,693 | 8% | Individuals |
| Percentage of female direct beneficiaries of United States Government nutrition-sensitive agriculture activities consuming a diet of minimum diversity (Standard) | Annually | 62 | - | - | N/A* | - | 67 | - | - | Percent |
| Total quantity of targeted nutrient-rich value chain commodities produced by direct beneficiaries with United States Government assistance that is set aside for home consumption (Standard) | Annually | 24.34 | - | - | N/A* | - | 1,272.29 | - | - | Mt |
| Sub-Purpose 2: Increase the profitability of horticulture market systems and trade, while deepening the depth & breadth of benefits to women & youth | | | | | | | | | | |
| Value of small-holder incremental sales generated with Feed the Future implementation (Standard) | Annually | 0 | - | - | N/A* | - | 73.17 | - | - | USD Million |
| Number of farmers that have been verified to meet market standards (Custom) | Annually | 0 | - | - | - | - | 5,000 | - | - | Farmers |
| Value of agricultural and rural loans as a result of USG assistance (Standard) | Annually | 0 | - | - | - | - | 7 | - | - | USD Million |

| Indicators | Reporting Frequency | FY 2017 Annual Target | Q3 | Q4 | Achievement FY 17 | Percent Achieved FY17 | LOP Target | LOP Achievements to Date | LOP Percent Achieved | Unit |
|---|---------------------|-----------------------|----|-----|-------------------|-----------------------|------------|--------------------------|----------------------|---------------|
| Number of for-profit private enterprises, producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG food security-related organizational development assistance (Standard) | Quarterly | 100 | - | 185 | 185 | 185% | 1,375 | 185 | 14% | Organizations |
| Value of new private sector capital investment in the agriculture sector or food chain leveraged by Feed the Future implementation (Standard) | Annually | 0.25 | - | - | 0 | 0% | 7.56 | 0 | 0% | USD Million |
| Sub-purpose 3: Strengthen the capacity of local systems linked to horticulture | | | | | | | | | | |
| Number of public-private partnerships formed as a result of USG assistance | Annually | 10 | - | - | 0 | 0% | 25 | 0 | 0% | Partnerships |
| Number of public and private entities engaged in policy coordination mechanisms (Custom) | Annually | 10 | - | - | 0 | 0% | 50 | 0 | 0% | Entities |
| Number of agricultural and nutritional enabling environment policies analyzed, consulted on, drafted or revised, approved and implemented with USG assistance (Standard) | Annually | 2 | - | - | 0 | 0% | 15 | 0 | 0% | Policies |
| Cross-Cutting Themes | | | | | | | | | | |
| Percent of women in leadership positions in producer organizations (Custom) | Annually | 47 | - | - | 47 | - | 50 | 47 | 94% | Percent |

| Indicators | Reporting Frequency | FY 2017 Annual Target | Q3 | Q4 | Achievement FY 17 | Percent Achieved FY17 | LOP Target | LOP Achievements to Date | LOP Percent Achieved | Unit |
|--|---------------------|-----------------------|----|----|-------------------|-----------------------|------------|--------------------------|----------------------|---------|
| Percent of youth in leadership positions in producer organizations (Custom) | Annually | 38 | - | - | 38 | - | 38 | 38 | 100% | Percent |
| Number of people using climate information or implementing risk reducing actions to improve resilience to climate change as supported by USG assistance (Standard) | Annually | 0 | - | - | N/A* | - | 30,000 | - | - | People |

+ – Indicates that targets will be finalized with USAID during Q1 of FY 2018

* – Indicates that these indicators are assessed during annual survey efforts, which were not completed for FY17 due to the timing of the activity's start up.

I.3 Evaluation/Assessment Status and/or Plans

There are no evaluation/assessments to report on or are planned for this quarter.

2. ACTIVITY IMPLEMENTATION PROGRESS

2.1 Progress Narrative

The Results Framework

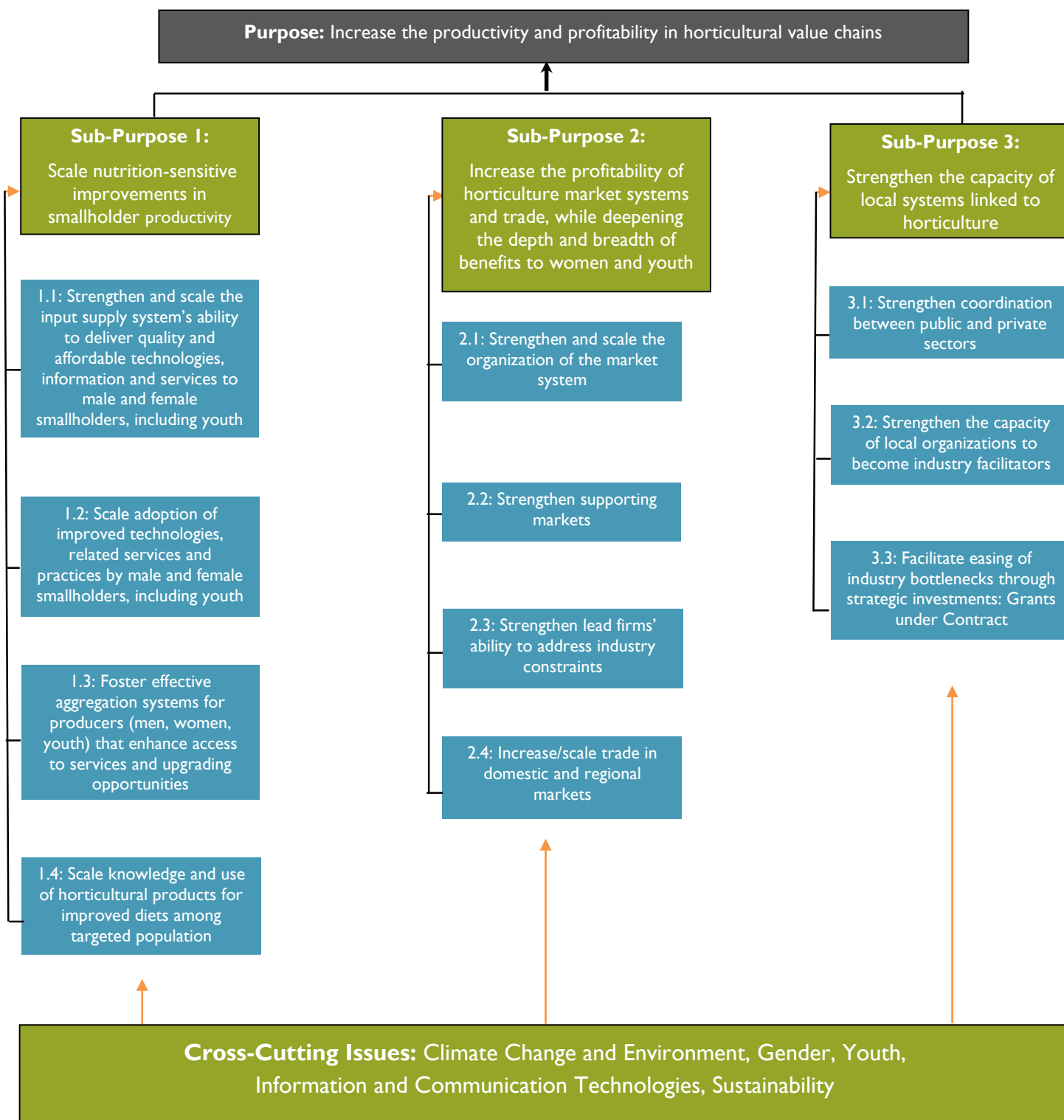
As described in the Results Framework illustration (Figure 1), the purpose of FTFT-MnM is to increase the competitiveness and inclusiveness of the horticulture subsector, while improving the nutritional status of Tanzanians. This will be achieved by:

- Sub-Purpose 1: Scaling nutrition-sensitive improvements in smallholder productivity.
- Sub-Purpose 2: Increasing the profitability of horticulture market systems and trade.
- Sub-Purpose 3: Strengthening the capacity of local systems linked to horticulture.

Overall, FTFT-MnM is on target to meet most of its life of activity (LOP) objectives, despite slight delays in select activities, such as delivery of vehicles for activity implementation, which resulted in delayed hiring and deployment of the field team, and longer than expected negotiation timelines with prospective partners. Additionally, after some strategic analysis for FY 2018, some targets, such as number of partnerships and policy reforms will be reviewed and discussed with USAID. FTFT-MnM will make up for this lost time in the first part of FY 2018 and is projected to meet FY 2018 targets.

This section reports on the progress for each of the activity's sub-purposes.

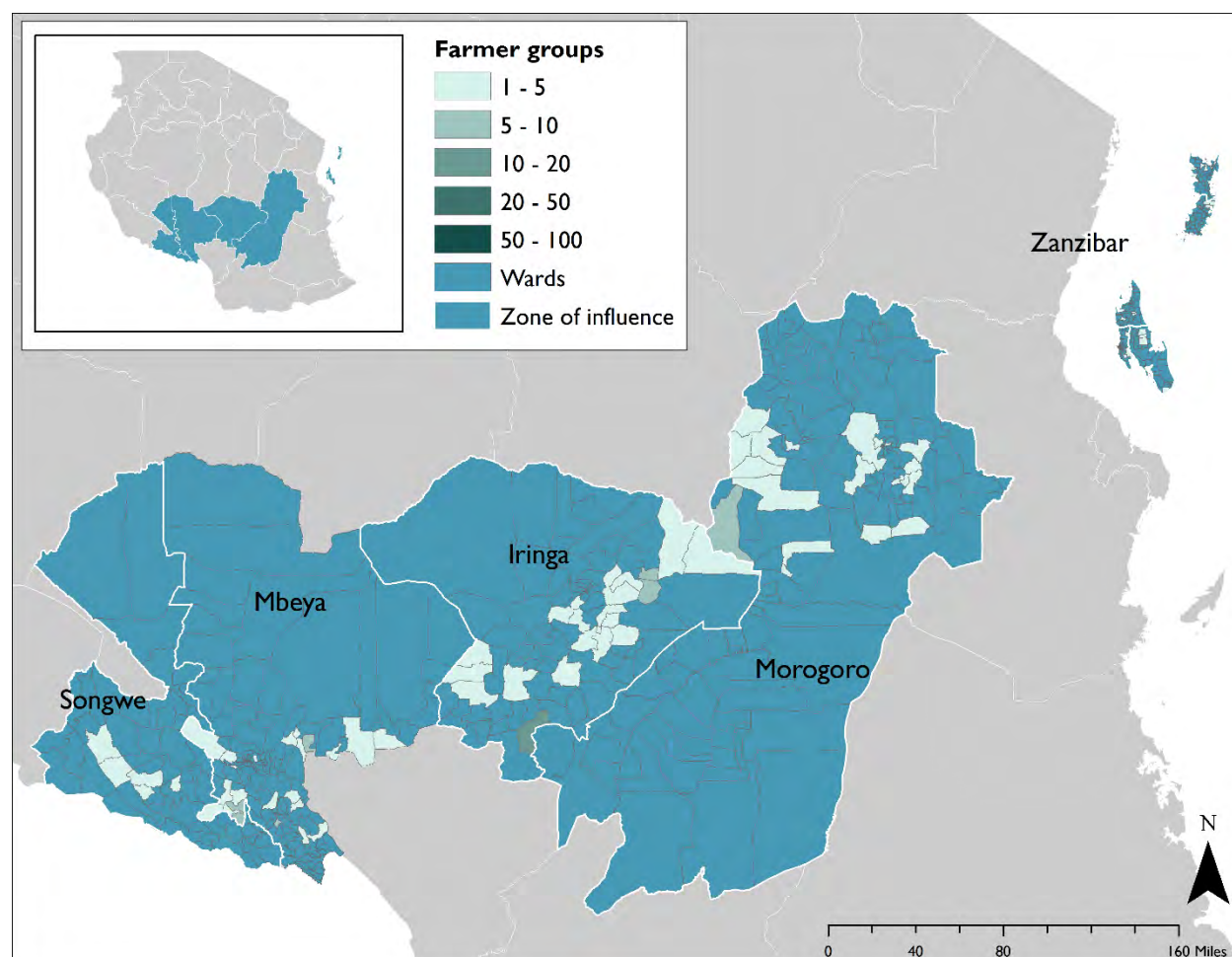
Figure 1: Results Framework



2.2 Implementation Status and Planned Activities

At the end of the reporting period, 4,080 households were benefitting directly from FTFT-MnM support. Beneficiary households are located throughout the Activity's ZOI. The map below shows the locations where our beneficiaries are located.

Figure 2: The spatial distribution of producer organizations to which current beneficiaries of FTFT-MnM belong, as of the end of September, 2017.



2.2.1 Sub-Purpose 1: Scaling nutrition-sensitive improvements in smallholder productivity

- IR 1.1: Strengthen the input supply system's ability to deliver quality and affordable technologies, information, and services to male and female smallholders, including youth.

FTFT-MnM has approached local agrodealers to present the activity and to introduce them to the types of inputs and technologies that will be required for improved productivity and profitability of farmers. To engage local input providers and incentivize them to increase their availability of high yielding inputs, FTFT-MnM also included a number of local vendors in its recent solicitation for procurements of inputs for demonstration plots. Some provided highly competitive quotes and were selected, but most importantly, the solicitation for quotes for these inputs itself increased the awareness of the size of the potential market for these new inputs to local agrodealers. This procurement process allowed FTFT-MnM to identify and evaluate the providers of inputs and drip irrigation kits in the country. The number of drip irrigation

vendors has increased since the end of Fintrac's previous Feed the Future horticulture activity (USAID-Tanzania Agriculture Productivity Program) in 2015. Prices for drip kits have also become more competitive although there is still the issue of low stocking levels in country, which requires waiting for imports. In terms of soluble fertilizers, FTFT-MnM made it a requirement that regional suppliers were used rather than large national fertilizer companies.

FTFT-MnM agronomy and value chain services staff will continue to involve local agrodealers in activities, such as demonstration plot development and trainings, and will provide them with the opportunities to link with farmers directly through these types of events. By facilitating these types of linkages, inputs providers will get closer to the farmers and understand their needs.

Through FTFT-MnM's Grants Under Contract Mechanism, an initial group of three inputs companies (Balton, Syngenta, and ICL) will initiate partnership implementation during the first quarter of FY 2018. Their activities will include demonstrations of their products and technologies through the establishment of a combined 160 demonstration plots; training, where more than 6,000 farmers are expected to participate; and the development of at least 75 local agrodealers, for increased availability of inputs in FTFT-MnM operating villages. Through these partnerships, we will be demonstrating the benefits of high quality, high yielding inputs and technologies through demonstration plots; creating awareness of these technologies; providing training to smallholder farmers on these technologies and inputs; and developing agrodealers and stockists in select villages within the FTFT-MnM zone of influence (ZOI).

From our work plan, we anticipated to have six partnerships geared towards strengthening the inputs supply system by the end of FY 2017. However, during the first call for expressions of interest (EOI), the number of successful recipients was lower than anticipated. A second call for EOI will be carried out during the first quarter of FY 2018, when the Activity expects to establish partnerships with more inputs companies.

Another activity which has been delayed is the setup of commercial nurseries for high quality seedling production. The FTFT-MnM team is currently identifying interested village entrepreneurs (preferably women and/or youth) for this business opportunity. These commercial nurseries are expected to be set up during FY 2018.

- IR 1.2: Scale adoption of improved technologies, related services, and practices by male and female smallholders, including youth.

FTFT-MnM largely completed farmer group selection in the final quarter of FY17 and began its technical support to farmers. A total of 4,750 farmers were trained on GAPs by the end of September. During the same timeframe, the activity's first Technology Fund was approved and the procurement of irrigation equipment, seedling trays, seeds, and fertilizers completed.

Agronomists, business advisers, and marketing specialists collaborated with farmers to determine which crops and varieties would be grown in the demonstration plots. All will be targeting the period of high market prices during the December, January, and February market window. It was also an opportunity to incorporate some of Rijk Zwaan's new hybrid seed into the farmer demonstration plots. This company has spent the last nine years developing new seed varieties of tomato, African eggplant, cabbage, and other crops at their Arusha-based breeding center and are now ready for commercialization.



Umoja Farmers group from Ngong'olo village in rural Morogoro preparing land. As shown in the photo, they have also planted a live barrier to protect their future crops from insect and wind damage.

By the end of September 2017, agronomists in all regions had initiated demonstration plots including some that had been planted.

A review of the practical training centers (PTC) established under USAID-TAPP was conducted this quarter. Other institutions for the potential establishment of new PTCs were also visited. The institutions visited were Sokoine University of Agriculture (SUA), MATI Ilonga, MATI Uyole, Mt. Maria Gorretti Agriculture Training Institute, Kizimbani Agriculture Training Institute, and MATI Inyala. A trip to Horti-Tengeru was postponed as there is now some doubt that FTFT-MnM will be able to work directly with government institutions. We have heard that the Horti-Tengeru PTC is progressing well, as is the PTC at SUA. Unfortunately, the PTC at KATI is largely defunct. All of the institutions apart from MATI Ilonga expressed an interest in developing the PTC model and all have sufficient water resources.

Due to the early sensitization work FTFT-MnM did with LGAs, there has been strong support from government extension agents in the districts. In addition to helping identify farmer groups, they have been actively participating in the weekly visits and technical assistance to farmers. There has been particular interest in Iringa, in part, due to the active interest shown in FTFT-MnM by Ms. Grace Macha, Regional Agriculture Officer. Presently, there are at least two government extension agents working with each of our agronomists. Moving forward, FTFT-MnM will look to consolidate this collaboration. As a first step, we have collected the names, locations, and contacts of all government extension agents working in the FTFT-MnM supported wards. This will allow us to take an organized approach to future interventions.

FTFT-MnM launched an internship program to help build the numbers of trained and experienced commercial horticulturalists. The first intern was placed in the field in Morogoro late September 2017. The Activity will support 20 interns per year and it is anticipated that the private sector will sponsor some of the costs of this program.

- IR 1.3: Foster effective aggregation systems for producers (men, women, youth) that enhance access to services and upgrading opportunities.

The selection of farmer groups was done with aggregation in mind. Activity agronomists have daily routes where they visit clusters of farmer groups. This allows for efficient delivery of technical services but it also creates a platform to allow for aggregation efforts. Some specific farmer group clusters can be found in Kilosa (Morogoro), Mufindi and Ilula (Iringa) and Mbarali (Mbeya). Even at this early stage, there have been some joint purchases by farmers, specifically PVC piping for drip irrigation systems. FTFT-MnM has linked these farmer groups to identified vendors and is working with national suppliers such as Balton TZ to ensure that local retailers have these products available.

The FTFT-MnM marketing team has visited all major markets involved in buying horticultural produce from the Zone of Influence. They have developed a working relationship with market management and buyer unions and they have conducted market surveys for the key crops. Preparatory work is being done for aggregated buying in the clusters, once production is brought to scale.

- IR 1.4: Scale knowledge and use of horticultural products for improved diets among targeted population.

During the present reporting period, FTFT-MnM has conducted 48 training events geared towards increasing knowledge and use of horticultural products for improved nutrition. A total of 846 people have participated in these trainings, where 56 percent of attendants have been women. FTFT-MnM's Nutrition and Social Inclusion Specialists received "mobile kitchens" in August. Since they received the equipment, 26 cooking demonstrations have been conducted. In addition to explaining the benefits of select nutritive crops, demonstration participants are presented with cooking methods and recipes for dishes they can easily prepare at their homes.

The FTFT-MnM team has also established good working relationships with the Mwanzo Bora Nutrition Program, Heifer International, the CIP (International Potato Center)–Vista Activity, and with local nutrition agents to expand its outreach. The nutrition and social inclusion team also actively participated in the Nane Nane Fair in Mbeya region, where they disseminated materials on nutrient-rich vegetables, and conducted cooking demonstrations.

The baseline survey conducted in May of this year assisted in finalizing targets for the total quantity of nutrient-rich horticulture commodities produced for home consumption. The baseline survey revealed that there are certain nutrient-rich crops which are being produced in large quantities for sale, but more can be done to increase the percentage kept for home consumption. These include okra, amaranth, and Chinese cabbage. For these crops, FTFT-MnM will aim to increase the consumption through awareness creation and cooking demonstrations. There are other crops which will be targeted by the Activity which will need to be promoted for production since less than 1 percent of the respondents reported growing these. These include orange-fleshed sweet potato (OFSP), African nightshade, carrots,



Nutrition and social inclusion Specialist Syalilinga Mwalla delivering hands on training to members of Uchumi mazingira, Azimio, Tupendane, and Amani farmer groups on the preparation of orange-fleshed sweet potato juice in the village of Kitasengwa in Mufindi District, Iringa.

passion fruit, squash, and papaya. Our proposed action plan will be to encourage more farmers to produce these crops, as well as to promote their consumption through awareness creation and cooking demonstrations. FTFT-MnM hopes to engage in a partnership with an organization which will assist the Activity in reaching its targets. This will be prioritized in the second call for EOI under the GUC mechanism.

2.2.2 Sub-Purpose 2: Increasing the profitability of horticulture market systems and trade

- IR 2.1: Strengthen and scale the organization of the market system

The following markets have been visited to identify buyers and their unions:

| City/Region | Market | Key wholesale commodities |
|------------------------|---------------|-----------------------------|
| Dar es Salaam | Kariakoo | Tomato, onion, watermelon |
| Dar es Salaam | Ilala | Tomato, carrots, cucumber |
| Dar es Salaam | Madoto | Cabbage |
| Dar es Salaam | Kwa Wagogo | Watermelon |
| Dar es Salaam | Sambusa | Green pepper |
| Dar es Salaam | Mabibo | Orange Flesh Sweet Potato |
| Stone Town/Zanzibar | Mwanakwarekwe | All key crops |
| Stone Town/Zanzibar | Mombasa | All key crops |
| Morogoro town/Morogoro | Mawenzi | All key crops |
| Morogoro town/Morogoro | Manzese | Onion, Irish potato |
| Iringa/Iringa | Soko Kuu | Onion, Irish potato |
| Iringa | Mashine Tatu | Cabbage |
| Iringa | Kihesa | Tomato |
| Mafinga/Iringa | Mafinga | Tomato |
| Mbeya City/Mbeya | Soweto | Watermelon, tomato |
| Uyole/Mbeya | Uyole | Cabbage |
| Mbalizi/Mbeya | Mbalizi | Tomato, onion, cabbage |
| Tunduma/Songwe | Tunduma | Tomato, onion, Irish potato |

Technical discussions on market standards were held with some of the buyer unions in these locations. Based on these meetings, FTFT-MnM marketing specialists drafted market standards for a number of our key crops. These draft standards will be reviewed for adoption next quarter at planned working group meetings consisting of buyers, traders, and farmer representatives. This will have to be done in all the main markets serving FTFT-MnM's farmers as it is likely that there will be some slight modifications before adoption for each of the main markets across the country.

The FTFT-MnM marketing team has developed a training curriculum for our farmers. To support this, bulletins on seasonal market trends for the key crops have been developed and shared. A total of 580 farmers have been trained on market-led production and market specifications. To help develop this

training material, the fragmented data from various phases of TAHA's market information service was consolidated to provide a uniform database on market information stretching back to 2010. In the next quarter, we will share this data with TAHA's marketing specialists and train them on data manipulation using Excel pivot tables.

Delayed: Limited opportunities to facilitate outgrower schemes have presented themselves over the last few months. Having said that, FTFT-MnM senior agronomist Milton Chitanda has supported the company GBRI Business Solution in Iringa as it prepares to establish a nucleus French bean farm for export. This company will develop an outgrower program once the nucleus farm is established. Chitanda has provided training and technical advice on GlobalGAP and production of export quality French beans. He has also advised on grading structures and greenhouse tomato production.

- IR 2.2: Strengthen supporting markets

The Credit and Finance (C&F) team has developed a farmer finance activity questionnaire, which includes a needs assessment component. New farmer groups are assessed using this tool and the information from this exercise has assisted in defining the intervention strategies and work plan for the C&F team. There have been some interesting results:

- Only five farmer groups took out loans as a group over the last three years.
- 42 percent of male farmers and 40 percent of female farmers have taken out individual loans over the last three years.
- The majority of individual loans were for 100-500,000 TZS (54 percent men, 62 percent women) and the most common loan duration was 3-6 months (60 percent men, 64 percent women).
- Most of the loans were for working capital (92 percent men, 81 percent women).
- Only 5 percent of women and 10 percent of men have bank accounts.
- Only 2 percent (both men and women) keep farm records, use crop budgets, or do financial planning.
- There is a strong appetite for seeking loans (83 percent of men and 81 percent of women consider it 'very likely' that they will take out a loan for the next cropping season) and there is strong demand for further training on financial matters by FTFT-MnM (almost 100 percent requested training).

There is an interesting gender difference where loans were sourced (top three sources highlighted for each gender):

| Source of loans | Men (percent accessing loan) | Women (percent accessing loan) |
|--------------------|------------------------------|--------------------------------|
| Commercial bank | 5% | 1% |
| Community bank | 0% | 0% |
| SACCOS | 11% | 14% |
| VICOBA | 38% | 68% |
| Buyer | 1% | 0% |
| Agrodealer | 19% | 3% |
| Family member | 11% | 6% |
| Private individual | 15% | 8% |
| TOTAL | 100% | 100% |

Given these findings, the FTFT-MnM C&F team has started to develop a program to support VICOBAS (Village Community Banks) whose members intend to engage in horticultural activities. They are also in discussions with agrodealers to understand the nature of the loans given out (mainly to men). To date, 19 out of the 92 agrodealers entered into the FTFT-MnM stakeholder database provide loans to farmers. The field team has conducted field evaluations in Mbeya and in Songwe (with input provider Rogimwa) to determine modality of cooperation. Rogimwa offers interest-free credit to farmers who buy their inputs; the repayment agreement allows for farmers to pay them back in harvested produce (at a slightly better rate than the current market prices) which greatly reduces default rates.

There is an obvious disconnect between the commercial and community banks and smallholder horticulture farmers and the formal financial institutions (commercial/community banks and SACCOS) have a lot of work to do if they want to actively lend to smallholder horticulture. The FTFT-MnM C&F team have developed an evaluation tool for these financial institutions that will be used in the next few months to better understand how we can engage with these important financial stakeholders.

FTFT-MnM signed partnerships with two financial institutions in Zanzibar (Tanzania Gatsby Trust (TGT) and Zanzibar Economic Empowerment Fund (ZEEF)) and they will be expanding finance opportunities to all horticulture subsector stakeholders in the islands.

Strategically, the group demonstration plots are the center of our applied training efforts and to this end, FTFT-MnM has worked with the farmers to develop a business plan for each plot. This is a formal process and the business plan is a key intervention of the demonstration plot activity. Once the final harvest has been sold, the plan will be formally reviewed by farmers, FTFT-MnM agronomists, C&F specialists, and marketing specialists and compared with actual results, using records kept by the farmers during the cropping cycle. The C&F team has also developed a training curriculum and training materials for smallholder farmers. Farmers will be trained on such topics as *Horticulture as a Business*, *Crop Budgets*, *Cash Flow Management*, *Record Keeping*, *When to Take a Loan*, *Loan Applications*, and *Managing Profit*.

- IR 2.3: Strengthen lead firms' ability to address industry constraints

Being a value chain-focused activity, FTFT-MnM intends to continue partnering or establishing coordination mechanisms with a wide range of stakeholders, including input providers (seeds, fertilizers, pest and disease control, irrigation, etc.), service providers (mechanization, plantlet production, nurseries, technical assistance, etc.), financial institutions, research and development institutions, processors, exporters, fresh produce local and regional buyers, and others. FTFT-MnM intended to have its first group of partners on the ground towards the end of FY 2017. This process was delayed due to extended negotiations with prospective partners. However, FTFT-MnM is set up to start implementation with seven partners in October 2017. These approved partnerships include three input providers (Balton Tanzania Limited, Syngenta and Israel Chemicals Limited (ICL)), two processors (Natural Extracts Industries (NEI) and Sai Energy Limited (SAIEL)), and two finance institutions (TGT and ZEEF). Together, these partners will help address constraints which include access to high quality inputs, access to finance, access to output markets, and increased value addition.

For FY 2018, FTFT-MnM will make a second call for EOI to continue looking for partners to address industry constraints. Special focus will be given to finance institutions; partners to strengthen our nutrition targets, research, and development; select services for the horticulture industry; as well as partners for the input (agrodealers, equipment suppliers) and output markets (wholesalers, transporters, processors, exporters, etc.).

- IR 2.4: Increase/scale trade in domestic and regional markets

FTFT-MnM's ability to tackle policy issues related to trade was greatly strengthened this quarter when our sub-contract with the Tanzania Horticultural Association (TAHA) was approved. Joint interviews were held late August and three staff were hired in early October, for start dates in November. An initial

partnership orientation meeting was held on the 9th of September with TAHA's CEO, Jackie Mkindi. A formal work plan meeting will be held in Arusha in October.

To understand opportunities for trade, the FTFT-MnM value chain services team has been working hard to identify the key stakeholders engaged in the buying and selling of horticultural produce. To date, the FTFT-MnM stakeholder database contains the information on 266 market channel actors. This includes a diverse set of traders such as ship chandlers, hotel suppliers and regional traders. Despite limited production during the dry season, FTFT-MnM farmers were assisted in making connections with these buyers.

Improving transportation infrastructure is an important means to increase trade. While FTFT-MnM does not have the mandate to improve the infrastructure itself, we have collaborated with initiatives that do. We have given guidance to CDM Smith's FTFT rural infrastructure activity by identifying roads in our areas of operation that would benefit from their rehabilitation work. We are also collaborating with the international NGO, Bridges to Prosperity, who intend to build footbridges for rural communities that are isolated by terrain and rivers. There are a number of FTFT-MnM supported communities that could benefit from this initiative.

Delayed: Assisting traders to gain access to credit has not yet begun as we continue to evaluate financial institutions found within the ZOI. We are also not in a position to facilitate forward purchase agreements or contracts with producers and traders as these are specific trade mechanisms for which we have not found opportunities.

2.2.3 Sub-Purpose 3: Strengthening the capacity of local systems linked to horticulture

- IR 3.1: Strengthen coordination between public and private sectors

FTFT-MnM has established coordination mechanisms with LGAs through meetings and discussions with the Regional and District Administrative officers, and Agriculture officers. This has resulted in close coordination in the field with the government extension officers. To date, the response has been very positive with the FTFT-MnM team currently coordinating with over 50 government extension officers in the ZOI (21 in Morogoro, 30 in Zanzibar, 15 in Iringa, 30 in Mbeya and six in Songwe). Many of these extension officers join the FTFT-MnM team in field visits and support farmers and the FTFT-MnM staff on the ground while simultaneously learning new skills.

Similar coordination occurs with other USAID implementing partners involved in the Iringa Hub, as well as with the SAGCOT Center. In Zanzibar, the activity is establishing connections with the Ministry of Agriculture, Natural Resources, Livestock and Fisheries, TAHA, Milele Foundation, and VSO (Volunteer Services Overseas). Coordination has also been established at the shehia level.

The activity continues to register horticulture stakeholders in its database. To date, the database has 374 registered stakeholders, including 203 marketing channels



FTFT-MnM agronomist Zephania Semkogo (R) and local government extension officer Godfrey Mkongwa (L) set up a drip irrigation system at a demonstration plot in Nondwe village, Mufundi.

(buyers), 30 financial institutions, 92 input providers, 23 government entities or officials, among others. The database is loaded in the Epicollect 5 app, which includes a mapping function that supports the development of local networks and value chain initiatives.

- IR 3.2: Strengthen the capacity of local organizations to become industry facilitators

During the reporting period, a total of 57 farmer groups were linked to the TAHA Marketing Information System. This system allows farmer groups to obtain daily market prices for the main horticulture commodities from a number of different market locations. Additionally, five buyers associations were trained on the establishment of grading and standards for their crops. These include the Kariakoo Buyers Association, Kiheha Buyers Association, Kwamgogo, Sambusa Market, and Madoto Market Associations. With these groups, FTFT-MnM is working to develop market standards for green pepper, tomato, watermelon, and cabbage.



A fruit trader at Kwamgogo fruit market Tegeta in the district of Kinondoni holds up a watermelon likely to attract buyers.

To date, FTFT-MnM has not initiated gender and youth sensitization trainings. These will promote entrepreneurship amongst women and youth and promote expanded leadership. FTFT-MnM has conducted introductory meetings with a number of institutions, including VSO, Milele Foundation, Heifer International, CIP-Vista, and several input providers and consulting firms to determine ways of strengthening them for improved service delivery to the horticulture sector. FTFT-MnM management will come up with specific activities to strengthen select organizations based on the identified weaknesses and opportunities.

- IR 3.3: Facilitate easing of industry bottlenecks through strategic investments: Grants Under Contract

FTFT-MnM has three mechanisms under our Grants Under Contract. The status of these are described below:

I. Partnership Alliance Fund: This mechanism is awarded to co-finance activities with NGOs, small businesses, and commercial companies to expand program outreach and impact by providing extension services, market logistics, business planning, nutrition, and other support to smallholder farmers and rural households. Currently, there are five Partnership Alliance Funds in the final stages of approval. These partnerships are expected to start in the next quarter and will contribute to achieving a number of activity targets. The five partners and their objectives are:

- **Syngenta's** partnership will increase their market share, boost the availability of inputs, and raise awareness of Syngenta products among smallholder farmers in the Morogoro and Iringa regions. They will be assisting smallholder horticulture farmers to achieve higher yields and incomes and thereby attain the FTFT-MnM targets/objectives. They will establish four centers of excellence (two in Iringa and two in Morogoro), establish 30 demonstration plots, train 2,650 smallholder farmers and 10 agrodealers, while increasing access to new technologies for 15,000 smallholder farmers, through an SMS platform.
- **Balton** will increase the availability of their inputs in Songwe, Mbeya, Iringa, Morogoro, and Zanzibar and raise awareness of their products to smallholder farmers. They will achieve this by training 2,000 smallholder farmers on GAPs, training 25 agrodealers and stocking them with Balton products, and enabling 7,500 smallholder farmers to access new technology. Through these activities, smallholder farmers will increase their yields by up to 60 percent.
- **NEI's** partnership with FTFT-MnM will assist NEI to increase their vanilla outgrower network in Morogoro from 400 to 1,300 farmers, benefitting 6,500 household individuals in total. The partner will provide subsidized vanilla vine cuttings and trainings on GAPs to recruit and build the capacity of smallholder farmers in targeted regions.
- **SAIEL's** partnership will help increase operations through expansion of its processing of ware potatoes, and introduce a new french fry production line. They will work with outgrower potato smallholders in Iringa to increase production and quality; obtain key food quality certifications for their potato products; and enhance the marketing of SAIEL french fries.
- **ICL's** partnership will increase awareness, availability, and application of fertilizer products in Iringa and Mbeya. ICL will conduct an initial baseline survey to ascertain the current use of fertilizer and yield, as well as to identify activity participants and beneficiaries in each region. ICL will work to increase awareness of products among identified agrodealers and establish distribution relationships. ICL will increase smallholder horticulture farmers' awareness and appropriate application of fertilization products through establishing demonstration plots and carrying out training in balanced fertilization. ICL's goal is to train at least 3,000 farmers and increase yields by at least 40 percent.

Delayed: No nutrition partners were selected in the current cycle. A targeted solicitation for nutrition activities will be conducted during the first quarter of FY 2018 to cover this area. There is also room for applied research and additional partners that will increase market opportunities for smallholder farmers.

2. Agriculture Financing Expansion Fund: This award mechanism supports financial institutions with initial capitalization for small-scale loan products and provides partial guarantees to extend input and other credit. Two financial institutions were selected as grants recipients under this mechanism—both are based in Zanzibar. Partners who will start implementation next month include ZEEF and TGT. Through the partnerships, expected results are:

- **TGT** will provide \$120,000 in loans for smallholder farmers, specifically focused on youth and women engaged in the horticulture in Zanzibar, including Unguja and Pemba. These loans will enable smallholder farmers to procure farming tools, irrigation equipment, and inputs such as seeds and fertilizers. By the end of the partnership, TGT will have supported at least 550 unique farmers accessing loans, focused on women and youth smallholder horticulture farmers.

- **ZEEF** will establish a \$120,000 revolving fund to provide loans for smallholder farmers, specifically focused on youth and women engaged in the horticulture sub-sector in all eleven districts of Zanzibar, including Unguja and Pemba. These loans will enable smallholder farmers to procure farming tools, irrigation equipment, and inputs such as seeds and fertilizers. By the end of the partnership, ZEEF will have supported at least 475 unique farmers accessing loans focused on horticulture, through the provision of this revolving fund.

A second call for applications will be carried out next quarter to identify finance institutions to partner with on the mainland.

3. Farmer and Agribusiness MSME Technology Fund: This award involves in-kind grants and leveraged partner contributions to demonstrate new inputs and technologies, create demand, and enable adoption. The first Technology Fund was submitted during FY 2017 for demonstrating modern farming technologies through demonstration plots. Installation of more than 100 demonstration plots is currently underway in all regions where FTFT-MnM is operating.

Per year one's work plan, a total of 40 partner fund agreements, one technology fund, and one access to finance expansion fund were to be approved by the end of FY 2017. These targets are being reviewed for the year two work plan, and new projections will be made. More important than the number of partners, is the Activity's ability to adequately address industry bottlenecks. For example, in the first round of partnerships, there are three partners addressing the access to inputs bottleneck, and only two processors (who will also provide an opportunity for market access through its outgrower program). No nutrition partners were identified. Also, for access to finance, both partners have coverage in Zanzibar, and no partners were identified for the mainland. Rather than reaching a pre-determined number of partnerships (40), FTFT-MnM is more concerned with identifying strong partners that can strengthen the various components of the horticulture value chain.

Communications: To date, the activity has produced six monthly updates (from April to September 2017). Engagement with farmers and other stakeholders is developing, and activities on the ground are still in the early stages. Results / impact from the activity in the form of success stories will start to be reported from the next reporting period (from October 2017).

3. INTEGRATION OF CROSSCUTTING ISSUES

3.1 Gender and Youth Integration

FTFT-MnM's Gender and Youth Integration Strategy was submitted April 12, 2017 and approved on June 1, 2017. In implementing this strategy FTFT-MnM will remove key obstacles and help women and youth maximize their productivity for the benefit of the whole family. This approach focuses on closing gaps for women and youth and helps these groups take steps to achieve empowerment and success through interventions that address the seven domains: decision making, control over productive resources, control over income, social capital and leadership, human capital, technology, and time.

To date, the Activity has been successful in reaching out to large numbers of women and youth. During the fiscal year, a total of 2,395 women participated in FTFT-MnM training events, making up 50 percent of all training participants. A total of 2,031 youth participated in training events, accounting for 43 percent of all training participants. The Activity is currently benefitting 5,243 individuals, where 2,751 (52 percent) are women and 2,159 (41 percent) are youth.

Specialists in the field consistently encourage women and youth to participate in FTFT-MnM trainings and technical assistance. These groups generally lack more knowledge in areas of agronomy, processing, marketing, and finance, and the fact that they are showing up in large numbers is very encouraging for the Activity.

3.2 Local Capacity Development

As mentioned throughout the annual report, targeted efforts are underway to develop local capacity throughout the value chain. FTFT-MnM will work with its existing seven partners, and with future ones to develop their capacities in scaling technologies, inputs and increasing access to finance. The activity will also continue collaboration with over 50 extension officers it is working with and will address identified capacity building needs. FTFT-MnM will address training needs for buyers, agro-input providers, finance institutions, processors, exporters, and other value chain actors as an ongoing activity. Activity staff will conduct training of trainers events on an ongoing basis over the life of the activity.

3.3 Integration and Collaboration

FTFT-MnM has established good communication and collaboration with other implementing partners from the onset. Communication is currently being carried out on a regular basis at both the management and technical levels. FTFT-MnM has approached the Mwanzo Bora Nutrition Project to understand their approach to nutrition and learn more about their Behavior Change Communication tools. In the field, technical staff from both activities are connecting and identifying collaboration opportunities. Our activity has also established good coordination with the NAFKA and the ENGINE activities, especially in our current call for EOI, where we have shared information regarding potential partners and held meetings to understand each other's activities/interventions to look for joint work opportunities.

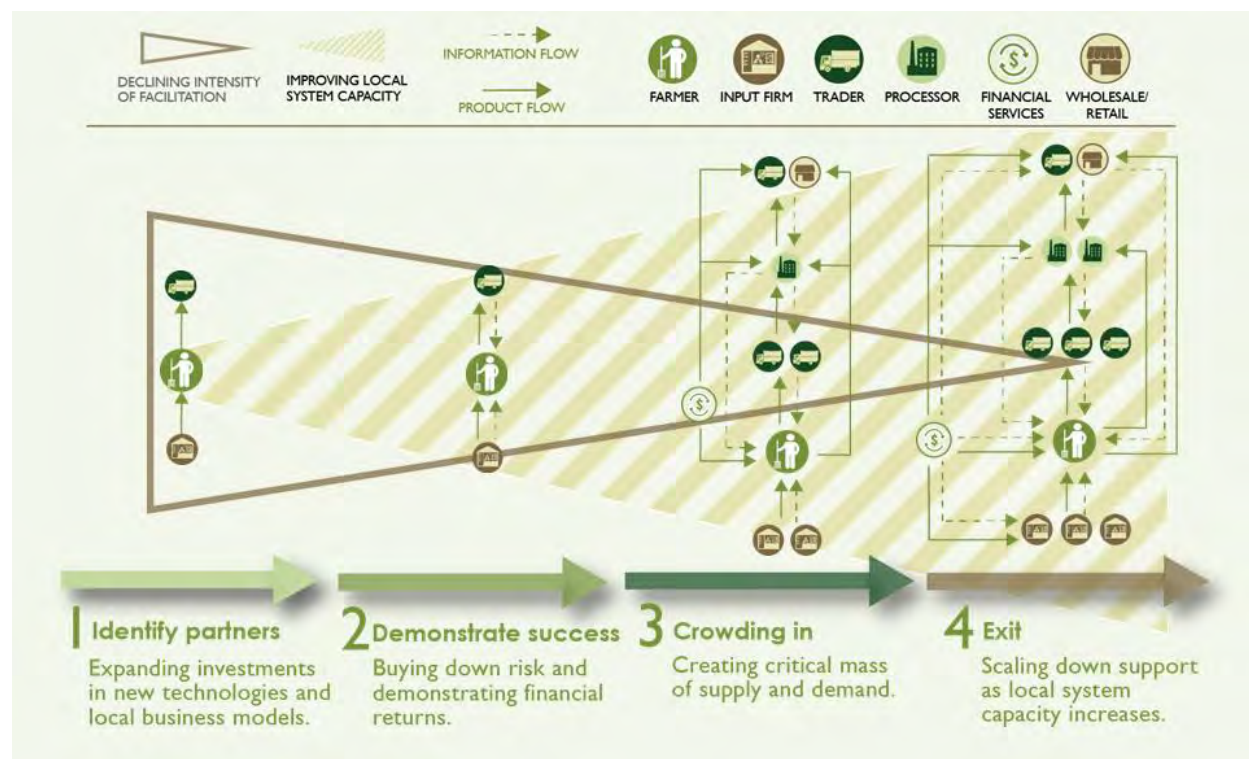
FTFT-MnM has maintained regular communication with TAHA, both to develop an implementation strategy under the FTFT-MnM subcontract, as well as to coordinate current implementation activities at the regional levels to make sure that there is no duplication of efforts with our respective beneficiaries.

FTFT-MnM has also actively participated in the Iringa Hub meetings; initially to get a better understanding of other implementing partner interventions in the region, and more recently, to look at synergies between activities to achieve greater impact in the area. FTFT-MnM is part of the "Service Delivery / Referrals" and the "Communications / Messaging" working groups.

3.4 Sustainability

FTFT-MnM's market facilitation approach focuses on strengthening local actors along the value chain so that they can increase the competitiveness of the sector by providing improved products and efficient services. Initially, FTFT-MnM provides training and technical assistance, and establishes demonstration plots, to raise awareness, and stimulate demand. As the activity progresses and local stakeholders are strengthened, FTFT-MnM reduces its direct support. Figure 2 demonstrates our approach.

Figure 2: FTFT-MnM Market Facilitation Approach



3.5 Environmental Compliance

During the last quarter, the entire FTFT-MnM team participated in a one-day training on the Activity's environmental responsibilities. This included a review of the approved Environmental Mitigation & Monitoring Plan (EMMP) and submitted Pesticide Evaluation Report-Safe Use Action Plan (PERSUAP) and a discussion on Climate Smart Agriculture.

Some members of the Iringa office attended the region's training on Climate Smart Agriculture and we will be receiving their curriculum to review and incorporate into our trainings. Discussions were also held in Iringa and Morogoro with the Rufiji Water Basin Authority and the Wami/Ruvu Basin Water Board, respectively, on matters related to water use.

The following table outlines the mitigation measures that have so far been put into place. Some have yet to be implemented based on our current stage of implementation. Monitoring and record keeping measures are also outlined.

| Mitigation Measure | Mitigation Activity | Reporting |
|---|--|---|
| 1) FTFT-MnM shall ensure that only technologies that are well-established, environmentally rational best practices are promoted by us or our partners on farms or PTCs. Descriptions of these technologies will be shared in training material and technical documents and will be used by FTFT-MnM and partner agronomists in their work with farmers. | All agronomists have been trained on GAPs that incorporate environmental best practices. Training materials and reference materials have also been shared with the agronomists. | FTFT-MnM's production manager and senior agronomists are providing weekly supervision of agronomists to ensure compliance. Any discrepancies are being highlighted in weekly reports to agronomists (shared with project management) for redress. Training documents can be found online. |
| 2) FTFT shall establish demonstration plots in accordance with the Demo Plot Checklist | The checklist has been incorporated into the demonstration plot mobile management tool. | FTFT-MnM monitoring and evaluation staff are reviewing the checklist data on a monthly basis and providing a report to management. |
| 3) FTFT-MnM shall support irrigation technologies in accordance with the Irrigation Checklist | The checklist has been incorporated into the demonstration plot mobile management tool. | FTFT-MnM monitoring and evaluation staff are reviewing the checklist data on a monthly basis and providing a report to management. |
| 4) FTFT-MnM will control the use and procurement of pesticides by complying with provisions in a mission-approved PERSUAP*. In addition to intensive trainings, agronomists will be given a field reference sheet with the approved pesticides (and uses). | PERSUAP submitted and under-going USAID review. | |
| 5) FTFT-MnM shall promote, train in, and otherwise recommend fertilizer use only in conjunction with best practices as described in: www.encapafrica.org/egssaa/AFR_Fertilizer_Factsheet_Jun04.pdf | Farmers are being trained on the efficient, safe use of fertilizers and training documents have been developed. FTFT-MnM staff has agreed to coordinate with soil testing companies once the services are available. | Training documents can be found online. Awaiting progress report from SUA on soil testing initiative (Professor Semoka). |
| 6) FTFT-MnM shall not promote, train in, or otherwise, recommend the use of GMOs in this activity and all others that follow. | FTFT-MnM is not using any GMO seeds or other GMO material. | No GMO seeds are commercially available in Tanzania (or in the rest of the world for that matter) apart from transgenic papaya, which is limited to Hawaii and Japan. |
| 7) FTFT shall establish demonstration plots (including school and community plots) in accordance with the Demo Plot Checklist and if using irrigation, in accordance with the Irrigation Checklist in Annex D. | The checklist has been incorporated into the demonstration plot mobile management tool. | FTFT-MnM monitoring and evaluation staff are reviewing the checklist data on a monthly basis and providing a report to management. |
| 8) At demonstration plots (including school and community plots), FTFT-MnM shall: only demonstrate technologies that are considered well-established best practices. | All agronomists have been trained on GAPs that incorporate environmental best practices. Training materials and reference materials have also been shared with the agronomists. | FTFT-MnM's production manager and senior agronomists are providing weekly supervision of agronomists to ensure compliance. Any discrepancies are being highlighted in weekly reports to agronomists (shared with project management) for redress. Training documents can be found online. |
| 9) FTFT-MnM shall not facilitate finance for the prohibited activities and practices listed in Annex F. The list of prohibited activities and | List included in partner agreements. | Copies of signed partner agreements held in FTFT-MnM Dar office. |

| Mitigation Measure | Mitigation Activity | Reporting |
|--|--|--|
| practices shall be included in partner financial institution agreements. | | |
| 10) FTFT-MnM shall train partner financial institutions on how to conduct environmental screenings to ensure that institutional funds are not used for inappropriate activities. | FTFT-MnM to train partner FIs on environmental issues in horticulture and to help develop screening tools to be incorporated in the loan application assessments. | Still to be done (partnerships recently signed). |
| <p>11) FTFT-MnM shall provide TA and training to lead firms and local organizations to improve technical performance in the sector in an environmentally responsible manner:</p> <p>a) For agricultural production: TA/training will be given to lead firm field technicians and will cover proper use of GAPs, & fertilizers. Land use selection will incorporate elements of the Land-Potential Knowledge System (PKS) (or similar principles).</p> <p>b) For irrigation: TA and training will be given on appropriate water conservation, sustainable use, and monitoring measures.</p> <p>c) For post-harvest technologies, TA and training will be given.</p> <p>d) For processing: TA and training: clean production, reuse, recycling, and other waste minimization measures; worker safety and use of personal protection equipment (PPE).</p> | FTFT-MnM to train partners on GAPs, proper use of fertilizer, land selection and the establishment of irrigation systems. The activity will also share its technical material for reference. A similar training and technical support initiative will be set up for lead firm postharvest and processing activities. Technical advice will be given on appropriate postharvest and processing equipment. Our processing specialist, supported by external consultants will train on and do audits on proper environmental practices. | <p>Still to be done (partnerships recently signed).</p> <p>Follow the activities and report for points 1-8.</p> <p>External consultants will have their environmental responsibilities written into their STTA agreements.</p> |
| 12) FTFT-MnM shall strengthen and promote agricultural policies only in conjunction with principles of sustainable natural resource management and climate change adaptation strategies, and shall incorporate elements of the Land-PKS (or similar principles). | <p>Train TAHA subcontractors on FTFT-MnM's EMMP focusing on issues related to policy and advocacy work.</p> <p>Develop and disseminate environmental awareness materials for FTFT-MnM regional chapter partners.</p> | Still to be done (TAHA sub-contract recently signed and regional chapters not yet established) |
| <p>13) Prior to issuing a sub-contract for construction or rehabilitation, FTFT-MnM shall conduct an environmental review and follow USAID small-scale construction guidelines to evaluate potential impacts and develop required mitigation.</p> <p>FTFT-MnM shall incorporate mitigation measures from the ERF into sub-contracts and shall ensure they are complied with.</p> | Determine construction or rehabilitation work and conduct an environmental review. Seek approval and then include agreed-upon mitigation efforts into sub-contract. | Still to be done (no construction or rehabilitation yet identified). |
| 14) FTFT-MnM will: Train on Climate Smart good agricultural practices. | <p>FTFT-MnM staff has been trained on Climate Smart Agriculture and they have identified what GAPs particularly contribute to this.</p> <p>Need to roll this out to lead firms and local organizations.</p> | Training material available. |
| 15) EMMP is reviewed annually to ensure programmed activities are covered. | EMMP reviewed and annual work plan (FY18) incorporates EMMP- | Work plan & budget available for review. |

| Mitigation Measure | Mitigation Activity | Reporting |
|---|--|-----------|
| Annual work plan development, which reflects EMMP-related activities. Development of budget, which includes resources for EMMP-related activities. | related activities with the activity budget reflecting these inclusions. | |

4. STAKEHOLDER PARTICIPATION AND INVOLVEMENT

During the first six months of implementation, FTFT-MnM has identified strategic stakeholders active in our areas of operation. We have held various meetings, field visits, and work planning sessions to ensure that our contributions align with broader developmental initiatives and that our resources are properly used. Below is a list of some of the more important stakeholders collaborating with FTFT-MnM.

| Organizations/Entities | Area of collaboration |
|--|---|
| Donor Initiatives | |
| Heifer International | Youth, Entrepreneurship |
| VSO | Processing, Marketing |
| Global Communities | Financing |
| TAHEA | Nutrition, Production |
| IPM Innovation Lab | Seed systems, IPM |
| MVIWATA | Marketing |
| TOSCI | Seed certifiers |
| SAGCOT | PPP linkages |
| Pelum Tanzania | Climate, Environment, Natural resources |
| Africana Conservation Tillage Network Tanzania | Climate smart agriculture |
| USAID Projects or Activities | |
| CIP (International Potato Center) | Orange-Fleshed Sweet Potato |
| NAFAKA | Inputs |
| WARIDI | Water, Environment |
| ENGINE | Grants, SMEs |
| Mwanzo Bora | Nutrition |
| Private Sector | |
| Darsh Industry | Tomato processing |
| Dodoma Cement | Soil Health (Liming) |
| Silverlands | Irish potato seed multiplication |
| Beula Seed co. | Irish potato seed multiplication |
| Tanzanice | Irish potato and avocado |
| Government | |
| SIDO | Processing enterprises |
| SUA | Technical training, soil testing kit |
| ARI Uyole | Seed potato |
| TCCIA | Processing |
| Financial Institutions | |
| Vision Fund | Agricultural financing |
| Tanzania Pride | Agricultural financing |
| Finca Tanzania | Agricultural financing |
| MUCOBA bank | Agricultural financing |
| Mazombe SACCOS | Agricultural financing |
| NMB Bank | Agricultural financing |
| Tanzania Postal Bank | Agricultural financing |

Understanding the Southern Highland Irish Potato Seed Systems

There are many initiatives involved in horticultural development and it is important for FTFT-MnM to understand each stakeholder's role and their work. For example, in the case of Irish potato seed systems in the Southern Highlands, there are a number of organizations involved (see below). Most are pushing for expanded seed multiplication capacity – especially for the newer varieties. These varieties have not made a lot of headway with farmers or the market, and more work has to be done to understand market opportunities for these varieties. Issues related to the business model and logistics of seed potato also need to be properly understood.

- SAGCOT – Coordinating role and access to grants and loans.
- MATI Uyole – Conducting research and involved in basic seed production.
- CIP – Support to Uyole and basic seed production.
- Dutch government and private sector – Development of a Center of Excellence at Uyole and introduction of new Dutch varieties.
- TOSCI (Tanzania Official Seed Certification Institute) – Seed certification.
- Dalberg – Value chain analysis and consulting services (especially financial).
- Mtanga Farms – Seed multipliers for new varieties (using outgrowers) and retailers.
- Silverlands – Outgrowers of seed potato for Mtanga Farms.
- Beula – Seed multipliers for 'local varieties'.
- Tanzanice – Recently started seed multiplication ('Sagita' variety).
- Kilimo Trust – Extension program and marketing linkages. Decrying lack of quality seeds.

5. MONITORING EVALUATION AND LEARNING

The MEL Plan was submitted on March 21, 2017. The final list of performance indicators was jointly selected with USAID and the plan was approved on May 19, 2017.

Baseline activity: FTFT-MnM conducted its baseline survey during the months of May and June. The team gathered baseline data from 74 villages in FTFT-MnM's ZOI (18 in Morogoro, 16 in Iringa, 16 in Mbeya, 12 in Songwe, and 23 in Zanzibar). A total of 1,218 households were surveyed. A final baseline report was submitted to USAID for review on 14th September 2017. This report will assist in setting up pending targets and adjusting others, based on its findings. Meetings with the Activity's COR and USAID M&E specialists will take place in October. Targets are expected to be finalized in November 2017 jointly with USAID.

Setup of data collection tools, trackers, and reporting systems: The design and implementation of tailored data collection tools, data cleaning reports, trackers, and management reports continued during the present reporting period. Some of the data collection forms designed during the period include training registration forms, beneficiary (group) registration forms, and tailored report templates for the seven partners who are due to start activities in October 2017. Reports developed from CIRIS were created to assist management in assessing real-time training and technical assistance activities, as well as details regarding the number of groups, their location and startup dates, and membership composition (gender, age). Reports were also created to enable M&E specialists to easily identify missing or duplicate data, and the M&E team executed data cleaning on a regular basis with the support from Fintrac's home office M&E specialists.

Ongoing training and support to FTFT-MnM M&E specialists: FTFT-MnM specialists continued to utilize data collection tools and were trained in generating management reports. This has been done with significant support from the Fintrac home office. The team has gained extensive experience with data collection and analysis tools, and is well positioned to provide high quality information on demand.

6. SPECIAL EVENTS FOR NEXT QUARTER

FTFT-MnM will be conducting training of trainers agronomy courses in all five regions during the following quarter. Dates are yet to be scheduled. These courses will be held quarterly and will contribute to the strengthening of extension workers, both for private and public sectors.

7. HOW IMPLEMENTING PARTNER HAS ADDRESSED A/COR COMMENTS FROM THE LAST QUARTERLY OR SEMI-ANNUAL REPORT

The last quarterly report was FTFT-MnM's first report. Feedback was mostly with regards to the template which was provided by the Mission, and some differences with the report format itself. The Mission also requested that we insert a table of acronyms to assist the reader. The report was edited, resubmitted, and accepted.

ANNEX I: MONTHLY UPDATES



FEED THE FUTURE

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

FEED THE FUTURE TANZANIA MBOGA NA MATUNDA

MONTHLY UPDATE: JUNE 2017

INTRODUCTION

Welcome to the June update for Feed the Future Tanzania Mboga na Matunda (FTFT-MnM). FTFT-MnM is a four-year activity funded by the United States Agency for International Development (USAID). The purpose of FTFT-MnM is to increase the competitiveness and inclusiveness of the horticulture subsector while improving the nutritional status of Tanzanians. This will be achieved by:

- Scaling improved technologies and practices that lead to increased productivity of smallholders, including large numbers of women and youth, in targeted commodities.
- Scaling market system models able to reach large numbers of direct and indirect beneficiaries, including vulnerable populations, while increasing trade for targeted commodities.
- Strengthening the overall capacity of the industry.

SENSITIZATION AND MOBILIZATION

Our team of horticulture specialists continued to meet with farmers and stakeholders along the value chain to discuss FTFT-MnM activities. The sensitization team is comprised of experts from a variety of technical fields, such as agronomy; monitoring and evaluation; marketing; finance; grants and partnership management; and nutrition and social inclusion.

A total of 1,509 villagers—751 women and 758 men—attended the meetings. There was also strong representation from local youth at the events. More than 600 of those present were under 35 years of age, accounting for 41% of the total participants.



Photo by Fintrac Inc.

FTFT-MnM specialists hosting a sensitization and mobilization meeting in Iringa.

Meetings took place in Iringa, Morogoro, Mbeya, and Songwe, as well as Zanzibar where the team met with local farmer groups, regional and local government authorities, and other institutions such as Unyiha Agro Company of Songwe, Mufindi Community Bank, Sifa SACCOS and Malimbichi Amcos in Kilolo.

During the sessions, team members gave an overview of the project and discussed various opportunities for the participants to engage in the horticulture value chain, including specific guidance for integrating youth and women. These areas included input supply; marketing; access to credit; postharvest handling; and processing.

From the sensitization visits, the team identified several challenges farmers are facing, including technical support and access to reliable markets, inputs, and credit. This makes the FTFT-MnM value chain approach a perfect fit for the communities visited.



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PARTNERSHIP AWARD ASSESSMENTS

FTFT-MnM partnerships with the private sector, local government, and community-based organizations will contribute to program objectives as well as broaden the outreach of interventions. Moreover, together with other strategies to be used, partnerships and collaboration will also add value in facilitating and strengthening of the horticulture value chain to achieve the overall goal of increasing the productivity and profitability of horticulture value chains while integrating large numbers of women and youth.

In June, an evaluation committee reviewed and scored a total of 55 applications for partnerships. Of these, 15 applicants were selected for site visits by the partnership award assessment team. To date, six visits have already been conducted and will continue through the end of July.

Applicants currently in the final stages of the selection process include processors; seed and input providers; exporters; buyers; financial institutions; and soil and leaf sampling laboratories. Together, this first group of partners will cover the FTFT-MnM zone of influence with an array of services along the value chain.

GETTING EVERYONE ON THE SAME PAGE

In June, the first FTFT-MnM general meeting was held in Morogoro and all employees were brought together for familiarization sessions conducted through team-building exercises, presentations, and discussions from team leaders of each technical and administrative project area.

The team is currently comprised of 54 experienced and talented staff with different skillsets that form an integrated approach to increasing the competitiveness of the horticulture sector. With staff located across the southern highlands and Zanzibar, coordination under a unified strategic direction is critical, and the meeting served as a valuable opportunity for colleagues to meet and learn from each other. Group discussions on the challenges, procedures, plans, and working environment for the project also took place during the sessions.



Photo by Fintrac Inc.

FTFT-MnM COP Antonio Coello addressing staff during a General Meeting in Morogoro, Tanzania

AGRONOMISTS AND VALUE CHAIN SPECIALISTS DEPLOYED IN WORKING ZONES

FTFT-MnM agronomists and value chain specialists were deployed in the field to conduct assessments of wards, villages, and farmer groups to identify and determine where field teams should be based to achieve optimal results. The initial assessment was conducted in Mbeya and Songwe and will soon be followed by Iringa, Morogoro, and Zanzibar. During this first stage, 88 villages in the five districts of Mbeya and Songwe were assessed. The districts included Ileje, Mbozi, Songwe, Momba, and Tunduma.

The FTFT-MnM team assessed the horticulture potential of the areas and consulted with farmer groups and government officials, as well as local stakeholders including buyers, processors, exporters, and input providers. During the assessment, project specialists facilitated question and answer sessions with the groups to address inquiries related to production, marketing, technical assistance, farming technology, and institutional support programs through schools for nutrition-related activities.

These are among few major activities took place in June, looking ahead in July for other active and engaging activities which will include sensitization meetings at village levels to identify potential groups and the registration.





FEED THE FUTURE

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

FEED THE FUTURE TANZANIA MBOGA NA MATUNDA

MONTHLY UPDATE: JULY 2017

INTRODUCTION

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SENSITIZATION AND GROUP REGISTRATION MILESTONE

FTFT-MnM substantially increased outreach and registration of farmer groups in July. As of July 31, zone agronomists sensitized and registered 86 groups composed of 1,910 group members. From the registered members, there are 868 men (45 percent) and 1,042 women (55 percent). The groups include 775 youth below the age of 35 (41 percent).

To date, the activity is exceeding the youth target of 30 percent and is slightly below the 60 percent target for female participation. For that case, specialists on the ground are examining approaches to increase the percentage of women for the next months.



Photo by Fintrac Inc.

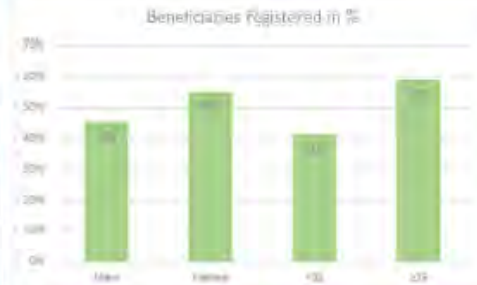
HAPA KAZI TU! a farmer group from Usafwani village in the district of Mbarali-Mbeya posing for a group photo after a visit from FTFT-MnM agronomists and M&E specialist.



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| Zone | Groups registered | Male | Female | <35 | >35 |
|------------------|-------------------|------|--------|-----|-----|
| Morogoro | 14 | 182 | 295 | 199 | 278 |
| Zanzibar | 18 | 147 | 188 | 117 | 213 |
| Iringa | 36 | 278 | 417 | 253 | 439 |
| Mboya and Songwe | 18 | 261 | 142 | 206 | 197 |

Farmer groups sensitized and registered, July 2017



The distribution by percentage of registered groups, July 2017

STAKEHOLDERS DATABASE DEVELOPMENT

The horticulture sector farmers and stakeholders often lack adequate market information. For instance, buyers and processors are unaware of farmers to supply them with produce while farmers seek markets to sell their produce. Therefore, In July, FTFT-MnM initiated the stakeholder database which will help the industry to identify the different stakeholders and address the challenges.

The database uses mobile data technology (Epicollect5, Google Sheets, and Google Maps) to capture information on the numerous stakeholders who are working in horticulture value chains within the five regions of FTFT-MnM focus. Some of the information captured includes horticulture trader's information, horticulture product information, producer groups, production areas, brokers, and inputs/equipment providers, contact information, location as well as financial institutions locations and contacts. FTFT-MnM specialists on the ground lead the information-gathering process.

By the end of July, the database contained records and geolocation data for 166 stakeholders, including 12 financial institutions; 17 government institutions; 19 input/equipment providers; 114 buyers, traders, or brokers; and four producer initiatives.

The database and the technology behind it has a number of applications for the market facilitation approach that FTFT-MnM is utilizing to improve the efficiencies and profitability of the horticulture sub-sector in Tanzania. The database will be used to bridge the weak industry market approach through different ways, for example, creating linkages, information sharing, facilitating a better working relationship among value chain actors, facilitate the provision of training and consultancies to mention a few.

PERSUAP SUBMISSION

In July FTFT-MnM submitted the Pesticide Evaluation Report and Safer Use Action Plan (PERSUAP) to USAID. The Pesticide Evaluation Report (PER) presents a list of pesticides that are considered safe to use by smallholder farmers in Tanzania. Participants in FTFT-MnM activities will be trained on safe pesticide use so they can properly apply all the recommended practices as stipulated in the plan.

In the Safer Use Action Plan (SUAP), FTFT-MnM presents how it intends to reduce the need for pesticides and, if needed, how to minimize the risks to farmers, to rural communities, and to the broader environment. It also sets out a monitoring framework for ensuring that recommended practices are followed per the USAID Environmental Compliance Procedures as stipulated in the Code of Federal Regulations on environmental compliance for all USAID projects.





FEED THE FUTURE

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

FEED THE FUTURE TANZANIA MBOGA NA MATUNDA

MONTHLY UPDATE: AUGUST 2017

INTRODUCTION

Welcome to our August 2017 update of Feed the Future Tanzania Mboga na Matunda (FTFT-MnM). FTFT-MnM is a four-year activity funded by the United States Agency for International Development (USAID). The purpose of FTFT-MnM is to increase the competitiveness and inclusiveness of the horticulture subsector, while improving the nutritional status of Tanzanians. This will be achieved by:

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DEMO PLOT ESTABLISHMENT

Many smallholder farmers in rural Tanzania lack the necessary farming knowledge to increase their productivity. They also face challenges related to timely access to quality inputs and technologies; inefficient postharvest handling, storage and transportation; and effective market systems and access to finance.

These factors have continued to cause low productivity in terms of quantity and quality—which in turn adversely impacts food security and the health status of Tanzanians from the household level to the national level.



Photo by Fintrac Inc.

A farmer group in rural Morogoro tilling the land in preparation for a demo plot.

To address these challenges, FTFT-MnM is establishing demo plots as an agricultural education tool to teach and demonstrate farming technologies and good agricultural practices such as land preparation, raised beds, live barriers, low cost nursery infrastructure, and inputs needed during the cropping cycle. To be considered for demo plot support, groups must implement the new practices on their farms and in turn, they will receive the inputs, technology, and equipment – such as hybrid seeds, seedling trays, soluble fertilizers, and drip irrigation kits. Facilitation began with 90 farmer groups made up of 1,800 individual farmers on 70.5 acres of farmland in the focus regions of the activity.



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MARKET INFORMATION FACILITATION

Timely and effective access to market information is one of the key factors that tangibly reduces poverty and food insecurity for Tanzanians by boosting smallholder farmers' productivity, thus earning them increased income. Currently, smallholder farmers face challenges in accessing quality and affordable inputs as well as connections to output markets to sell their produce for fair returns.

To address this issue, FTFT-MnM initiated various strategies in August that are designed to facilitate and strengthen the availability of market information to smallholder farmers in Tanzania.

As one example, the activity is helping create a database of buyers and sellers of fresh produce in markets throughout Dar es Salaam, Morogoro, Iringa, Mbeya, Songwe, and Zanzibar. At least 14 markets and 159 produce buyers have been registered for future marketing linkages. Buyers and sellers of fresh produce in the identified markets have provided key crop price trends data that have been analyzed by FTFT-MnM specialists and are included in "Key Crops Price Trends" bulletins. These bulletins will be printed and disseminated to stakeholders in the horticulture value chain around the country.



Photo by Fintrac Inc.

A trader at the Wagogo Market in Kinondoni district in Dar Es Salaam shows the desirable size and features of watermelons that are likely to attract consumers at the market.

CELEBRATING FARMER SUCCESS AT THE MBEYA NANE NANE

Nane Nane (meaning eight, eight in Swahili) is one of the many truly vibrant national holidays in Tanzania. Held countrywide on the eighth day of the eighth month each year, the occasion is celebrated in recognition of farmers' contribution to the Tanzanian economy. Indeed, the event also provides opportunities for farmers to share their views and experiences, exchange knowledge and information, as well as exhibit new technologies—along the way exploring new ideas and solutions in the agriculture industry.

To support the initiative, FTFT-MnM participated in the celebration held in Mbeya by demonstrating proper seedling production techniques. The team also trained participants at the show in different ways of preparing nutritious vegetables and fruits for family consumption.

Along with the training and demonstrations, the FTFT-MnM team on the ground interacted with farmers, agrodealers, processors, agribusiness specialists, and government officials working in the horticulture value chain. At the event, more than 300 visitors were recorded as having benefited from this engagement.



Photo by Fintrac Inc.

FTFT-MnM agronomists demonstrating proper seedling preparation at the Nane Nane Exhibition in Mbeya.





FEED THE FUTURE

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

FEED THE FUTURE TANZANIA MBOGA NA MATUNDA

MONTHLY UPDATE: SEPTEMBER 2017

INTRODUCTION

Welcome to our September 2017 update of Feed the Future Tanzania Mboga na Matunda (FTFT-MnM). FTFT-MnM is a four-year activity funded by the United States Agency for International Development (USAID). The purpose of FTFT-MnM is to increase the competitiveness and inclusiveness of the horticulture subsector while improving the nutritional status of Tanzanians. This will be achieved by:

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INTEGRATING EXTENSION OFFICERS FOR SUSTAINABILITY

The scarcity of readily accessible, high quality extension services has been a major contributor to the underperformance of fruit and vegetable farming in Tanzania over the years.

Despite extension officers being located in many regions at the village and ward level, some have not had the opportunity to learn updated farming practices, which allow farmers to be more productive. They also face challenges in terms of logistics to be able to reach large numbers of farmers.

To address and mitigate these challenges, FTFT-MnM has been working with and integrating local extension service providers in the implementation of its activities.

Currently, many village extension officers are already working side by side with FTFT-MnM specialists to deliver agricultural extension services. In addition to sharing experiences and knowledge, the local extension officers are also undergoing on-field training from specialists to improve their agronomic skills, resulting in an improved extension service delivery.

Through September, FTFT-MnM has integrated 31 local agricultural extension service providers into activities in Mbeya, Songwe, Iringa, and Morogoro, and will continue working hand-in-hand with them to ensure sustainability. It should also be noted that the local extension officers played an important role in group identification and formulation at the initial stages of the FTFT-MnM.



Photo by Fintrac Inc.

FTFT-MnM agronomist Zephania Semkogo (R) installs a drip irrigation system with local government extension officer, Godfrey Mkongwa, in the Nondwe village, Mufundi.



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PROMOTING DIVERSIFIED AND NUTRITIOUS CROPS

Abject poverty and persistent food insecurity are among the major factors that fuel poor nutrition among populations. Tanzania is no exception to this, especially in the rural areas where the primary socio-economic activity is agriculture.

In that regard, FTFT-MnM has initiated a number of strategies to address this problem. This month, FTFT-MnM specialists carried out several nutrition sensitization activities to improve their health and livelihoods of smallholder farmers in rural Tanzania. These were designed to help smallholders understand the importance of growing and using assorted nutritious fruits and vegetables that are grown or otherwise available locally. A total of 24 cooking demonstrations were conducted, where 430 people attended (138 men and 292 women).

In Iringa, activity specialists participated with other USAID implementing partners to organize a media campaign named "MAMA MSOSI LISHE." The objective is to sensitize local communities through a cooking competition, which aims to improve nutritious food consumption for mothers and children, as well as sanitation and the use of alternative energy to protect forest reserves. The campaign is being coordinated by the Iringa Regional Commissioner's Office, in collaboration with Feed the Future Tanzania initiatives in Iringa.



Photo by Fintrac Inc.

FTFT-MnM nutrition specialist Syalilinga Mwalla conducts a training on balanced diets and proper food preparation for families in the village of Kitasengwa in Mufindi District.

DEMONSTRATION PLOTS TAKE OFF

Establishing demonstration plots is one of the centerpiece activities of FTFT-MnM. The plots help facilitate the application of good agricultural practices by smallholders, through model-based training that help farmers understand the differences between traditional and modern methods of farming. The farming demonstrated includes the use of hybrid seeds, drip irrigation technologies, land preparation, and improved inputs.

FTFT-MnM has started the first phase of a project to install drip irrigation technologies on more than 70 acres of farmland in Mbeya, Iringa, Morogoro, and Songwe, as well as in Zanzibar. In September, 5,889 farmers gained hands-on experience installing and maintaining drip irrigation technology; soil sterilization; seedling production; nursery construction; and raised beds.

Through the state-of-the-art technologies introduced by FTFT-MnM, farmers in Tanzania have the opportunity to replicate and improve their farming methods, resulting in enhanced productivity and sustainable livelihoods.

CREATING A FOUNDATION TO FINANCE SMALLHOLDERS

In rural Tanzania, farmers are often hampered by limited access to funding for farming activities, which limits their production and profitability.

This month, FTFT-MnM began identifying financial service providers suitable for providing support to horticulture smallholder farmers in their respective geographic areas. FTFT-MnM specialists visited 36 financial institutions across the country who have shown interest and have relevant financial products and services with affordable terms for smallholder farmers, especially those operating in rural areas. The goal is to connect farmers with affordable financial products and services, so they maximize their on-farm profits. FTFT-MnM will also provide farmers with finance and management training to improve their business knowledge and decision making.



ANNEX II: PERFORMANCE INDICATOR SUMMARY TABLE

| Indicator | | Indicator Source | Disaggregate | Baseline | Targets | | | | | | Unit |
|--|---|-----------------------|---|----------|-------------------|-------------------|-------------------|-------------------|-------------------|---------|-------------|
| | | | | | Year 1 (09/17) | Year 2 (09/18) | Year 3 (09/19) | Year 4 (09/20) | Year 5 (01/21) | LOP | |
| Purpose: Increase the productivity and profitability in horticultural value chains | | | | | | | | | | | |
| 1 | Number of households benefiting directly from USG assistance under Feed the Future | IR 1/ EG.3-I | Duration; Location | 0 | 1,950 | 9,000 | 25,000 | 40,000 | 40,000 | 40,000 | Households |
| Sub-purpose 1: Scale nutrition-sensitive improvements in smallholder productivity, while integrating large numbers of women and youth | | | | | | | | | | | |
| 2 | Number of farmers and others who have applied improved technologies or management practices with USG assistance | Sub-IR 1.1/ EG.3.2-17 | Value chain actor type; Technology type; Sex; Age | 0 | 0 | 8,100 | 22,500 | 35,000 | 36,000 | 36,000 | Farmers |
| 3 | Number of hectares of land under improved technologies or management practices with USG assistance | Sub-IR 1.2/ EG.3.2-18 | Technology type; Sex; Age; Commodity | 0 | 0 | 6,251 | 18,811 | 35,114 | 35,114 | 35,114 | Ha |
| 4 | Number of individuals who have received USG supported short-term agricultural sector productivity or food security training | Sub-IR 1.1/ EG.3.2-1 | Type of individual; Sex; Age | 0 | 3,300 | 15,000 | 35,000 | 55,000 | 60,000 | 60,000 | Individuals |
| 5 | Percentage of female direct beneficiaries of United States Government nutrition-sensitive agriculture activities consuming a diet of minimum diversity | IR 6/ EG.3.3-10 | | 62 | N/A | 64 | 65 | 67 | 67 | 67 | Percent |
| 6 | Total quantity of targeted nutrient-rich value chain commodities produced by direct beneficiaries with United States Government assistance that is set aside for home consumption | IR 6/ EG.3.3-11 | Nutrient-rich Commodity | 0 | N/A | 226.90 | 723.55 | 1,272.29 | 1,272.29 | 1,272.3 | Mt |
| Sub-Purpose 2: Increase the profitability of horticulture market systems and trade, while deepening the depth & breadth of benefits to women & youth | | | | | | | | | | | |
| 7 | Value of small-holder incremental sales generated with Feed the Future implementation | IR 2/ EG.3.2-19 | Commodity | 0 | 0 | 6.10 | 19.85 | 37.40 | 9.81 | 73.17 | USD Million |
| 8 | Number of farmers that have been verified to meet market standards | Custom | Sex; Age; Standard type | n/a | 0 | 1,200 | 2,800 | 4,600 | 5,000 | 5,000 | Farmers |

| Indicator | | Indicator Source | Disaggregate | Baseline | Targets | | | | | | Unit |
|--|--|--------------------------|---|----------|-------------------|-------------------|-------------------|-------------------|-------------------|--------|---------------|
| | | | | | Year 1 (09/17) | Year 2 (09/18) | Year 3 (09/19) | Year 4 (09/20) | Year 5 (01/21) | LOP | |
| 9 | Value of agricultural and rural loans as a result of USG assistance | Sub-IR 2.4/ EG.3.2-6 | Type of loan recipient; Sex; Age of recipient | 0 | 0 | 0.95 | 2.25 | 3.0 | 0.8 | 7.00 | USD Million |
| 10 | Number of for-profit private enterprises, producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG food security-related organizational development assistance | Sub-IR 1.1/ EG.3.2-4 | Type of organization; New/ Continuing | 0 | 100 | 350 | 850 | 1,375 | 1,375 | 1,375 | Organizations |
| 11 | Value of new private sector capital investment in the agriculture sector or food chain leveraged by Feed the Future implementation | IR 3/ EG.3.2-22 | None | 0 | N/A | 2.0 | 2.0 | 2.80 | 0.76 | 7.56 | USD Million |
| Sub-purpose 3: Strengthen the capacity of local systems linked to horticulture | | | | | | | | | | | |
| 12 | Number of public-private partnerships formed as a result of USG assistance | IR 3/ EG.3.2-5 | Partnership focus | 0 | 20 | 5 | 0 | 0 | 0 | 25 | Partnerships |
| 13 | Number of public and private entities engaged in policy coordination mechanisms | Custom | | 0 | N/A | 15 | 20 | 15 | 0 | 50 | Entities |
| 14 | Number of agricultural and nutritional enabling environment policies analyzed, consulted on, drafted or revised, approved and implemented with USG assistance | Sub-IR 1.3/ EG.3.1-12 | Policy area; Process/Step | 0 | 0 | 8 | 7 | 0 | 0 | 15 | Policies |
| Cross-Cutting Themes | | | | | | | | | | | |
| 15 | Percent of women in leadership positions in producer organizations | Custom | | 47 | 47 | 47 | 50 | 50 | 50 | 50 | Percent |
| 16 | Percent of youth in leadership positions in producer organizations | Custom | | 38 | 38 | 38 | 38 | 38 | 38 | 38 | Percent |
| 17 | Number of people using climate information or implementing risk reducing actions to improve resilience to climate change as supported by USG assistance | Sub-IR 1.1/ EG.11-6 | Sex; Age | 0 | 0 | 6,750 | 18,750 | 28,000 | 30,000 | 30,000 | People |

1 – Indicates that either baseline and/or targets will be set based on results of the baseline survey.

