OVERVIEW

The work of the Alliance for a Green Revolution in Africa (AGRA) in Tanzania is in line with the Government of Tanzania’s Agricultural Sector Development Programme (ASDP II), which aims to transform the country’s agricultural systems and increase the productivity and income of smallholder farmers.

AGRA works with the Government and various strategic partners to increase incentives for private sector participation and investment in the agricultural sector while enhancing access to finance and markets; the adoption of climate smart technologies and use of inputs (seeds and fertilizer).

AGRA has worked in Tanzania since 2006 prioritizing initiatives that complement the work of other actors to significantly increase smallholder farmers’ income and food security by enhancing productivity, strengthening linkages between market and production systems, and supporting the development of an enabling environment.

In the first decade of our work, we invested US$51.29m in Tanzania’s agricultural industry with the following results:

- **14** Phds and **27** MScs trained.
- Supported the establishment of **15** seed companies
- Supported the development and release of **42** varieties out of which **29** were commercialized.
- Trained **6,748** agro-dealers through whom distances the farmer had to travel to access inputs reduced.
- Trained **735,687** farmers with knowledge on ISFM, leading to **149,895** hectares being cropped using ISFM technologies.
- Teamed up with Kilimo Trust and Stanbic Tanzania in a lending scheme worth US$2.5 million that leveraged US$25 million benefiting 52,465 smallholder farmers and 20 agribusinesses.
- AGRA, FSDT and NMB Bank founded a lending scheme worth US$2.1 million that leveraged US$10 million benefiting 1,055 agro-dealers.
- Involved in the ARI-Uyole ISFM project revolving fund worth USD50,000 that leveraged US$100,000 benefiting 2,000 farmers.
- Generated evidence on the performance of the fertilizer subsidy voucher scheme for efficiency, equity, impact on fertilizer use, productivity and crop incomes. The data collected was used to improve the country’s subsidy scheme ensuring that vouchers were only used for inputs purchase thus increasing the fertilizer usage levels in the country.
In this decade, AGRA built an asset base in technologies, partnerships and models that can be scaled for competitive and inclusive agriculture in Tanzania. Our strategy and support for Tanzania from 2017 to 2021 seeks to bring all of these elements together to catalyze and sustain an Inclusive Agricultural Transformation to increase incomes and improve food security for 1.5 million smallholder farming households through an investment US$28M. This will be achieved through strategic country support and government engagement coupled with a set of targeted catalytic downstream and systemic investments - through our alliance of partners - in high impact areas such as food processing and market-oriented agricultural production.

Specific investments include:

1. **Policy and Country Support**
   - Strengthen the national coordinating team’s (NACOTE) capacity for driving evidence based planning, and implementation alignment between national, regional and local sector government;
   - Enhance planning and coordination between the Ministry of Agriculture and external stakeholders;
   - Enhance the policy environment for increased private sector investments.

2. **Input and Market Systems Development**
   - Enhance supply chain efficiency through effective agribusiness deal-making platforms in the northern highlands;
   - Expand market access through value addition, structured trade, quality enhancement and aggregation in the southern highlands;
   - Strengthen input supply systems and linkages to output markets to facilitate the uptake of yield-enhancing agricultural technologies in the western highlands;
   - Promote women empowerment in agriculture and active participation in decision making and benefit more from the downstream portion of value chain activities such as marketing, processing and trade.

**Early Results**

- **$11.3 million** invested in 31 grants in
- **742,865** farmers committed to date
- Supported the implementation of the Agricultural Sector Development Program Phase II with a grant **$1.672 million**
- Grain export ban lifted
- Umbrella contract farming legislation approved
- **$250,000** awarded to help enhance Tanzania’s scorecard on Malabo/CAADP mutual accountability targets
- Revolving Fund Facility established for SMEs, with AGRA contributing **$400,000**
- Grant of **$610,000** disbursed to up to 14 rural SMEs to help reduce postharvest losses
- **$2.5 million** approved to fund a component of the Tanzania Potato Seed Improvement initiative
- Through FtMA, 42,000 farmers (42% women) reached; **$1.6 million** generated in crop sales; 34,000 farmers trained in good agricultural practices
Approved Grants 2017 - July 2019: $12,907,366

Strategic Partners
- Building Rural Incomes Through Enterprise (BREITEN)
- Center for Sustainable Development Initiatives Company Ltd
- Centro Internacional de Agricultura Tropical
- Crop Bioscience Solutions
- Division of Research and Training, Ministry of Agriculture, Food Security and Cooperatives
- Faida Market Link Company (Faida MaLi)
- Farm Concern International Development Trust
- Farm Input Promotions Africa Limited (FIPS-Africa)
- Institute of Rural Development Planning (IRDP)
- Jambe Agro Company (JACL)
- Meru Agro-Tours and Consultants Co. Ltd
- Mtandao wa Vikundi ywa Wakulima
- Namburi Agricultural Company Limited
- Open University of Tanzania
- Research on Poverty Alleviation (REPOA)
- Rural Urban Development Initiatives (RUDI)
- SNV – Netherlands Development Organisation
- Sok dispose University of Agriculture
- Southern African Confederation of Agricultural Unions (SACAU)
- Southern Agricultural Growth Corridor of Tanzania (SAGCOT)
- Southern Highlands Zone Agricultural Research Institute (ARI) Uyole
- Tanzania Warehouse Licensing Board
- Women in Social Entrepreneurship

Donor Partners
- African Development Bank Group
- Africa Enterprise Challenge Fund (AECF)
- African Fertilizer and Agribusiness Partnership (AFAP)
- African Union
- Bill & Melinda Gates Foundation (BMGF)
- Department for International Development (DFID/UKaid)
- Department of Foreign Affairs, Trade and Development, Canada
- Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)
- Farm to Market Alliance
- Federal Ministry of Economic Cooperation and Development (BMZ)
- International Fund for Agricultural Development (IFAD)
- International Maize and Wheat Improvement Center (CMMYT)
- Kingdom of Netherlands
- Mastercard Foundation
- New Partnership for Africa’s Development (NEPAD)
- Norwegian Agency for Development
ABOUT AGRA

AGRA is a farmer-centered, African-led, partnerships-driven institution that is working to transforming smallholder farming from a solitary struggle to survive to a business that thrives.

In collaboration with its partners—including African governments, researchers, development partners, the private sector and civil society—AGRA’s work primarily focuses on smallholder farmers - men and women who typically cultivate staple crops on two hectares or less.

AGRA has learned a lot from efforts during its first 12 years and is now recognized across the continent as a strong voice for African rural development, a prosperous agricultural economy, and for supporting thousands of small African businesses and millions of African families to improve agriculture as a way to ensure food security and improve their livelihoods.

In its 2017-2021 strategy, AGRA is working with its partners to support 11 African countries and 30 million smallholder farm households (150 million individuals) to increase their incomes and improve their food security.

Dar-es-Salaam, Tanzania Regional Office
C/O IITA – Tanzania,
Plot 25 Mwenge Cocacola Road Mikocheni,
P.O. BOX 34441 Dar es Salaam, Tanzania
Email: info@agra.org

Nairobi Kenya Headquarters
West End Towers, 4th Floor
Kanjata Road, Muthangari Drive, Waiyaki Way
P.O. Box 66773. Westlands 00800 Nairobi, Kenya
Tel: +254 (20) 3675 000
Email: info@agra.org

Should you or your team need more information, please get in touch with Vianey Rweyendela, AGRA Tanzania Country Manager at VRweyendela@agra.org