

Project: Support to
EAC
Integration Process

Country: Tanzania

Location: Arusha

Project
implementation time
frame: 30th July 2018-
30th January 2019

ORGANISATION NAME: NYAKINTONTO YOUTH FOR DEVELOPMENT TANZANIA(NYDT)

PROJECT NAME: EAC YOUTH AGRI-BUSINESS APP

Date, 30th July 2018- 30th January 2019

Place: KIGOMA –TANZANIA and MAKAMBA-BURUNDI

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1. Executive Summary

This report narrates the actualities of Nyakitonto Youth Development Tanzania's NYDTs six months Implementation of EAC Youth Agri-Business App project which has been funded by GIZ <http://eacgermany.org/> under the IIDEA programme. <http://www.eaciidea.net/partners/>

NYDT would like to report here that it has been able to successfully implement all the activities which were planned for the Six months and the detail thereof are contained in the deliverables session of this report.

The activities performed finally included undertaking a mapping survey, constructing of an app, populating the app, popularizing the app among the youth of Makamba and Kigoma, undertaking orientation session NYDT staff and members on how to manage the app and holding dialogue sessions with relevant border agents and authorities who facilitate agri-trade on both the Tanzania and the Burundi sides of the border, Launch of the app and smart phone platform, Dialogue platforms with authorities and scooping surveys, Promotion of materials guide books for access App, Fliers of outcomes and Documentation of reports, video clips, communicating updates, Radio, TV and Media briefly.

NYDT was also able to buy software and Project equipment so as to effectively implement the EAC Youth Agri-Business App project. The grant was also used to remunerate NYDT staff who work directly on this project and others who contribute staff time to this project. The GIZ grant also supported the securing of security for the office,

As has been reported in the financial statement NYDT as total amount **80,445,000/=** grant which was disbursed to implement all activities for those six months.

Introduction and Background

East African Community Geographically includes six Countries namely, Tanzania, Kenya, Uganda, Burundi, Rwanda, and South Sudan. According to 2015 data, the Community has about 145.5 million people. About 80% of the population is employed on small Holding farming system. Of the population, youth comprises greater proportion than the rest. Owing to this fact, Agri-business has been very important sector which has been conducted dumpy with less information. Furthermore, estimation of 5000 people cross border daily including trading activity although only 23% engaging in formal cross border trade and 70% are cross border informally (according TCCIA base line survey report). Youths and large part of the community have been less informed about the legal framework regarding the EAC. This has made it imperative for NYDT with support from GIZ to carry out the project in the name EAST AFRICA YOUTH AGRIBUSINESS APP and key beneficiaries are Cross Border traders and youth employed in Agri-business sector from Tanzania and Burundi.

The project intends to create an App that will be popular among people that will be able to help communicate information among the users most of who are the youths involved in the agribusiness activities. Mobile phones will be used to make trade partners interact. This will quickly increase the commercial intercourse among youths in the region. However, many of the citizens within the EAC are less informed on the EAC protocols. Many crop producers are less knowledgeable about which are the legal procedures to be involved for them to move free from one country to another within the community, they also do not know which are their rights to trade, with their counterpart countries. The importance of this project also falls under this context. NYDT in with other potential stakeholders conducted various round table meeting, orientations meeting, information sharing plat forms and Media briefly on EAC cross border trade, Protocols, EAC Regulatory as well as

Objectives of the Project

- To develop an EAC Youth Agri-business app with information on market, agri-business skills and guidelines to youth undertaking agri-business in Tanzania and Burundi
- To establish a discussion, feedback and networking mobile phone forum for youth who are involved in agribusiness in Tanzania and Burundi.
- To facilitate cross border agency and authority discussion platforms to improve cross border trade in Tanzania and Burundi.

Did you collaborate with any other organizations?

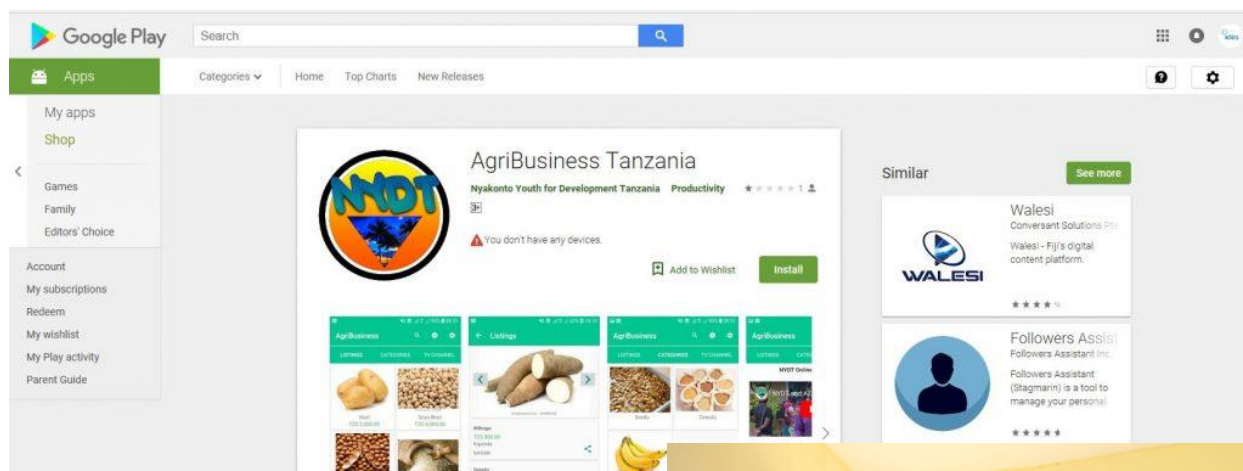
Press Statement of NYDT and LIC Collaboaration on the use of One stop business centres representative Joel ramadhan and Theonest C. Tereba,Bihind them are NYDT Team of youths who are staffs



In the implementation of the initial six months NYDT collaborated with a number of stakeholder who either facilitate cross-bordeer trade or are actually cross-border agri-traders

cross the Tanzania and Burubdi border. The first partner is CADE non-government organization from Makamba Burundi which is the core-implementer on the Burundi side, other are the Tanzania Chamber of Commerce in Industry and Agricultural (TCCIA), Local Investment Climate (LIC), Tanzania Revenue Authority (TRA), Ministry of Agriculture Plant Health Department, Tanzania Business Council, Kigoma Regional Business/Trade Officer, Districts Trades Officers Media Presenters local government officials in Makamba and Kigoma and other border agencies and authorities

Report of the Project Activities : App training and launching to cross boarders traders in agribusiness



Describe the Communication interventions

What have you conducted? Describe the output, outcomes and results achieved with pictures, media clips, videos, links etc.

EAC Youth Agribusiness App , find it in the playstore.

<https://www.youtube.com/watch?v=NH1fvEw3bpw> ,

NYDT Dodoma

<https://www.youtube.com/watch?v=TLHiHsQCtZI>

NYDT and AZAM Burundi

<https://www.youtube.com/watch?v=Ngm9xW0G3D4>

NYDT and TBC Burundi

<https://www.youtube.com/watch?v=BhjcYELxnUY>

NYDT and AZAM Tanzania

https://www.youtube.com/watch?v=HH_YMbXwjE

NYDT has integrated media people in the project and the media have been part of each stage of the implementation of this project and therefore the EAC Youth Agri—Business App project has been covered in various media in Tanzania and Burundi and this is evidence by the clips and article attached to this report. This has been done even before the publicity of the App which is slated for the next three months. The project has also been publicised or written on by various social media owners and bloggers including the NYDT own website and whatsapp group (*See attached clips*) in this link.

1.0 Conduct Scooping Survey in Kigoma Tanzania and Makamba Burundi

Activity outputs

- Come up with list of real agribusiness suppliers and off taker/ buyers from Kigoma Tanzania and Burundi.

- Networking and collaboration business (engagement) among cross border trade authorities like Regional Crops Certification officers, Tanzania Revenue Authority (TRA), TCCIA and Regional Business Officer

Activity outcomes

- Increased confidence among youth cross border traders due awareness on Cross border rules, protocols, authorities and procedures to follow for conducting legal Cross border trade, as well as Increased room for easy access marketing information.
- Created market linkage between crops off taker/buyers and suppliers /producers from Tanzania and Burundi, for evidence after round table meeting held at Makamba Burundi Miss Diana from Kibondo Tanzania (woman cross border trader) succeed to sell 30tans of cassava to off takers from Burundi who met during EAC youth agribusiness App project intervention.

2.0 Activity: App design, pretesting and training of staff

2.1 Activity outputs: Acting in order to achieve the broad outcome of enhanced youth engagement in the agri-business between Tanzania and Burundi NYDT has been able to contract a consultants to construct the app and has already pretested the app and currently the NYDT staff and the consultant are working together in populating and hosting the app. The consultant has also oriented all the NYDT staff on the operations of the app and how to manage the app. NYDT also was able to pay hosting fees for the app.

2.2 Activity outcome: However, the consultants is still working hand-in-hand with the NYDT Information Technology Officer and the Project Manager to coach them on how to trouble shoot issues related to the app. Therefore NYDT will only be able to say that it has achieved the outputs of an EAC Youth Business App developed and functional as set out on results matrix next week (15th November 2018) when the app has been fully populated and uploaded for public use.

3.0 : Activity Three Days Capacity Building Training to NYDT staff

3.1 Activity outputs

3.1.1 NYDT Staff were oriented to the project, goals, Objectives and activities and the key ways of measure success of the implementation of the project. The orientation also included information on the EAC agri-trader regime more so the aspects of the comom market and customs union protocol which have an bearing on agri-trade.

3.1.2 The staff also had a chance of being taken through the App by the consultant and gave them practical tips on how to manage the App (including how to upload information and answer queries from agri-traders).

3.2 Activity outcomes

3.2.1 NYDT and CADE staff are now more knowledgeable about the project management and understand how the project feeds into both the general EAC agri-trade regime and into efforts by the EAC and other actors to foster youth engagement and benefit from the EAC agri-trade regime.

4.0 Activity: Border agencies and authorities' platforms for improved cross border trade

4.1 Activity outputs: NYDT has also worked on the objective which sought to facilitate cross-border agencies and authorities together with agri-traders to have a platform discuss trade barriers related issues for as to improve cross-border trade between Burundi and Tanzania. In this regard NYDT held two cross-border meetings which brought together border agencies and authorities and agri-trade facilitators and actual small-scale farmers most of whom were youth to discuss trade related barriers in agri-cross-border trade.

4.2 Activity outcomes:

4.2.1 There is now a good working relations among the NYDT/CADE the local government authorities in Makamba and Kigoma, the agri-trade facilitation authorities on both the Tanzanian and Burundi sides of the border

4.2.2 NYDT has formulated an e-forum and whatsapp group which include actual youth agri-trader and the facilitating agencies and authorities

4.2.3 All actors who are involved in youth agri-traders on the Tanzania and Burundi border have been able to meet with actual youth agri-traders or their representatives and have deliberated on issues related to agri-trader barriers which the youth face and have agreed on ways in which youth can be supported to allay these challenges.

4.2.4 The Actors have also agreed to be part of the App and therefore the App has included a feature on which the various agencies and authorities can be contacted in case of any issue.



3.0 Evaluation, assessment and Information on youth agri-business, markets, buyers and producers in Burundi and Tanzania

5.0 Activity: Launch of the app and smart phone platform.

5.1 Activity Output

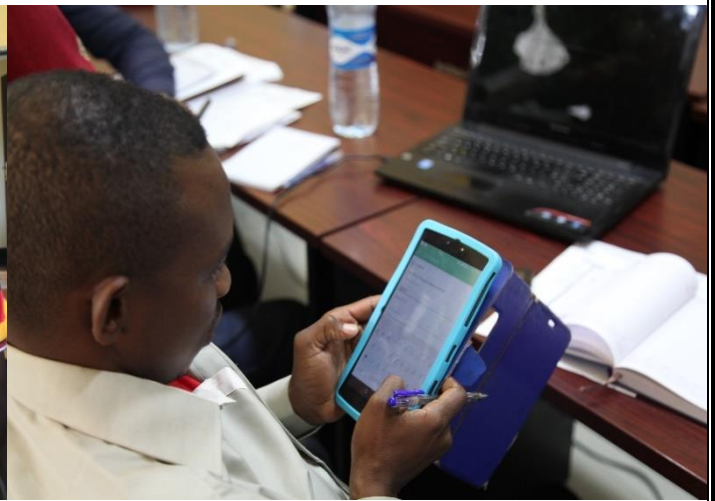
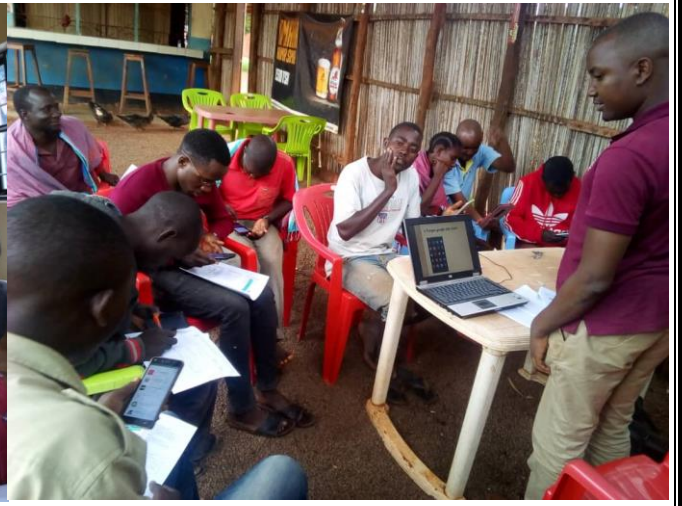
5.1.1. EAC Youth Agri-Business App Developed and functional and all the requirements for users have already developed and well functional for users to access it online and started to be registered and posting their informations and have been launched to beneficiaries across Kigoma and Makamba regional in Burund

5.1.2 Producer and suppliers access online market for their goods through App training on round table discussions and meetings around kigoma region and Makamba which actually leads to communication to be done online which byer have information of who sell what,where,how much and how to get the product and at which price, which before the App the market informations were not properly arranged and available.

5.2 Activity outcomes

5.2.1 Enhanced Youth engagement in agri-business between Tanzania and Burundi by ensuring linking and networking between buyers and producers through the training on the use of EAC Agribusiness APP on regional round table discussions with stakeholders

5.2.2 There is mutual relationship between buyers and farmers who participated in the App launching During engaging farmers and buyers in App launching it builded mutual relationship which wasn't existed due to lack of marketing infomartion.



6.0 Activity: Dialogue platforms with authorities and scoping surveys

6.1 Activity Output

6.1.1 Cross border agency and authority discussion platform established and functional and criteria for crossing border to trade with EAC countries discussed and analysed

6.2 Activity outcomes

6.2.1 Improved cross border trade for youth Agribusinesses through the informations on criteria enhancing youth to easily trade across borders that analysed and shared will help many Youth to be aware and access them for easily benefiting with the opportunities

6.2.2 Cross border challenges have been identified from responsible and reported to responsible Authorities for further solutions to be taken so as to enhancing the crossborder trade for Youth who produces crops especiall food crops to be benefited with this intervations.



7.0 Activity: Promotion of materials guide books for access App, Fliers of outcomes

7.1 Activity Output

7.1.1 EAC Youth Agri-Business App Developed and functional due to the users understood the APP and registering online as a results guiding books distributed to beneficiaries for easy and effectively Access the service

7.2 Activity outcomes

7.2.1 Enhanced Youth engagement in agri-business between Tanzania and Burundi through the materials distributed farmers and buyers whom registered now probably known each other through the one connect EAC Agribusiness APP which can help to eliminate the issues of middle mens whom actually were benefited with the trade not the beneficieries

7.2.2 200 manuals and video clips helping on information spreading on Agribusiness digital marketing using the APP were developed, printed and producted (share a link to the soft copy of the manual and the video) which actually the users can easily and effectively directed and the spreading this platforms online through sharing,updating due to the easily accessibility of the directives manuals,video clips,social medial sharing links etc

8.0 Activity: Documentation of reports, video clips, communicating updates, Radio, TV and Media briefly.

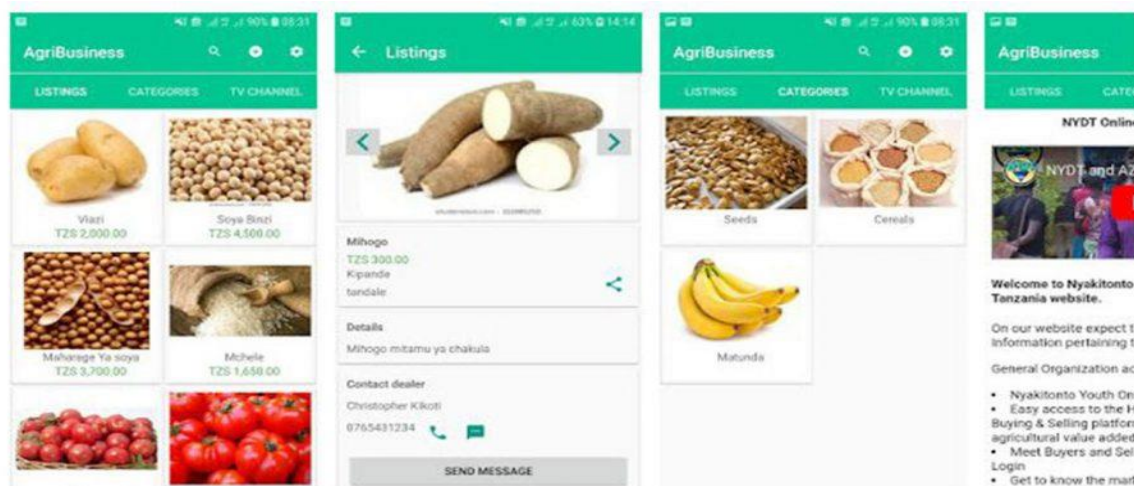
reports, video clips, communicating updates and Media briefly have been documented as evidences and successfully stories shared through attached links.



Cassava producers at Nyamidaho Kasulu DC have enjoyed soon after the vested by NYDT field officers to train about Agribusiness APP (please consider revising this picture caption. It's not clear.

All business is easy to be done through Digital Marketing App





9. Describe the M &E intervention implemented

The first step was the mapping of stakeholders and understanding what the agri-trade need for the youth agri-traders are and what opportunities and challenges exist. Second NYDT has been tracking the implementation of the activities setout in the results matrix of the project proposal to see what has been done. Using the Most Significant Change tool of M&E NYDT has been able to measure the incremental nature of the staff understanding of the EAC Process and Capacity to Manage the project, relationship building among agr-traders, border agencies and authorities and networking of various actors in Makamba and Kigoma around the issue of increases youth engagement and benefit from EAC Agri-trade business.

Result attained

- List of cross border traders from Kigoma Tanzania (females and males)
- Knowledge about the limitations for Cross Border traders, includes border barrier's, inadequate awareness among traders especially youth and prolonged procedure on certifications
- The app has been constructed and NYDT staff trained
- Information on the existence of the app has been disseminated among the NYDT and CADE farmer groups and there has been an initial buy-in by about 5000 youth farmers and agri-trader in Kigoma and Makamba
- NYDT has been able to organized two high level border agency and authorities meeting with agri-traders and farmers in Makamba and Kigoma

- The is buy-in in the project by other partners like Local Investment Climate project and AGRA
- The media has covered the App even before the media outreach has been done.

10. Achievements during the project implementation period

10.1 We succeeded to launch the app in 5 district and to a total of 86 relevant stakeholders

S/N	KIGOMA DC	UVINZA DC	KIBONDO DC	KASULU DC	KASULU TC
FEMALE	5	2	3	0	5
MALE	6	10	14	12	7

10.2 Youth Mindset have been changed in using smart phone for marketing and productive Agri business purposes;

10.3 Mutual relationship between buyers and farmers who participated in the App launching created

10.4 LGA and NYDT have been agreed on creating awareness and educating more stakeholders to know and using the Agribusiness APP

10.5 The EAC Agri-Business App has 266 users registered and currently using the App

10.6 The EAC Agri-Business App was launched at the Regional Commissioner Office by the Regional Business Officer, Regional Agricultural Advisor, 7 District Business Officer and 2 representatives from Burundi and Tanzania.

10.7 The EAC Agri-Business App APP is online and operational.

10.8 Network and linkage between farmers and buyers established through the APP and Whatsapp group.

11.To what extent the outcomes of the project match the objectives of the original proposal?

s/n	Objectives	Outcome
1	Objective 1: To develop an EAC Youth Agri-business app with information on market, agri-business skills and guidelines to youth undertaking agri-business in Tanzania and Burundi.	-Enhanced Youth engagement in agri-business between Tanzania and Burundi. -APP hosted and currently operational
2	Objective 2: To establish a discussion, feedback and networking mobile phone forum for youth who are involved in agribusiness in Tanzania and Burundi.	-Increased and easy communication of youth on agri-business in Tanzania and Burundi borders. - Mutual relationship between buyers and farmers who participated in the App launch established -LGA and NYDT have been agreed on creating awareness and educating more stakeholders to know and using the Agribusiness APP
3	Objective 3: To facilitate cross border agency and authority discussion platforms to improve cross border trade in Tanzania and Burundi.	-Cross border trade challenges presented and some are solved through establishment of APP -Cross border trade agency platform for discussion on trade issues have been established and is functional - Youth Mindset have been changed using smart phone for marketing purpose

12.Project's lasting impact and sustainability

NYDT insured internal capacity building regarding app management, updating and linking

NYDT also mounted an aggressive marketing plan to solicit sponsorship of the by youth employment development facilitators and grant-makers and calls including BTC-Enable, AGRA ,LIC ,FCS and ILO who has at one time been NYDT partners for continuation and sustainability.

Information sharing information and marketing strategy and Links established

S/N	Channel/means of communication to youth and entire communities in EAC	Publishing post/Designing	By whom
1.	SMS group of targeted stakeholders established	Weekly	Joseph Ndijenyene
2.	WhatsApp group which include cross boarder traders and farmers in Tanzania and Burundi established and interactive	Daily updates	Joseph Ndijenyene
3.	Facebook (https://web.facebook.com/nyakitontoyouthdevelopment) very interactive	Daily updates	Joseph Ndijenyene
4.	Websites developed with a page on IIDEA established and inractive (www.nydt.or.tz)	Daily and weekly	Herman Julius
5.	Online TV(https://www.youtube.com/channel/UCyetmDAN8XWm5Yv8wgRBsEg)	weekly	Herman Julius
6.	Agribusiness APP developed and its functional with 266 registered users	weekly	Herman Julius
7.	Instagram(https://www.instagram.com/nydtanzania/) developed and used regularly	Daily and weekly	Joseph Ndijenyene
8.	Twitter(https://twitter.com/nydtanzania) used regularly	Daily and weekly updates	Herman Julius

13.Describe the Lesson Learnt during the Implementation of the Project

The below are some of the lesion learnt during the implementation of this project so far:

- Majority of youth engaging in business are not aware about how to legalize their business and procedures to follow for engaging on cross border trade, fore instance procedures for access certification of origin, crops certification from the Ministry of Agriculture.
- While youth agri-trader face some of the conventional trade barriers there are other age and sex related barriers faced by youth which are not among the concventional trade barriers.

- The is generally there is low understanding among agri-trader about the tax regime in the EAC therefore the interragtion with revenue official was worthwhile.
- The government officials cheered the creation of such platforms as the one incuding border agencies and authorities and actual agri-traders saying that it has been difficult to have all these actors in one room therefore were grateful to the NYDT/CADE initiative
- The piloting of the App and the attendant mobilization of youth agri-business dealers indicate that youth can innovatively find ways of resolving the challenges by face if they are facilitated or supported.
- There was weak networking and linkages between farmers/producers and buyers of food crops in the two countries, (state why and what needs to be done to improve it. This will improve the marketability of the Agri-products produced by the youth in Tanzania and Burundi on in the two countries and to other EAC Countries.
- Many youth are the most innovative population in the two countries of under the project scope and have access to smart phone which can easily be tamed to increase their productivity to earn income both for the nation and the region through digital means.
- Fear of unknown on legal documents required by famers about cross border trade.
- With digital technology, it faster and easier to spread information especially on to the marketing sector on the produced Agri- products



NYDT Staffs and cross border trade stakeholders in capacity build training –Kigoma ujiji
Tanzania



Round table meeting participants –Kigoma Tanzania



Participants after round table meeting –Makamba Burundi

14.What are some of the Challenges encountered during the Project Implementation

Describe problems / obstacles that were encountered during the reporting period and what was done to overcome them.

1a. Obstacle: Time limit of the project

1b. Solution: NYDT staffs worked day and night to make sure the results expected archived

2a. Obstacle: Many Youth are not aware on Revised Extension and agribusiness technologies and the market potential of their products in the two countries and beyond.

2b. Solution: We request GIZ IIDEA to scale up funding for training of youth on revised Extension and agribusiness technologies so that they produce and sell Products according to market demand for sustainability of the project

3a. Obstacle: Lack of clear database of buyers and producers from the Government departments of Agriculture and Trade in Tanzania and Burundi made it difficult to facilitate market linkages between the two sectors.

3b. Solution: We manage to link them and agreed frequently sharing of information and the Agribusiness App will be the platform of clear and relevant Database by conducting round table meetings and youth platforms on App uses and trainings to buyers and sellers

15.What are the Recommendations from the Project? (*relevant to integration*)

The following were the recommendations from the implementation and consideration for the project;

1. This lesson from this project should be disseminated widely across the EAC because they provide a good starting point in integrating youth in the EAC agri-trade agenda.
2. Formation of platforms which bring together border agencies and authorities, agri-traders and government official have been seen to a rare thing in the EAC therefore this practice can be replicated so as to have platforms where actual agri-traders and the authorities discuss and collectively workout ways of resolving or alleying the barriers to agri-trade in the EAC.
3. Since the EAC Youth Agri-Business App is a unique project there is need to broaden the number of countries cover by the App because the youth farmers conditins in the EAC are the some.
4. We have to make sure to updating the APP to allow features like , Video clips; Video calls and constant interaction between buyers and sellers in the two countries and beyond
5. We have to conduct training to Business, Extension Officers and Villages Based Agricultural Advisors in all Kigoma District Council on Revised Extension and agribusiness technologies of the Project to reach all the 217,000 farmers around Kigoma so that they can benefit from this opportunity
6. Establish interactive EAC-YOUTH Online TVfor Youth in EAC Integration and Engagement linked with Digital Marketing APP for EAC Integration, revised extension courses through online TV &EAC Youth Agribusiness outreach

Annex 1.Scoping Survey Report

NYAKITONTO YOUTH FOR DEVELOPMENT TANZANIA

SURVEY FOR PROFILING KEY OFFTAKERS - AGRIBUSINESS SECTOR

1. Background information

Nyakitonto Youth for Development Tanzania (NYDT) is a Non-Government Organization, youth- led, which was established in 2010 and got registered on 09/05/2011 under NGO registration act No. 24 of 2002 with registration no. 00NGO/00004547 under the Ministry of Community Development Gender and Children as not for profit organization

The mandate of Nyakitonto vision and mission is provide effective and efficient services to women and youth female and male, small holder farmers as a primary client, adults and secondary beneficiaries. Others include group with special needs e.g. Refugees, MVCs and policy makers as tertiary beneficiaries.

With funding and support from GIZ IIDEA and AGRA Nyakitonto has the capacity of engaging small holders farmers, Youth and women in EAC on agribusiness digital marketing and contribute to Tanzania and EAC economic growth industrialization development by providing short and long term consultancy service provision, good agronomic services, Extension services technologies, training, EAC Digital outreach and research to Local and International organizations.

The programs also includes business development skills, nutrition and food security interventions, post-harvest management technology, decent employment through income generating activities as well as institutional and Management Capacity building.

2. Surveying centre /Venues

Most of the meeting venues for survey sessions were not satisfactory and conducive due to the fact that the surveying sessions were conducted at the farmers' products warehouse whereby infrastructures are not friendly to support the activity.

3. Mobilization of targeted smallholder farmers

Mobilisation of both famers and farming products buyers was great and effective. The surveyors' team called a list of and contact information of the targeted famers in advance through District Focal Persons (DFPs), Ward Agricultural Extension Officers (WAEOs) and Nyakitonto representatives to ensure accurate and essential information to all stakeholders is provided timely but also advance communication to the intended small holder farmers was done to ensure effective participation and attendance.

4. Gender participation

Gender participation was considered in this survey study. The overall objective is to improve local economic development and wellbeing of smallholders in Kigoma region through sustainable agriculture development. This reflects the specific objective in assisting to increase and diversify smallholder farmer incomes in Kigoma region, especially for youth and women through pro-poor value chains development.

5. Methodology employed for the survey

a) Literature review

Undertake a review of provided relevant documents related to agribusiness and cross border market trends within the border of Tanzania and Burundi showing production and processing,

sales and import, exports, revenues, consumption patterns locally in Kigoma Tanzania and Makamba region in Burundi and demand trends of agribusiness products

b) Key informant interviews

The key informants were selected on the basis of their knowledge of marketing their farm products especially from the Districts of Kasulu and Kibondo. Three sets of key informants were interviewed. The first set of key informants consisted of representatives from various farmers groups and individuals without groups. Initial interviews were conducted with District Agricultural extension officers from the various because they were deemed critical in giving an overview of the agriculture sector in the district including identification of potential value chains as well as other key stakeholders. This group was instrumental in identifying the second set of key informants.

c) Focus group discussion

The focus groups consisted of farmers ranging from 5 to 12 selected from different farmer groups (cooperatives) on the basis of their knowledge of crops enterprises undertaken in their locality. The focus groups were mixed groups of men, women and young people. The groups were not split into different categories because there were no sensitive questions that necessitated the separation. All the categories were discussed freely within the bigger group.

Checklists for key informant interviews and focus group discussions were used to guide the discussions. The questions centred on crop marketing that farmers in the district engage in, enterprises dominated by different categories of farmers (different target groups), such as women, youth and smallholder farmers in general and parts of the district where these enterprises are predominant.

Similarly, information was sought on availability and access to business development services such as credit, post-harvest handling, input supply, marketing information, extension/technical advice and storage among others. Besides, information on constraints and opportunities associated with the potential marketing chain was gathered in order to identify leverage points for intervention on youth agribusiness Apps. In addition, information was gathered on initiatives or organizations that work with the farmers to improve the potential value chains. The aim was to identify areas of collaboration including potential private investors who might be interested in investing either financially or technically in some of the identified value chains.

These second set of key informants were either organizations or individuals who interact with smallholder farmers as actors (people or firms directly dealing with the products), enablers (people or firms providing services but do not directly deal with the products) or supporters (regulatory framework, policies, infrastructure that enhance the performance of the chain). This second set will likely be part of the multi-stakeholder process.

d) Smallholder farmers' product marketing groups

The biggest problem facing smallholder farmers in Kasulu and Kibondo district Councils is a lack of adequate markets for their produce. Most of the cassava is sold as fresh produce at local level and dry cassava known as *asmakopain* in Swahili at local and to the neighboring countries with the largest proportion being sold in Burundi. The market for raw cassava within Kasulu is not enough to absorb large volumes of produce. Currently, there is neither medium nor large-scale product processing factories in Kigoma region. This leaves farmers with only one option, that is, to sell their produce to traders specifically those from Burundi at very low prices. The absence of large-scale processing of farmers' products, either for animal feed, human consumption or industrial uses makes the farmers dependent on ad-hoc marketing arrangements.

With increased knowledge of the markets, farmers could decide when and where to sell their crop and to whom, whether to deliver directly to the market place or whether to sell via a trader, how to access other markets including the requirements to access export markets. The marketing of small holder farmers' products is conducted through three (3) major channels all represent all traded cassava, maize, beans, etc. used directly by the producer for human consumption and exporting across the borders to the neighbouring countries. The features and characteristics of each of these channels are presented below.

Channel 1: The integrated farmer

This channel represents farmers who produce and sell raw farmers crops in bundles directly to neighbours or at the road side outside their households. Other farmers take their own products to the local market where they retail themselves to the different buyers, hence the name 'integrated farmer channel. Products sold through this channel are also processed using local techniques for value addition to attract market and others like cassava flour for domestic consumption. This is considered to be the smallest channel in Kasulu and Kibondo. Based on our discussion with the local traders this channel accounts for just around 25% of all cassava production and marketing in Kasulu and Kibondo District Councils.

Channel 2: Farmers' product vendors

This is an extension of Channel 1. It involves raw product trade between farmers and local vendors who buy in large quantities in bags (popularly known as 'viroba') for onward whole sale to traders from across the borders who transport products to Burundi for processing and forward selling. Most of the vendors are local villagers who do not necessarily grow these products. This channel accounts for almost 30% of the farmers' trade in both Districts of Kasulu and Kibondo.

Channel 3: Sale to traders from Burundi

This is the main channel which links producers and the major traders from the neighbouring country of Burundi. Most of the cassava is sold in raw form to wholesale buyers who bring trucks in the villages. Negotiation between farmers and wholesalers takes place at farm level. The latter organize labour to uproot the cassava, and transport to Burundi for onward sell to

market retailers and processors. This channel, like the previous ones, has no scope for value addition. It accounts for 45% of cassava trade in the district.

Despite identifying the three (3) channels above, the assessment team had limitations in quantifying the reliable quantity representation by each of the above channels. No records were available for all farmers crop sold locally within Kasulu and Kibondo district Councils as well as within the entire Kigoma Region. Records informed from the Manyovu Border between Tanzania and Burundi showed an average of 932 MTs that crossed the border to Burundi with for the past three (3) years from 2012 and half of 2015

However, these records are highly not representing the accurate picture of the farmers' products exports because they are very far from the official production records as per the District Council's official records. The discussion with Manyovu border officers revealed that the largest proportion of cassava and maize sold to Burundi are sent through the unofficial routes, other than the second official boarder whose records were confirmed to be not very far from those held at the Manyovu boarder.

6. Feedback obtained from the farmers

In the course of the surveying various feedbacks were received from individual and different groups. It is important to put into consideration and meet them for discussion and advice on how to improve marketing information for better income from their farm produce.

- a) Some of farmers do not know how to calculate farm production costs and hence this practice led them to sell their products unknowingly about net profit from gross margin;
- b) Individual farmers and some of farmer group representatives they do not understand how to improve and access to market through mobile applications (Apps)
- c) Farmers shown interest to support or facilitated to meet direct buyers from Burundi and other neighbouring countries for better price rather depending on middle men and buyers agents
- d) Some farmers acknowledged of not cooperating together in the course of selling their products at the local informal market

7. Access to Finance

It is important to provide farmers with training on business plan preparation or link farmers with District Cooperative Officers to assist them to prepare business plans. This will assist farmers to access loans from financial institutions that will enable them to acquire a modern/ advanced technology to facilitate farming activities.

8. Availability of improved seeds

To make follow up on availability of improved seeds for both Maize, Beans and cassava cuttings timely quality and quantity that required to stimulate production and attract buyers from different places including Burundi, Rwanda and Congo as well as from local market

9. Survey of individual smallholder farmers.

This section provides key crop marketing and production information of individual and farmer group organisations involved in the farming business. The survey conducted in Kasulu and Kibondo Districts for the month of September, 2018.

Annex 01

List of surveyed farmers from Kasulu and Kibondo District Councils

No	Farmers' name	Gender	Type of business	Production capacity	Business location	Contact information
1	BONESPHO BATHOROMEO	M	CASSAVA	10TONES	KIBONDO	0629 357 142
2	MANFREDI MISAGO	M	CASSAVA	20T	KIBONDO	0621 984 142
3	PHALES NZOBONA	M	CASSAVA/MAIZE	30T:7T	KIBONDO	0768 074 156
4	LIZIKI NTAHUSIGA	M	MAIZE/CASSAVA		KIBONDO	0628 220 297
5	MASIASA	M	MAIZE/CASSAVA		KIBONDO	0621 125 093
6	RAFOD	M	MAIZE/CASSAVA		KIBONDO	0620 171 402
7	ABEDI ELIAS	M	MAIZE/CASSAVA		KIBONDO	0766 091 268
8	ALON MKONY	M	MAIZE/CASSAVA		KIBONDO	0765 551 940
9	AMRI KILUNDUL	M	MAIZE/CASSAVA		KIBONDO	0757 815 727
10	MWENDA MOSHI	M	MAIZE/CASSAVA		KASULU	0746 743 570
11	FEDIA SESEGWA	M	MAIZE	30T	KASULU	0755 772 332
12	CLAUDIO M. LUHIZA	M	CASSAVA	8T	KASULU	0753 532 319
13	EDWARD IBRAHIM	M	MAIZE/CASSAVA	20T:30T	KASULU	0756 960 642
14	FREDRICK	M	CASSAVA	30T	KASULU	0756 960 642

	YOHANA					
15	ABEL ALPHONSE	M	CASSAVA/MAIZE	30T: 20T	KASULU	0764 142 788
16	LESPISI CHRISTOPHER	M	CASSAVA/MAIZ E/BEANS	30T:15 T:3T	KASULU	
17	MAGRETH KIJWILE	F	MAIZE/CASSAV A	30T:30 T	KASULU	0766 149 496
18	GEORGE ATHUMAN	M	MAIZE/CASSAVA	100T: 500T	KIBONDO	0756 643 190
19	CLAUDIA CHRISTOPHER	F	CASSAVA	5T	KIBONDO	
20	DIANA ANDREA	M	MAIZE	3T	KIBONDO	0752 349 749
21	LAMECK GWELA	M	CASSAVA/ MAIZE	45T: 25T	KIBONDO	0752 825 212
22	DANFORD FULUGENSI	M	MAIZE/BEANS/C ASSAVA	40T:10 T:7T	KASULU	0753 523 496
23	HAJI KIHWELE	M	CASSAVA FLOUR		KIBONDO	0768 789 350
24	ENOCK SETH	M	CASSAVA BUYER		KASULU	0768 157 812

Annex 02

List of surveyed potential buyers from Bujumbura Burundi

No.	Name of Buyer	Contact information
1	KABURA	79451217
2	LAURENT	
3	COLLEN	
4	MATAMBERE	
5	HABOMIMANIA DERE	
6	BUTOYI	
7	NSHIMIRIMANA FABRICE	Contact person: +25771302424
8	NDUNIAYO TOSIANE	79999355

Annex 03

List of surveyed potential buyers from Nyanza Burundi

No.	Name of Buyer	Contact information
1	NKUZIMANA ZACHARIE	69191741
2	KABURA OSCAR	
3	BAZOMBANZA	
4	NIYONDIKO DIOMIOLE	
5	NDIRAHIIYA	
6	NIYONGABO	68825265

7	MISAGO JEAN	68894915
8	TITE	
9	JONAS	
10	BINENYIMANA	
11	JEAN - CLAUDE TUYIZERE	Group Leader: 69234338
12	GEORGE MUNGA	Contractor: 0756 643190

Annex 04

List of surveyed potential buyers from Mabanda Burundi

No.	Name of Buyer	Contact information
1	BIKOKI	79988399
2	NIRUBONA	
3	NIZO	
4	HAGANZIRANA EMMANUEL	
5	RABAYA	
6	RUSSA	
7	ESPERANE	
8	ANITHA	
9	NINGABA ABEL	
10	NIZIGIYIRANA	
11	NKURUNZIZA JEROME	Group Leader: 79991374

Annex 05

List of surveyed potential buyers from Makamba Burundi

No.	Name of Buyer	Type of Crop	Buying capacity
1	HAMEDI	RICE	200T
2	KELEDO	BEANS AND IBIGORI	200T
3	NIYUNGEKO	BEANS AND MAIZE	
4	ELYSE	RICE AND MAIZE	
5	CHANELLA	BEANS, MAIZE AND RICE	
6	WILSON	MAIZE AND BEANS	
7	CUBWA	MAIZE	
8	ZEBEDE-KAYOGORO	MAIZE AND CASSAVA	
9	TEGANYA-KAYOGORO	MAIZE AND CASSAVA	
10	ZARU-KAYOGORO	MAIZE AND CASSAVA	
	GROUP LEADERS		
11	OBEDI NINGAZA	Contact: +25779583493	
12	NDAGIJIMANA MUAMINI	Contact: +25779050025	

Annex 06

List of surveyed other potential buyers from Mabamba and Makamba Burundi

No.	Name of Buyer	Region	Type of product	Contact
1	NISHISHIKARE CHAUNELLE	MAKAMBA	MAIZE,BEANS & WHEAT	61330921
2	NIYUNGEKO LEOPOLD	MAKAMBA	MAIZE & RICE	79933783
3	CIZA	MAKAMBA	CASSAVA	
4	HAMEDI	MAKAMBA	RICE	
5	WILLISON	MAKAMBA	BEANS AND MAIZE	
6	ANACLET	MAKAMBA	BEANS, MAIZE &CASSAVA	
7	MUHIPO	MABANDA	RICE	
8	BIKORIMANA	MABANDA	BEANS & RICE	
9	MADINE	MAKAMBA	MAIZE, RICE & BEANS	
10	NAHIMANA DENIS	MAKAMBA	BEANS &RICE	
11	FELIX	MAKAMBA		
12	MANIRAKIZA	MAKAMBA	Group Leader	+25771651755 +25768782794

10. Marketing constraints facing smallholder farmers

10.1 Lack of collective marketing

All producers in Kasulu and Kibondo were selling their farm products individually. Negotiations were made between the producer and the buyer. The interviewed producers indicated that at all times; it was the buyers who had the final say on the going price. Contrary, they indicated that when they go to Burundi, the buyers in Burundi demonstrated a very high level of cooperation where they will all follow and abide with the price agreed with the first buyer meeting the farm product seller.

10.2 Lack of marketing information on export procedures

Producers in Kasulu and Kibondo did not know any of the marketing information prior to reaching the market. They had no prior information on either price, quantity or quality requirements. For sales concluded at the farm level, producers accepted the price offered by the traders whether local or from Burundi. For produce sent to Burundi, the producers accepted the price after crossing the border and meeting the buyers. More often, they ended accepting the

offered price because not accepting would lead to additional transport costs in taking back the produce to Kasulu.

10.3 Restricted information on further processing made after sale

Up to the conclusion of this assessment, interviewed stakeholders were completely not aware of what the major buyers from Burundi do with the cassava they buy from Kasulu. There are assumptions that once bought, cassava is unpacked from the bags and piled in the lorries for forward selling in Burundi to cassava processing industries where cassava is bought in lorries where the weight of full lorries is taken to obtain the gross weight, then the same lorries are weighed again after unloading and the difference in weight between the full and empty lorry is recorded as the cassava net weight. No information was available on kind of processing that is done within Burundi. It is also assumed that cassava, maize and rice bought from Kasulu and Kibondo is repacked and exported outside Burundi through the Democratic Republic of Congo (DRC) to Nigeria where it is further processed. Again no clear information on the nature of further processing after cassava leaves Burundi.

10.4 Poor record keeping

As indicated earlier, due to record keeping producers and small scale traders were not able to track and compare their costs against the offered buying price. Accurate record keeping would have helped them to ascertain price ahead of negotiations and be in a position to negotiate and accept only the price that gives them return over their incurred costs.

10.5 Lack of information on export procedures

In the discussion with the traders involved in the cross border trade, the assessment team was informed that they opted to cross to Burundi through unofficial routes because there were a lot of procedures and payments required to be made prior to and after crossing to Burundi. They cited required payments to include: crop cess (TZS 1,000 per bag), village fee (TZS 25,000), boarder fees (TZS 40,000 – 70,000 per lorry). The assessment team obtained clarification from the Manyovu boarder officials from Tanzania Revenue Authority (TRA) and Plant Health Services (PHS) Manyovu Station under the Ministry of Agriculture, Food Security and Cooperatives (MAFSC) as summarized in the box below. The boarder official explained that most of producers do not know and take efforts to understand these procedures. Experience shows that traders from Burundi are conversant with these procedures and the fact that export is only authorized for Tanzanian citizens. Burundi traders use agents at the border post to process their export on their behalf.

Illustration of export requirements at Manyovu border between Tanzania and Burundi

TRA Confirmation on Import and Export requirements:

- There are no charges on exports other than documentation that is prepared by TRA once inspection is completed at the agriculture office, which is explained under MAFSC below, TRA issues a release order. TRA officer confirmed that initially, this was one of the obstacles as release order processing used to take longer time because it was issued at Kigoma office only. At the time of this assessment, TRA had installed the release order issue machine at TRA Manyovu, and processing was expected to be immediately after completion of inspection by the agriculture office. This system was still not operational on 2nd June 2015 when the assessment team visited TRA office.
- There are no charges on imports if the importer has a valid East African Community's (EAC) Certificate of Origin (COO). The importer is required to pay only VAT.
- When the importer does not have the EAC's COO, the applicable charges will be import duty and VAT. Clarification on export requirements for agricultural produce from MAFSC's Plant Health Services – Plant Quarantine and Phytosanitary Services (Manyovu Station):
- **Export permit:** the person exporting any food crops is required to have an export permit from MAFSC. Initially, this permit was issued centrally by the ministry itself with a validity of only 1 month and was issued only to Tanzanian citizens with valid business licences. This certificate is one of the control mechanisms the government put in place to ensure food is not exported leaving the citizens unserved, therefore during food shortages, the certificates are normally not issued. At the time of this assessment, the ministry had delegated the authority to issue the export permit to the Regional level. This step reduced the difficulty in obtaining the export certificate and should make it easy for local traders to export through the official border channel.
- **Crop inspection:** the Plant Health Service Station has a mandate to inspect all crops exported from Tanzania to ensure they are free from diseases that can be transmitted to the other countries. Once the inspection is completed, the centre issues the exporter with the Phytosanitary certificate. This certificate is issued at a fixed charge of US\$ 15 per consignment. The charge is fixed and the same at all border posts Worldwide. In addition to the fixed certificate charge, there is an inspection charge which is formula based and charged depending on the tonnage.

This charge is variable and it starts from US\$1. The inspection can be done at 3

11 Some recommendation for improving the agribusiness sector

11.1 Improving market efficiency

The assessment has indicated a high level of market imperfection mainly due to the existing practice of selling unprocessed farm produce at all levels. The recommended strategy is to support the agribusiness stakeholder to be able to process their produce to a level of finished or semi-finished products that will be appropriately packed and labelled as products from Kigoma region. This intervention will also provide guidance on activities to ensure farmer farm products from targeted districts fetch profitable market.

11.2 Provide market information between the actors

As highlighted in the assessment access to markets among various cassava value chain actors is limited by simply the lack of business, and commercial market information. Knowledge of prices for various markets, for example, could significantly increase the bargaining power of rural producers. Many potential business people, particularly at the small and medium enterprise levels, lack the information to start new business or expand an existing one. This particularly holds true virtually all rural areas of Kasulu district and Kigoma region at large

Some illustrative activities include business information via radio and internet. Both related activities are possible in Kigoma region, both aiming to increase the access of rural entrepreneurs to business information. In addition to radio programmes providing business information, they could also be used to provide specific knowledge about common business practices, business connections and linkages that could lead to partnerships.

Another opportunity lies in increasing access and mastery of the internet as a tool of Rural enterprise. Nyakitonto Youth for Development Tanzania could support Tanzanian internet service providers in Kigoma region/ Kasulu District that wish to serve SMEs in the target area. Nyakitonto Youth for Development Tanzania could offer training on how the internet can be used to obtain market information; encourage organisations in Kigoma region to increase access points for Rural entrepreneurs (such as business association facilities); support Tanzanian information providers to publish web based materials in Kiswahili that is useful to SME; and carry out pilot e-commerce activities, such as marketing over the internet.

11.3 Market development related activities of the processed products will include:

- Provide basic business analysis training focusing on the scope to assess the identified premium markets;
- Incorporate the identified needs into the overall cluster support approach and targeted training sessions in particular;
- Provide technical and targeted training on supply related seasonality factors, and relevance to volume of supply in the identified premium and / or niche markets;
- Provide training targeted to facilitate analysis of the benefits and / or utility of the business information provided above;
- Intensify practical training targeted to creation of stronger and viable producer and buyer associations - to allow collective marketing and economies of scale;
- Identify key apex institutions to co-ordinate contract farming activities for key and potential farmer crops as an alternative marketing channel where the market will be predetermined prior to production;
- Provide specialised technical training on contract farming to the identified apex organisations;

- Support Identification of appropriate group of farmers, traders, and processors to engage in contract farming related activities;
- Facilitate established network of producer market groups to deal with produce collection;
- Support effective management of collection centres for ease of produce collection by buyers;
- Facilitate piloted farmer crops through strategic trade fairs and exhibitions.

11.4 A gallery of some field pictures taken during surveying work



Cassava produces (Makopa) in different packaging and quality



Young lady at group Godown waiting for buyers Youngman at his open store waiting for buyers



Survey consultant collecting production and market information from a farmer at Nyachenda-Kasulu



Farmer group representative who managed to participate in Makamba agribusiness meeting session in Burundi



Challenge of product cess collection from one district to another



Kigoma farmers presenting their farm produce during agribusiness meeting in Makamba region-Burundi

This survey report on was conducted by
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Annex 07

NYDT-PARACHUTE SYSTEM TO REACH ,CONNECT AND LINK 217,000 SMALL HOLDERS FARMERS ,BUYERS,OFFTAKERS and Government

