

CORDAID  
End of Year  
Report:  
Period  
Ending 30  
November  
2012

December 14

2012

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COMMERCIAL  
AGRICULTURE  
REPORT

**CORDAID End of 2<sup>nd</sup> Year Report: Period Ending 30 November 2011.**

**VSO TANZANIA** – Implementing Partner Organisation

**VSO –ZEST** – Zanzibar Enterprise and Sustainable Tourism

**UWAMWIMA** – Vegetable Farmers Association being supported by the project

**0 BASIC DATA**

**0.1 PROJECT TITLE AND NUMBER:**

Agriculture Sector Linkage to Tourism Markets in Zanzibar – **101308**

**0.2 NAME OF ORGANISATION**

VSO Tanzania

**0.3 NAME OF CONTRACT HOLDER**

TIM COOK/VSO

**0.4 PROJECT STARTING DATE**

1<sup>st</sup> December 2009

**0.5 REPORTING PERIOD**

End of second year – 30 November 2011

**0.6 REPORT PREPARED BY:**

Brian M Touray, Project Manager

## **1.0 CONTEXT**

There have been major significant changes that took place within the initiative, since the last reporting period. The ZEST project and Uwamwima has since attracted lot of partners and gained international recognition. Of course most of the credit is owed to CORDAID, TAPP/FINTRAC and VSO who are the grassroots.

Even though as of September 30, 2011, FINTRAC/TAPP is no longer a partner of the project, their significant contribution during the one year of partnership has created a big impact.

Between April and September of 2011, ZEST and Uwamwima has been working with and in the process of partnering with the following individuals and organizations:

Gatsby Foundation – They have already given loans to our farmers for irrigation.

IITA – (Dr. D. Coyne) Educating the farmers on Nematodes control and eradication.

Organic Denmark – Interested in organic farming.

Flowerpecker – A Finnish NGO wanting to invest in organic farming.

Oxfam – Interested in vegetable production and irrigation systems.

Dr. Marietta Strasoldo – introducing environmentally friendly compost manure.

Dr. Forbes Walker – Soil Scientist from the University of Tennessee.

Dr. Neal Eash – Soil Scientist form the University of Tennessee.

A stakeholder's information sharing workshop held in September, 2011 yield very positive results, considering that 95% of the Zanzibar Government Agencies invited plus all current Stakeholders showed up and participated in group discussions on current challenges facing the initiatives and how to overcome them. Everyone agreed that the workshop should be repeated for the sake of follow-ups, new developments and new innovative ideas.

The memorandum of understanding or the multilateral agreement between VSO and the partner organizations that worked with Uwamwima and or currently working with Uwamwima proofs positives, especially the coordination and share of responsibilities between all parties involved.

### **1.1 GOVERNMENT POSITION:**

Government Agencies (mainly from the Ministry of Agriculture) have been occasionally invited to information sharing workshops and to project sites, just to create awareness and promote the work VSO, CORDAID, FINTRAC/TAPP and other partners are doing towards the work of Secure Livelihoods in Zanzibar and Tanzania as a whole. Nonetheless, there hasn't been much Government involvement in the initiatives.

### **1.2 AREA AND SECTOR:**

The Gatsby Foundation was initially involved in a similar project to this one; nonetheless, they are now predominantly focused on micro-financing small-scale farmers for irrigation systems. At the same time, they provide farmer field schools. As mentioned earlier, Gatsby has now partnered with Uwamwima and has provided loans to some of the Uwamwima farmers. The second face of the disbursement is in a few months.

### **1.3 RISK ENCOUNTERED:**

In the past, farmers have experience heavy post harvest loss, as a result of using public transportation (DALADALA), which if used, there is a risk of having a majority of perishable items like tomatoes, eggplants, and green peppers to be crushed and bruised by other heavier items on top of them. This usually takes place during the transportation of their produce to the Uwamwima Central Cold Storage Marketing Hub.

The risk of the significant loss was eradicated by providing durable plastic crates for transportation of the produce, and also by creating quality control personnel at the charcoal cool storage, located at or close to the harvest site. The Q/C (quality control) personnel/s is responsible for grading and packing the vegetables prior to being shipped to the main marketing hub in stone town.

Another risk is running out of livelihoods generated incomes from the farm before the next growing season was due to farmers only cultivating one type of vegetable/crop.

With the help of FINTRAC/TAPP and GATSBY, planting patterns and crop variation methods were introduced to the farmers, which allowed them to grow vegetables all year around.

### **1.4 ANALYSIS OF POWER RELATIONS:**

There have been severe skirmish of power within the organization, as result of not knowing who is responsible of what and when things need to be done. VSO intervened by bringing a short-term Volunteer whom with the help of the organization members and models adapted from other VSO partner organization, we were able to conduct a successful leadership and management workshop offered to the management and board members of the organization.

They came to learn and understand of their duties and responsibilities, and also not to focus on models of other organizations that don't share a similar interest and or objective.

Since the training, things seem to be working just fine, and everyone focuses on achieving the same common goal set by the organization.

### **2.0 OBJECTIVE:**

Regardless of the many objectives set, the main goal remains the same. The umbrella of all the objectives is sustainability for the farmers. So far, there has been chain of events that is heading that direction, because it is a vital component of the initiative.

#### **2.1 ACHIEVEMENT OF OBJECTIVES:**

**Objective 1:** *To strengthen and re-establish linkages between the Uwamwima Vegetable Farmers and the Tourism sector:*

Since the last reporting period, progress has been made, due to the rigorous and unrelentless efforts made by the Uwamwima Marketing team, meeting with Agents and Hotel purchasing managers persuading them to buy Uwamwima produce.

**Objective 2:** *To improve the skills of the farmers through technical and business skills training, which will allow them to adapt and practice modern farming technology methods and also be savvy in business negotiation deals:*

As a result of the technical training offered by Fintrac, and funding by CORDAID, majority of the farmers sent to MOROGORO Agricultural show, expressed gratitude due to the they have learned and their success in putting it into practice with the help of FINTRAC/TAPP appointed extension workers assigned to Uwamwima at the time.

Most of the farmers that utilized the business skills training provided also indicated that they are generating more profits selling their produce directly to consumers due to the better negotiation skills they have learned.

**Objective 3:** *To create and strengthen a Village Community Banking Scheme which will allow the local community to borrow money and reinvest in a sustainable income generating business or for any other purpose to secure their livelihoods:*

The VICOBAS (Village Community Banking Scheme) has been one of the most successful sub-sector initiatives of the project. VICOBAS was initiated in May, 2010, with just 1 group, with a savings capital TSH. 29,000 but by November, 2010, the groups were 6 with savings capital of TSH.1.748.000. As at November, 2011, the VICOBAS consist of 30 groups with savings of TSH. 30 million, which is growing by the day. **(See annex 1)**

## **2.2 CHANGES IN OBJECTIVES:**

The original objectives presented to CORDAID during the initiation and signing of the contract remains the same. There might be modification of objectives, as the organization grows and closer to full sustainability. In any case, CORDAID will be notified of intentions of modifying the current objectives.

## **3.0 ACTIVITIES:**

### **3.1 ACTIVITIES CARRIED OUT:**

Between December 2010 and November 2011, the following activities were carried out:

- **District Government learning visit:**

Officials from the Ministry of Agriculture and other Government agencies were invited to meet with Uwamwima members at the main central marketing hub and at the project sites as well. 33 men and 75 women were present during the District government learning visit. The officials saw the projects, the people and were happy with what is already on the ground. They promised to offer their help in any possible way and means. The aim was to strengthen the relationship between unilateral agreement holders and the Government. **(See annex 2)**

- **Farmers learning visit to Morogoro:**

30 farmers (15 women and 15 men) were selected by Uwamwima management to participate in the Agricultural show. The aim was to have them exposed to exhibitions of different modern agricultural practices and also network with farmers from different regions. **(See annex 3)**

- **Stakeholders information sharing workshop:**

30 participants from all the ZEST network of partner organizations (stakeholders) including a dozen Government agency officials attended workshop held in Zanzibar at the MAZSONS hotel. The focal point of the workshop mainly focused on synergy, detection and tackling common issues, minimizing risk, producing positive results, working way forward and establishing and maintaining an effective way of communication. **(See annex 4)**

- **Baseline Research:**

A descriptive cross-sectional survey was conducted to generate quantitative information on the current status of the project and its beneficiaries. The aim was to quantify the distribution of variables to the selected participants of the study that represented all the beneficiaries of the initiative. The triangulation of the appraisal results is available at the VSO office, and is in a statistical format. **(See annex 5)**

- **Marketing, promotion and development:**

Brochures, T-Shirts, flyers, stamps, gate pass, business cards, receipt, Invoice, and delivery books were developed and produced for Uwamwima. A marketing campaign through distribution of the brochures and T-shirts was launched, and the results were staggering. Uwamwima has since then hosted meetings with potential partners or organizations interested in learning more about the project. Various hotels promised to buy Uwamwima produce as long as their demand can be met. **(See annex 6)**

- **Construction of charcoal cool store:**

Construction of the charcoal cool stores does not only serve as a cool storage for the produce, but also serves as a meeting, training and vegetable grading centre for the community. **(See annex 7)**

### **3.2 OUTREACH:**

A new Uwamwima, management team and board was formed after the tri-annual general elections, and are currently consist of 6 women and 6 men compared to 2 women and 9 men, prior to the elections. Gender awareness was launched, and with the help of VSO, several Gender workshops were conducted in many communities. A follow-up survey with some of the participants, and they indicated that the workshop changed their view about the opposite sex and the balancing of responsibilities. **(See annex 8)**

### **3.3 AGREED CHANGES:**

There haven't been any agreed changes with CORDAID during the intervening period.

#### **4.0 OUTPUT:**

##### **4.1 DELIVERED OUTPUT:**

- Uwamwima membership increased from 6 zones to 10 zones, totalling 870 farmers to date.
- 30 VICOBAS groups with 30 million TSH. Savings, from the original 6 groups.
- Uwamwima expanded from just the original west district to now central, north A and north B districts.
- 600 farmers trained, through training of the trainers program.
- 230 men, women and youths from various communities received gender mainstream training.
- 100 farmers are utilizing the business and technical skills they have learned by producing more and directly selling to buyers, and in some cases, sourcing varieties of vegetables they don't have and sell to businesses.

##### **4.2 OUTPUT:**

To strengthen and expand the rigidity of the organization, more focus may still need to be directed towards the mobilization of the more remote communities. The fact that Uwamwima does not have any means of transportation, it is also difficult to reach some of these communities by public transportation.

##### **4.3 OUTREACH:**

New board of delegates were elected by 100 delegates consist of 50 men and women, chosen by their own communities through zonal elections sponsored by FINTRAC/TAPP and VSO.

Instead of trying to bring the voters to a central location, transportation was provided to 4 people selected by Uwamwima, to conduct and supervise the zonal elections at different communities for 5 days prior to the general elections day. **(See annex 9)**

#### **5.0 OUTCOME:**

##### **5.1 ACHIEVED OUTCOMES**

**Indicator:** Increased levels of skills under utilisation for quality product.

Skills passed on during the initial training for 150 participants being used for increased land volume under high value cash crop use.

**Indicator:** Farmers are utilizing the demonstration plots to test new crops and trial packages hybrid seeds, to see its viability before actually buying and planting them on their individual plots of land.

**Indicator:** Supplies to all proposed end markets taking place through the collaboration of all actors. The central storage and marketing hub enabling the grading and subsequent appropriation of supply to wholesale market, high grade market and hotels either directly or through the participation of agents. Four hotels are currently being supplied on a regular basis, two of which are through hotel agents the other two through hotel purchasing managers.

**Indicator:** 30% increase in profitability of operations of UWAMWIMA/ mar culture project participants.

Base line research has been completed and overall increase of profitability is calculated. (Results available at the VSO office)

Currently, profit per KG of supplies which are sold ranges from 40 to 50%, depending upon the end market and market conditions.

## **5.2 NECESSARY ADJUSTMENT:**

80% of the profits generated from the project should be recycled back into it. The more invested in a project, the better chances of increasing higher profit margins.

## **5.3 OUTREACH:**

Participants of the project were trained on how to prepare low cost and sustainable means of food for the fish and crabs, which worked very well. There is a monthly savings of up to TSH.30, 000.

The community was very pleased about it and the method is widely practiced by other Mari Culture projects on the island.

## **5.4 CAPACITY BUILDING OUTCOMES:**

The MAKOBA Mari-Culture project is a perfect example of the success of the capacity building Mari Culture activity implemented. The participants of the project have seen a significant increase of income since the implementation of the project. Their community leader indicated that they have seen an increase of 40% profit between July and December of 2011, compared to 20% profit months earlier. As result, the community is planning on reinvesting more of their profits into the project, to increase their profit in the future.

## **6.0 ORGANISATION:**

Since the last reporting period, there have been few changes that took place within the organization. Most agreed that the changes reflected a positive move towards a stronger organization.

### **6.1 GENERAL:**

Between June and December of 2010, participatory workshops and executive board meetings were held often discussing the need, to restructure the organisation (UWAMWIMA). Each of the changes requested was brought into a vote and agreed on. The changes were needed for the organisation to grow and be more effective.

*Please see the list of changes that took place:*

- For the first time in years, a general election was held, and new management and board members formed. 6 men and 6 women.
- A new marketing officer was appointed.
- A new administrative clerk with accounting experience was hired.
- Original signatories of the principle Uwamwima bank account were replaced.

## 6.2 CAPACITY BUILDING AT ORGANISATIONAL LEVEL:

Due the limited funds available to the Organization, Uwamwima was only able to host a few capacity building events/activities of its own. Nonetheless, the organization was often invited and has attended several capacity building activities hosted by organization like Care Intl., Tanzania Horticultural Association (TAHA), and the GATSBY foundation.

10 women and 5 men participated on a 5 day capacity building workshops/training on financial management at various locations. The goal was to educate the VICOBAS community leaders on how to balance the books.

10 men and 5 women were selected to attend a TAHA farmer's exchanged program in ARUSHA. The program was managed by the GATSBY foundation.

15 men and 17 women received a 3 day training seminar on sharing of responsibilities, leadership and management. As result of that, an official organizational chart that describes and separate responsibilities of the management and executive board was created and is in use. **(See annex 10)**

The organization is networking with farming and micro financing cooperative groups on the island and the mainland of Tanzania. They often receive visitors from some of the groups, to discuss current issues and concerns, and how to tackle them and work way forward. The secretary of the organisation is also restless, travelling around the island and the mainland of Tanzania, establishing and strengthening relationships between uwamwima and other organizations that share the same interest.

As result of this, the organization is now working together well. Each team member seem to be focused on their duties and are putting each skills learned into effective use and practice. The trainings, seminars and workshops are so effective that the organization wants to conduct more of it if funds are available.

## **7.0 FORECAST:**

### **7.1 PLANNING FOR NEXT REPORTING PERIOD:**

The organization is currently working with other organizations, in the hopes that partnership for financial support can be established. Besides funding of 2012 activities for Uwamwima, the organization still requires an additional onetime financial aid of EUROS 15,000. Once these funds are able to be secured, the organization will be able to purchase the following, and be fully operational and profitable.

- Motorcycle for the agronomist field visits=EUR1700
  - Repairing and or purchase of new cooling systems=EUR1200
  - Building of a water tank and a new plumbing system in the premises=EUR1600
  - A new computer, printer and computer equipments=EUR2100
  - Establishment of farmer field schools=EUR3000
  - Funds to purchase hybrid seeds=EUR1800
  - Funds to repair/modify 3 windows and 2 doors=EUR1100
  - Purchase of a BAJAJI for town transport of vegetables=EUR2500
- TOTAL IN EUROS=15,000**

#### **Activities to be repeated for year 3:**

- Technical and business training
- Stakeholder workshops
- Government learning visits
- ZEST partner meetings
- Morogoro learning visits
- Pemba peer visits for development of VICOBA schemes
- End of term Monitoring & Evaluation

Uwamwima is heading to the right direction and just requires a little more financial and technical support. With the effective changes and support received since the last reporting period, the organization has proved its ability to grow and be sustainable.

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