Farm to Market Alliance’s mission is to create a thriving and sustainable agricultural sector that empowers farmers, forges strong markets and improves global food security. FtMA takes a demand-led approach in servicing smallholder farmers and the surrounding ecosystem. FtMA’s holistic value chain solution - PATH - supports African farming families to transition to commercial agriculture through four integrated strategic pathways. In Tanzania, FtMA has been active since late 2015, delivering a full set of services across the PATH solution.

**SEASON 2018 IN NUMBERS**

- **42,000** farmers (43% women)
- **211** farmer organizations
- **US$ 1.6 mil** total value generated in crop sales
- **US$ 2.3 mil** total value of input loans
- **34,400** farmers trained in Good Agricultural Practices
- **3,400 mt** total volume of inputs purchased by farmers
- **8,000** farmers trained in post-harvest management practices
- **5,300** items of post-harvest equipment purchased by farmers attending trainings
- **23,000** farmers registered on the FtMA digital app, recording crop deposits and input & equipment orders

**Predictable Markets**
- Pre-planting and pre-harvest forward delivery contracts
- Aggregation and delivery linkages

**Affordable Finance**
- Input loans
- Weather-based crop loss insurance

**Technologies and Quality Inputs**
- Trainings on Good Agricultural Practices
- Soil testing
- Improved seeds, fertilizer and crop protection
- Personal protection equipment

**Handling and Storage Solutions**
- Trainings on post-harvest handling and storage
- Equipment for post-harvest crop management

**FtMA Digital**
- Input and equipment orders
- Live aggregation data
CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS

- Arusha
- Kilimanjaro
- Manyara
- Njombe
- Iringa
- Ruvuma
- Mbeya
- Rukwa
- Songwe

IMPLEMENTATION TIMELINE

<table>
<thead>
<tr>
<th>Post-Harvest Handling and Storage (PHHS) Training Ends</th>
<th>Aggregation Finalized in Kilimanjaro/ GAP Training Starts Kilimanjaro/ Partners on Board</th>
<th>Harvesting/Aggregation Starts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aug</td>
<td>Sep</td>
<td>Oct</td>
</tr>
<tr>
<td>GAP Training Starts</td>
<td>Aggregation Finalized</td>
<td>INPUT LOAN PROCESSING Finalized for Kilimanjaro</td>
</tr>
<tr>
<td>Contracting Finalized/ Input Loan Processing Finalized</td>
<td>PHHS Training Planning/Preparation</td>
<td>GAP Training Ends</td>
</tr>
<tr>
<td>OFF-TAKER SELECTION</td>
<td>PHHS Training Starts</td>
<td>AGGRESSION STARTS</td>
</tr>
</tbody>
</table>

2019 PLANS

- Legume value chains
- Output financing solutions for off-takers
- 95% timely loan repayment rate

FtMA Tanzania | COUNTRY BRIEF

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FtMA buyers workshop in Dodoma, May 2018.