FARM TO MARKET ALLIANCE

Making markets work better for farmers

Tanzania COUNTRY BRIEF

August 2018

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.

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

SEASON 2018 IN NUMBERS*

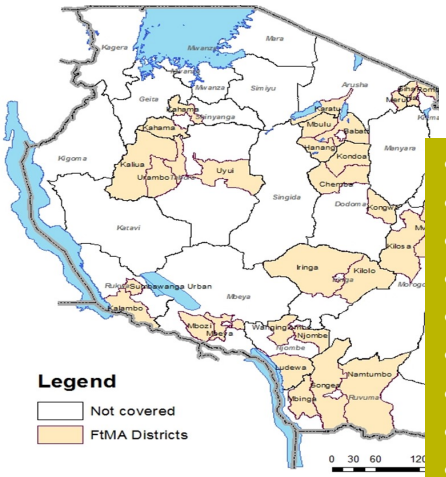
45,890	farmers (43% women)
211	farmer organizations
16,600 mt	total volume contracted
7,800	farmers with input loans
US$ 2.3 mil	total value of input loans
38,000	farmers trained in Good Agricultural Practices
US$ 2.3 mil	value of inputs purchased
8,000	farmers trained in post-harvest management practices
5,100	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

*Snapshot (interim) figures.
Activities across all PATHways are ongoing.*

AGRA Growing Africa's Agriculture · BAYER · GROWAFRICA · IFC International Finance Corporation World Bank Group · Rabobank · syngenta · WFP World Food Programme · YARA Knowledge grows

UKaid from the British people · GAFSP the global agriculture & food security program · USAID FROM THE AMERICAN PEOPLE

CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS



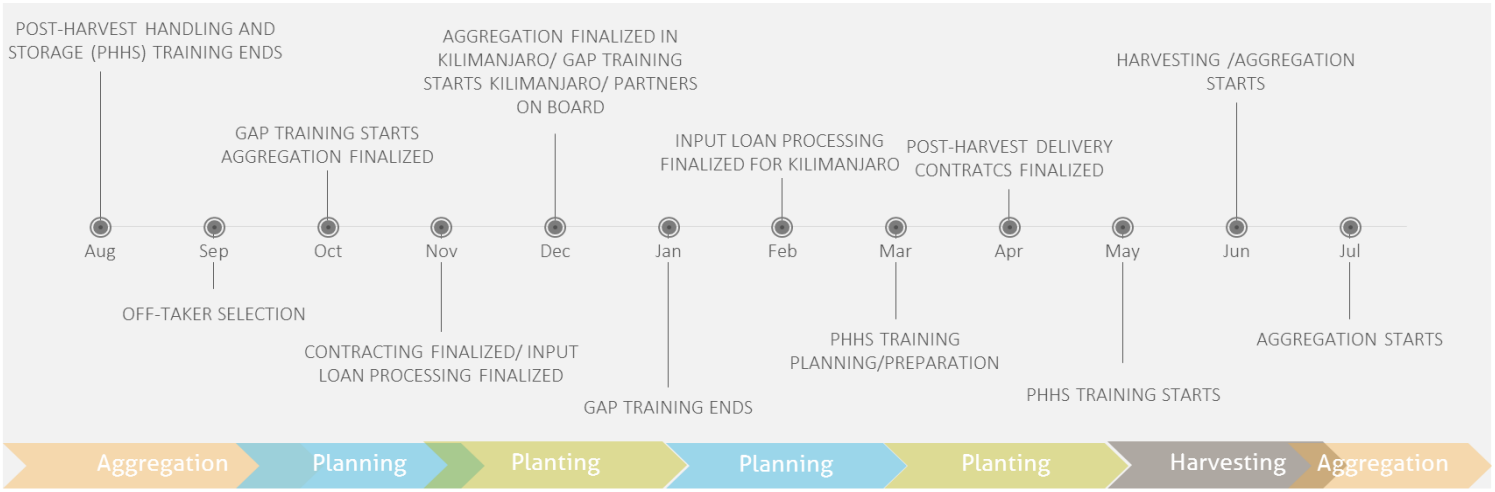
maize

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

BUYERS	FINANCIAL INSTITUTIONS	INSURANCE PROVIDER
5	2	1

INPUT SUPPLIERS	EQUIPMENT SUPPLIERS	COOPERATING PARTNERS
4	2	3

IMPLEMENTATION TIMELINE



2019 TARGETS

- legume value chains
- output financing solutions for off-takers
- 95% timely loan repayment rate
- 85,000 farmers by 2020

FtMA buyers workshop in Dodoma, May 2018.

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