FARM TO MARKET ALLIANCE

Making markets work better for farmers

Tanzania COUNTRY BRIEF

December 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

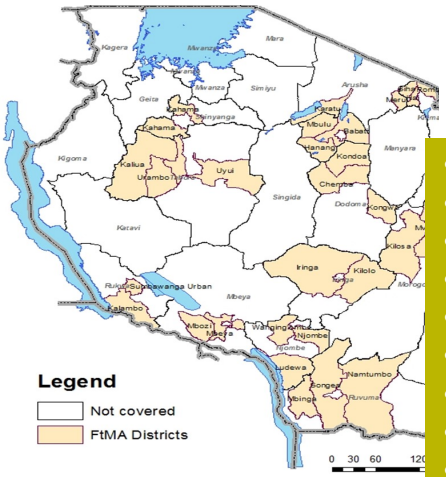
- Input and equipment orders
- Live aggregation data

SEASON 2018 IN NUMBERS

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

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 · Norad · USAID From the American People

CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS



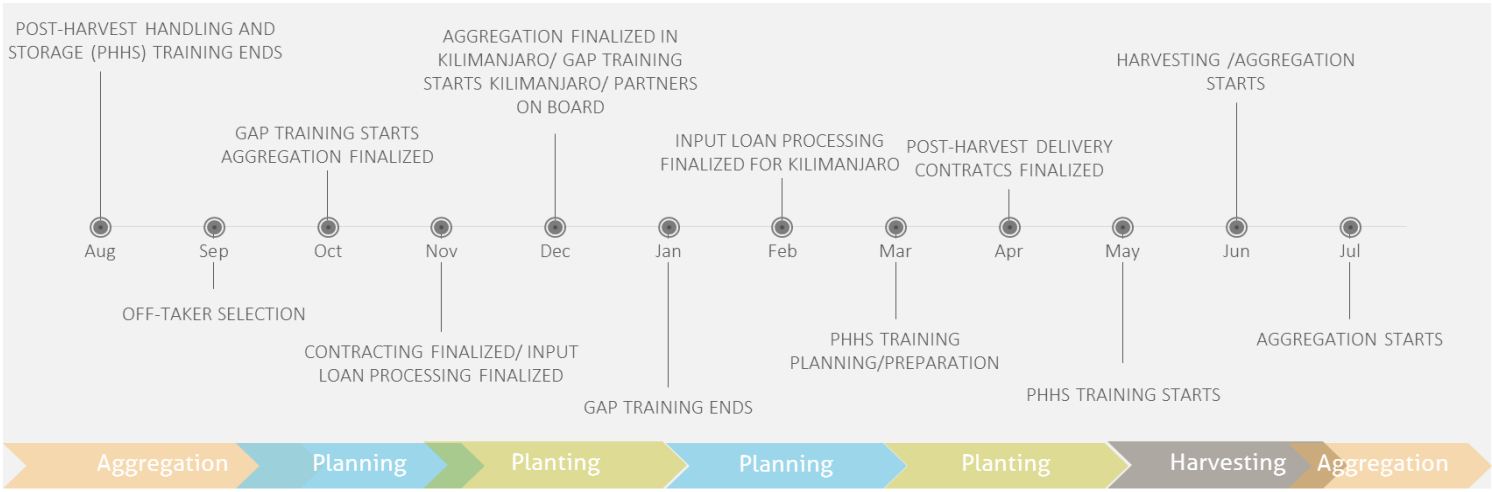
maize

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

BUYERS	FINANCIAL INSTITUTIONS	INSURANCE PROVIDER
5	2	2

INPUT SUPPLIERS	EQUIPMENT SUPPLIERS	COOPERATING PARTNERS
4	2	3

IMPLEMENTATION TIMELINE



2019 PLANS

- legume value chains
- output financing solutions for off-takers
- 95% timely loan repayment rate

FtMA buyers workshop in Dodoma, May 2018.

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