 

**Farmer to Farmer East Africa**

**Volunteer Assignment Scope of Work**

**NOTE: SCOPE OF WORK AWAITING FINAL EDITS**

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| **Assignment Summary** | |
| **Assignment Code** | **TZ40** |
| Country | Tanzania |
| Country Project | Tanzania F2F Horticulture project |
| Host Organization | Muunganisho Ujasiriamali Vijijini (MUVI); Ibumila, Tanangozi and Sadani villages Farmers Groups |
| Assignment Title | Vegetable farming as business |
| Assignment objective | Improvement of farmers skills on farming as business |
| Desired skills | Agribusiness Development Specialist |
| Assignment preferred dates | From July 2015 onwards |

1. **Background**

The Farmer-to-Farmer (F2F) East Africa program is a program that uses short-term US Volunteer expertise to assist small holder farmers and small scale processors in East Africa to improve their business practices through Volunteer assignments conducted with host organizations. The goal of the (F2F) horticulture project is to increase incomes and improve nutritional status of Tanzanian smallholder farmers through; smallholder farmers increased productivity of horticultural crops, improved access to and utilization of markets and credit and preservation and enhanced natural resources upon which target communities depend.

In Tanzania, horticulture makes a significant contribution to food security, nutrition improvements and economic growth. Horticulture is mainly practiced by female smallholder farmers as well as a limited number of large scale operators. Commercial horticulture is endowed with local and foreign investors, particularly in floriculture and export vegetables, and has production and market growth potential. Tanzania’s favorable socio-political environment provides an opportunity for horticulture sector to thrive.

Since the horticulture sector makes a significant contribution to food security, nutrition and economic growth, development of the sector offers the opportunity to increase incomes through meeting demand in domestic, regional and international markets, while simultaneously improving household nutrition through dietary diversity.

The key challenges that the horticulture industry faces in Tanzania include; low productivity of horticultural crops, limited processing of horticultural products and poor access to markets. Some key opportunities that favor the growth of the industry and thereby success of the F2F project in Tanzania include the multiple players in horticultural value chains working at various levels including the USAID Feed the Future TAPP and TAHA programs. Through these on-going programs and structures, specific interventions will allow Volunteers to reach out to smallholder farmer groups and micro-small and medium production and processing companies.

This scope of work is for providing Volunteer technical assistance to the Muunganisho Ujasiriamali Vijijini (MUVI); Nguvukazi Farmer’s group in Tanangozi; Kuinuana Group in Ibumila and Upendo and Ujamaa groups in Sadani. The groups are located in Tanangozi village (25 km from Iringa town), Ibumila and Sadani villages (30km from Iringa town). The groups are comprised of a total of 146 members (100 men and 46 women). Most of them cultivate local varieties of tomato during rainy season in small plots of at most 3 acres. Each farmer produces about 5,000kg of tomatoes per season. Planting season begins around February to March each year and harvesting is around July. Other key crops cultivated by the farmers include maize, and sweet pepper, but tomato features strongly in the village as food cum cash crop.

For the specific location, the drive from Dar es Salaam to Iringa takes one through Morogoro with spectacular views of the Uluguru Mountains (part of the Eastern Arc range), Mikumi National Park and the Udzungwa mountain range where one crosses the Great Ruaha River and winds through the steep slopes of Kitonga mountains: a scenic trip of about seven hours by car.

All the groups are members of the Association of Iringa high quality tomato and vegetable growers Ltd, an apex organization for tomato growers, which are registered under the Ministry of Trade and Industries as limited liability companies. They were established through the support of the Muunganisho Ujasiriamali Vijijini (MUVI). MUVI is a four year government project run by the Small Industries Development Organization (SIDO), funded by International Financing for Agricultural Development (IFAD) and implemented in partnership between the Business Care Services (BCS) and the Center for Sustainable Development Initiatives (CSDI).

Through the MUVI collaboration the target cluster of farmers have received training on general crop husbandry practices, marketing, leadership and entrepreneurial skills. Application of such training has helped the groups register limited success to including tomato yield increases of more than 50% with some farmers and use of high yielding F1 (hybrid) seed variety like Anna, ASSILA and EDEN F1 supplied by MONSANTO.

**B: ISSUE DESCRIPTION**

The Iringa region is a very important area for agriculture in Tanzania, for both cereals and horticultural production. The villages are in a temperate, mountainous area approximately 5,000 feet above sea level. The area is naturally endowed with fertile soils that can produce a variety of crops. This will be the second Farmer to farmer Volunteer assignment for Nguvukazi Farmer’s Group. The first one was conducted in September 2015 by horticultural expert David Zaber, who trained farmers on soil fertility management, soil testing, Integrated Pest Management and safe use of pesticides. David Zaber did an excellent job, and so far a number of farmers have implemented his recommendations.

All the farmers within these three villages are hard-working, well organized but lack skills on how to transform from subsistence farming into farming as a business in spite of the MUVI support. As a result, they still cultivate their crops without a clear strategy on the amounts to produce and when, very limited record keeping and optimization of profit margins or taking rudimentary market forces like supply and demand into account. As a result, they end up earning low revenues and sometimes incurring losses due to price shocks, oversupply and failure to capitalize on high demand. MUVI has requested F2F volunteers to emphasize on business training provided earlier so that these farmers can take maximum advantage of a big tomato processing factory recently established in Iringa town.

**C: OBJECTIVE OF THE ASSIGNMENT**

Building on what David Zaber did with Nguvukazi, the groups of farmers have expressed the need for another volunteer support that will build the capacity of the groups to operate their farms as business. Currently they do not realize much profit in their operations and they would like to understand how they can make profit from their horticultural business. MUVI has requested for a Volunteer with knowledge and experience in small farm business management skills to address the following topics in tomato and other horticultural crops cultivation for the three village groups among others:

* Vegetable farming as business- principles of farming as business
* Timing and choice of enterprise for maximum returns
* Farm record keeping (both farm records and financial records) best practices
* Understanding supply and demand as pertains to their business,
* Small Farmers Association funds /finance management best practices

Most of the farmers are literate with long farming experience which will make it easy to capture what they will learn during the assignment.

**Host contribution** – MUVI will mobilize members of the three village groups to participate in the training, and avail key personnel to work closely with the Volunteer during preparations and actual trainings, to ensure that key staff is trained and will put in action what they have learnt. MUVI will also mobilize the groups to provide the training venue for the assignment as well as monitor implementation of volunteer recommendations.

**D: ANTICIPATED RESULTS FROM THE ASSIGNMENT**

The primary immediate anticipated result of the training is improved knowledge of operating small scale farms as a business. The farmers will improve their ability to plan their farming activities, allowing them to fetch better prices in the market. This will contribute to improved income and a higher level of resilience for farmers and their families.

**E: SCHEDULE OF VOLUNTEER ACTIVITY IN TANZANIA**

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| **Day** | **Activity** |
| Day 1 | Travel from home to US international airport |
| Day 2 | Arrival at Tanzania Julius Nyerere International Airport picked by CRS vehicle and check in at Amariah Boutique Hotel |
| Day 3 | At 10.00 am, the Volunteer picked from the by CRS driver to the CRS office for introductions and briefings including host brief, logistics and expectations and anticipated outcomes. Handouts and other training logistics will be prepared at CRS offices. |
| Day 4 | Travel to Iringa where the Volunteer will lodge at Zaki Inn Hotel at Iringa for the duration of the assignment. |
| Day 5 | The Volunteer will meet MUVI and the groups with F2F staff and go over current status of groups, introductions, expectations of assignment, etc |
| Day 6 | The Volunteer will interview various group members about what they hope to learn during the assignment and make a schedule. The Volunteer will then review and update training materials according to discussions held with the hosts. |
| **Day 7** | **Resting day** |
| Day 8-12 | Training farmers Ibumila Farmers |
| Day 13 | Training farmers in Tanangozi |
| **Day 14** | **Resting day** |
| Day 15-18 | Training Farmers in Tanangozi |
| Day 19-20 | Training farmers in Sadani |
| **Day 21** | **Resting day** |
| Day 22-24 | Training Farmers in Sadani |
| Day 25 | Wrap up of the training with all three villages |
| Day 26 | The Volunteer travels back to Dar from Iringa |
| Day 27 | Debriefing at CRS office and CRS staff (also with USAID Mission if possible).  Volunteer will finalize his/her reporting at CRS office and fill out all necessary MEAL forms  At night the Volunteer departs for USA |
| TBD | Outreach event when back in the US |

**F. DESIRABLE VOLUNTEER SKILLS**

The Volunteer should have the following attributes:

* Experience with training and mentoring subsistence farmers in Africa
* Knowledge of preparing and managing a small farm business plan.
* Good writing and analytical skills, interpersonal communication and presentation skills (adult education skills), ability and desire to teach in both classroom and field settings
* Ability to quickly adapt to new working environments and use interpreters (for example, to verify correctness of interpretation). Ability to sense and adopt whether farmers are understanding recommendations.
* Flexibility and ability to work with groups of varying age, experience and literacy level

**G: ACCOMODATION AND OTHER IN-COUNTRY LOGISTICS**

In Dar es Salaam the Volunteer will stay at the Amariah Boutique Hotel nearby the CRS offices, located on Dr. Kairuki Road, Mikocheni A, Dar es Salaam, Tanzania, ‏‎0044 203 564 5228.

At Iringa the Volunteer will stay at the Zaki Inn Hotel (Tel. +255 754 454520 email: [etawala@zaki.co.tz](mailto:etawala@zaki.co.tz)). All logistics will be organized by CRS and host. All proposed facilities have basic amenities of water, electricity, self-contained rooms, internet access and/or modem and have reliable security. CRS will pay for hotel accommodation, and provide Volunteer with per diems to cater for meals and other incidentals. CRS will also facilitate daily transport for the Volunteer between Iringa and Tanangozi village for the training.

**H: RECOMMENDED ASSIGNEMENT PREPARATION**

As part of preparation for the work ahead the Volunteer should familiarize with USAID Feed the Future program, the EARO and Tanzania F2F horticultural program proposal and scope of work for this particular assignment. It is also advisable that the Volunteer read and familiarize with Tanzania’s development challenges and opportunities. For any printed material these will be printed at CRS office in Dar es Salaam before commencement of the assignment. Flip charts, markers, masking tapes will be provided by CRS. Volunteers are not advised to rely on LCD projections as the main method of training because full time electricity is not guaranteed in most venues where such trainings take place. In addition to that, Iringa region has cold weather, so the Volunteer is advised to take warm clothing.

**I: KEY CONTACTS**

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