 

**Farmer to Farmer East Africa**

**Volunteer Assignment Scope of Work**

**NOTE: THIS SCOPE OF WORK IS A DRAFT AWAITING EDITS.**

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| **Assignment Summary** | |
| **Assignment Code** | **TZ41** |
| Country | Tanzania |
| Country Project | Tanzania F2F Horticulture project |
| Host Organization | Nguvukazi group- Tanangozi Iringa |
| Assignment Title | Association Strengthening and Agricultural financing |
| Assignment objective | To increase capacity of the Nguvukazi group so that it can function as a strong association with clear strategies for agricultural financing and joint marketing for its’ members produce. |
| Desired skills | Skills on small agricultural farmers association building, joint marketing and agricultural financing in the developing world |
| Assignment preferred dates | From May 2015 |

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, as well as small-medium production and processing companies.

This scope of work is to provide Volunteer technical assistance to Nguvukazi Farmer’s Group. The group is located in Tanangozi village, and is comprised of 48 farmers (20 females and 28 males). Most of them cultivate local varieties of tomato during rainy season in small plots of at most 3 acres, producing about 5,000 kg of tomatoes per season. Planting season begins around February/March each year and harvesting season is in 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.

Tanangozi village is located 25 km away from Iringa municipality, along the Iringa-Tunduma highway. 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.

Nguvukazi group is a member of the Association of Iringa High Quality Tomato and Vegetable Growers Ltd, an apex organization for tomato growers, which is registered under the Ministry of Trade and Industries as a limited liability company. It was established through the mobilization 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 horticultural best practices, marketing, leadership and entrepreneurial skills. Application of such training has helped the groups register limited success to include tomato yield increase 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. Tanangozi village is a temperate, mountainous area approximately 5,000 feet above sea level. It 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.

Building on what David has done, the farmers of Nguvukazi are now ready to strengthen their Farmer’s Group. After finishing David’s assignment, the group requested training on the aforementioned subjects. Specifically, they have already begun digging multiple wells for new irrigation technology they were taught by Mr. Zaber; soon they will need money to purchase pumps and filters. Therefore, the leadership of the group requested training on different types of fundraising and increasing farmer incomes so that they can continue financing these irrigation improvements of their farms.

**C: OBJECTIVE OF THE ASSIGNMENT**

The key objective of this Volunteer assignment is to build the capacity of members of Nguvukazi group and leadership in Tanangozi so as to strengthen their existing group become a functional farmer association capable of supporting their members in agricultural finance and joint marketing for higher household incomes. There are numerous subtopics that the Volunteer could explore, but the following are the key topics for this SOW:

1. Walk the group and leadership through the benefits of farmer association /co-operation
2. Help the group understand how to increase negotiation leverage by pooling resources within the group through joint inputs procurement and joint marketing using basic cost-benefit analysis techniques,
3. How to obtain and share market information to avoid being taken advantage of by anonymous middlemen,
4. How to draft, use, and enforce contracts for trade purposes,
5. Best fund raising and agricultural financing options leveraging members’ resources (e.g. CRS flagship SILC) model, SACCOS etc.) with external lending mechanisms to increase farming finance for members

Most of Nguvukazi farmers are literate and have varied experience in these topics, making it easy for them to capture and retain what they will learn during the assignment.

**Host contribution** – Nguvukazi group will mobilize 48 (20 women and 28 men) members of the group 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 implements what they have learnt. The host will also provide the training venue for the assignment.

**D: ANTICIPATED RESULTS FROM THE ASSIGNMENT**

Immediate anticipated results of the training are:

* Nguvukazi will have a clearer understanding of their association and refine the group’s vision, mission, goals and objectives
* Farmers of Nguvukazi will understand the benefits of market cooperation and make a plan to pool their resources in such a way to increase negotiation leverage in all transactions
* Farmers will understand methods of agricultural finance available to them and develop a strategy to meet their fundraising needs
* Farmers will understand more about their input-buying/output-selling options and how to maximize their own profits. They will develop a strategy to use and share this market information to their advantage
* Farmers will understand the importance of writing contracts, and create sample contract templates to use when entering into business agreements.
* Volunteer report with recommendations

**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 Slipway Hotel |
| Day 3 | At 10.00 am, the Volunteer meets CRS staff at CRS office or Volunteer’s hotel for briefing. Briefing includes host information, logistics, expectations and anticipated outcomes. Handouts and other training logistics the Volunteer chooses to use will be prepared at CRS offices. |
| Day 4 | Travel to Iringa where the Volunteer will lodge at Zakinn Hotel at Iringa for the duration of the assignment. |
| Day 5 | The Volunteer will meet the group with F2F staff and go over current status of group, 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 tentative assignment schedule. The Volunteer will then review and update training materials according to discussions held with the host. |
| **Day 7** | **Resting day** |
| Day 8-13 | Training on Association Strengthening and Managing a Cooperative |
| **Day 14** | **Resting day** |
| Day 15-17 | Training on Market Forces and Market Information Gathering/Sharing |
| Day 18-20 | Training on Agricultural financing and Use of sales Contracts |
| **Day 21** | **Resting day** |
| Day 22 | Wrap up of the training |
| Day 23 | The Volunteer travels back to Dar es Salaam |
| Day 24 | 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 M.E.A.L. forms  At night the Volunteer departs for USA |
| TBD | Outreach events when back in the USA |

**F. DESIRABLE VOLUNTEER SKILLS**

The Volunteer will have knowledge and experience in Association/Co-op strengthening, small association agricultural financing and markets. In addition to that, the Volunteer should have the following attributes:

* Experience with training and mentoring farmers or students, especially in developing countries,
* Ability to quickly adapt to new working environments and use interpreters (for example, to verify correctness of interpretation). Ability to sense and adopt if farmers are not understanding recommendations,
* Business skills, entrepreneurial skills, organizational skills, and time management skills,
* Ability and desire to teach in both classroom and field settings,
* Good writing and analytical skills, interpersonal communication and presentation skills (adult education skills),
* 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 Slipway Hotel; [www.hotelslipway.com](http://www.hotelslipway.com)

+255 22 2600893 mob. +255 713 888301. At Iringa the Volunteer will stay at the Zakinn hotel; [etanula@zaki.co.tz](mailto:etanula@zaki.co.tz); +255 754 454520 Plot # 150/152 Old Dodoma Road. 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, its 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.

**I: KEY CONTACTS**

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