 

**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** | **TZ58** |
| Country | Tanzania |
| Country Project | Grains  |
| Host Organization | Jikuzeni Kware SACCO |
| Assignment Title | Farming as business |
| Assignment objective | Improvement of farmers skills on farming as business |
| Desired skills | Agribusiness Development Specialist |
| Assignment preferred dates | November/December 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. For Tanzania the CRS’ F2F project objective is to support poor smallholder farmers to improve access and utilization of markets and credit so as to broaden their participation in the maize and rice value chains as producers and service providers.

The maize and rice sub-sectors are the target for the CRS F2F to channel technical assistance because these two grain cereals are the key sources of staple food for the majority of Tanzanians. Strategic interventions in these value chains also have great potential to contribute to the USAID goal of sustainably reducing poverty and food insecurity by increasing productivity and profitability of both maize and rice crops. The key challenges experienced by small scale farmers involved with the two value chains include limited access to markets and poor pricing, limited access to agricultural credit for farm inputs and overall poorly organized and functioning farmer associations/ cooperatives.

This scope of work is for providing volunteer technical assistance to Jikuzeni SACCO (Savings and Credit Cooperative Ltd. This organization is located in Kware village, 5 km away from a famous Kwasadala market, and 15 kilometers from Moshi town along Moshi to Arusha highway. The area is endowed with moderate rainfall, fertile volcanic soils and proximity to market in Moshi and Arusha towns, and the neighboring country of Kenya.

Jikuzeni savings and credit cooperative was established and registered in 2007. More than 95 per cent of members of this association are subsistence farmers who cultivate a variety of crops including maize, beans, and horticultural crops. Although production system is subsistence, farmers often realize excess harvest which they sell off. The SACCOS was established with the main aim of improving agricultural finance access, because farmers were struggling to procure appropriate farm inputs. The SACCO membership has increased from 50 when it was first established to 754 members (409 males and 345 females) today. It provides different category of loans including agricultural, business, emergency, and crop warehouse receipt system (WRS).

In 2009, farmers realized that they were selling their crops at very low prices immediately after harvest because they had surplus. As a result, the farmers were hardly recouping their costs of production let alone realize a profit. They established grain WRS to facilitate farmers to store their harvest (chiefly maize) at a designated warehouse, from which they would receive an up-front payment of up to 75 per cent of the sale price of the stored maize at current market price, with a loan at an interest of 3 per cent. They then receive the remaining balance when the maize is sold later on at a higher price due to decrease in supply. Last year alone the association traded over 3,000 tons of maize, mainly with Tanzania Strategic Grain Reserve and World Food Program.

1. **Issue Description**

The Jikuzeni Kware SACCOS and farmers in Kware village experience the following challenges;

* The group (individual farmers and the association) does keep some informal records; however, they do not have a standardized method of record-keeping or procedure.
* Due to poor record keeping, market research, and planning, farmers are not able to determine which crops to grow based cost/benefit analysis of the various crop enterprises
* The association lacks skills of finding market for maize, hence they fall prey to middlemen who dictate prices and restrict the association from negotiating directly with large scale buyers.

The above problems are compounded further by high input prices, because farmers procure the inputs individually instead of buying and buying collectively. Secondly, the low price of maize and inability to access good markets for their produce results in low incomes and food insecurity. It is for this reason that Jikuzeni Kware SACCO has requested for volunteer assistance to address the above listed challenges. This scope of work (SOW) will address some of the preliminary organizational gaps, hoping to engage other volunteers to address other problems in future scopes of work.

1. **Objectives of the Assignment**

The farmers have requested a volunteer with skills and experience on small farm business management skills to address the following topics in cultivation of maize and horticultural crops:

* Principles of farming as business
* Timing and choice of enterprise for maximum economic returns through conducting cost/benefit analysis of the various farming enterprises
* Farm record keeping (both farm records and financial records) best practices. the training should include an explanation of why keeping records is useful, as well as how to keep records effectively
* Understanding supply and demand as pertains to their agri-business enterprises
* Benefits of collective input procurement and marketing, especially by buying good quality inputs at reasonable price from reliable suppliers

**Host contribution** – Nguvukazi group will mobilize members of the association to attend the training, prepare training venue, and avail key personnel to work with the volunteer. Most of farmers in Kware village are literate and have experience in farming, which will make it easy to capture what they will learn during the assignment.

1. **Anticipated Results from the Assignment**

The primary and 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 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. The farmers will also have their capacity enhanced to up-grade their business skills, be able to identify and engage in viable agri-business ventures.

The anticipated deliverables include:

* Trainings conducted and people trained
* Training guidelines/manual developed
* Debriefing with USAID and in country group presentations after assignment
* Field trip report and expense report
* Outreach activity, press release or a media event back in US
1. **Schedule of Volunteer Activities in Tanzania**

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| **Day** | **Activity** |
| Day 1 | Travel from home to US international airport |
| Day 2 | Arrival at Kilimanjaro International Airport, picked by CRS assigned taxi and check in at Snow View Hotel, Hai Mjini |
| Day 3 | At 10.00 am, the Volunteer picked from the hotel by a taxi to Hai District Agriculture department of the government of Tanzania, for introduction and briefing. Later on the volunteer will travel with CRS staff and a team from agriculture department to Kware village for launching and planning the training |
| Day 4-6 | Training on farming as business to members of Jikuzeni SACCOS and other farmers in Kware village  |
| **Day 7** | **Resting day** |
| Day 8-13 | Training farmers on farming as business |
| **Day 14** | **Resting day** |
| Day 15-18 | Continued training on farming as business |
| Day 19-20 | Training to farmers on record keeping |
| **Day 21** | **Resting day** |
| Day 22 | Finalization of training on record keeping  |
| Day 23 | Complete assignment, conduct outreach activity, exit meeting with host organization and F2F representative and travel back to USA |
| TBD | Outreach event when back in the US |

1. **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
1. **Accommodation and Other In-Country Logistics**

The volunteer for this assignment will come to Tanzania through Kilimanjaro International Airport (KIA) which receives direct flights from abroad. The volunteer will be picked up from the airport on a 20 minute drive to Snow View Hotel (Tel +255 787 272 and +255 767 320629 email: snowviewhotels@gmail.com; web; [www.snowviewhotel.com](http://www.snowviewhotel.com)) in Hai Mjini town, where the volunteer will lodge during the assignment. The host village is located about 15km from Hai mjini, so a taxi will be provided to shuttle the volunteer throughout the assignment. 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.

1. **Recommended Assignment Preparations**

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. Light clothing is ok because Hai Mjini and Kware are not cold areas

1. **Key Contacts**

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