 

**Farmer to Farmer East Africa**

**Volunteer Assignment Scope of Work**

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| **Assignment Summary** | |
| **Assignment Code** | **TZ75** |
| Country | Tanzania |
| Country Project | Tanzania F2F Grain project |
| Host Organization | Moshi district council- paddy farmers at Mabogini under Lower Moshi Irrigation Scheme |
| Assignment Title | Farming as business |
| Assignment objective | Improvement of farmers skills on farming as business for planning and managing their farm enterprises and to improve their decision making thereby maximizing their farm incomes |
| Desired skills | Agribusiness Development Specialist |
| Assignment preferred dates | May 2015 onwards |

1. **Background**

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.

Moshi District Council, the host organization for this assignment is a government body charged with the responsibility of the following;

* Coordinating and organizing agriculture activities for farmers in Moshi district
* Facilitating equitable availability of resources and infrastructure, e.g. land, farming inputs, marketing etc.
* Providing agriculture extension services to farmers. This is provided by extension officers who are employed by the council.
* Conflict resolution and maintaining law and order.
* Conduct and finance adaptive research in order to address problems/issues raised by farmers.
* Organizing farmer groups for efficient delivery of services.

This scope of work is for providing Volunteer technical assistance to three groups of farmers at Mabogini village who cultivate paddy in Lower Moshi Irrigation scheme. The Lower Moshi scheme is in the slopes of Mount Kilimanjaro. It is being implemented in Moshi Rural District, Kilimanjaro region. The scheme covers a total of 2,300 Ha, 1,100Ha of which are reserved for rice cultivation. The scheme was initially managed by a project funded by the Japanese government before being handed over to the local government. It is now run by the Lower Moshi Irrigators Association (LOMIA) which unites all of the region’s 4,500 farmers.

1. **Issue Description**

Enhancing farm incomes through market-oriented farming is considered a key strategy to address poverty and transitioning of Tanzania’s agriculture from subsistence to commercialized farming. However, majority of rural farmers lack the appropriate skills to operate their farms as income generating businesses. This is understandable considering that the average Tanzanian rural farmer has historically carried out farming primarily to meet household food requirements, selling only the excess. Therefore, to improve the livelihoods of rural farmers, it is important for them to view farming as a business.

FaaB requires long term planning of the use of resources, day to day management and emphasizes a shift from farming for subsistence to farming for profit. Farmers must learn to critically examine the costs related to production and marketing and critically relate them to the benefits that accrue, through improved efficiencies and better farm management information. A farmer needs to know not only how to cultivate crops, but also how to manage his farm as any other business. Thus every farmer must face management problems of deciding which enterprise to have, economically how much to produce in each enterprise and what methods to use. Apart from the skill and knowledge necessary to manage the farm, a farmer also needs factors of production such as land, labor, capital and organization skills; these together are known as production resources, a farmer needs them to start and manage a business. A farmer has to plan well and also combine them well for maximum benefit from his farm.

Moshi District Council has several farmer groups in the Moshi region of Northern Tanzania. Three groups, Juhudi, Mkombozi and Pamoja tunaweza have been identified as requiring assistance in farming as a business training to improve their productivity and profitability of their farming enterprises, particularly that of grains. Each of the three groups has at least 30 members. The groups were established in 2015 by the Cooperatives department of Moshi rural district council, after realizing that farmers not getting competitive prices for the paddy and rice, since middlemen were negotiating prices with individual farmers. All group members are farmers with small plots for paddy cultivation ranging from 0.5 hectare to 1 hectare.

Another issue that farmers in the three groups are facing is lack of skills in keeping production and marketing records. As a result they are unable to make sound business decisions for their farming enterprise. For example, it is difficult for them to determine the exact amount of money which they have used in a farming season, which makes it impossible for the farmers to determine their profit margin, and establish price of their produce based on the profit margin. Consequently, price of paddy and rice is determined by middlemen who know little or nothing about how much the farmers have incurred.

1. **Assignment Objectives**

The overall aim of approaching farming as a business is to increase the incomes of the rural poor, or to put more money in the farmers’ pockets and into the rural economy. This will enable them to improve their standards of living in terms of housing, food security and basic household needs.

The volunteer will provide technical support to farmer groups in the areas of:

* Basic farm record keeping
* Cost Benefit Analysis
* Basic financial management

Most of farmers at Mabogini village are literate and have experience in farming, which will make it easy to understand what they will learn during the assignment, and implement recommendations.

**Host contribution** – our host in this assignment is Agriculture department of Moshi district council. The department will collaborate with leadership of the three groups and village level government leadership to mobilize not only members of the three groups; but also farmers who are not members- to attend the training. Also, the leadership will avail key personnel to work with the volunteer and prepare training venue.

1. **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 farming activities, allowing them to be able to negotiate price of their produce in the market. This will contribute to improved incomes and a higher level of resilience for farmers and their families.

The anticipated deliverables include:

* Trainings conducted and people trained
* Debriefing with USAID and in country group presentations after assignment
* Field trip reports and expense report
* Outreach activity, press release or a media event back in US

1. **Tentative Schedule of Volunteer Activities in Tanzania –**

A detailed schedule will be refined once the volunteer arrives in country. This one is tentative;

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| Day | Activity |
| Day 1 | Travel from home to US international airport |
| Day 2 | Arrival at Kilimanjaro International airport. The volunteer will be picked by a designated cab and driven to ELCT Uhuru Hostel <http://www.uhuruhotel.org/>) |
| Day 3 | At 9.00 am, the volunteer will be greeted at the hotel by CRS staff and taken to Moshi District Council for introductions and briefing including host brief, logistics and expectations and anticipated outcomes. |
| Day 4 | In the morning CRS introduces the volunteer to group’ management. Together with CRS and the management, the volunteer will review and finalize the training work-plan. The action plan should include group presentation to be done after the assignment. In the afternoon, the volunteer will visit some of the nearby farmer fields to acquit him/herself with farming practices in the area |
| .Days 5-6 | Group 1 Farmer Training and make appropriate recommendations |
| Days 7-8 | Group 2 Farmer Training and make appropriate recommendations |
| Days 9-10 | Group 3 Farmer training and make appropriate recommendations |
| Days 11-13 | Training of Moshi District Council Agriculture Extension staff on Principles of Faab |
| Day 14 | Volunteer finalises with the training manual and discusses it with the extension staff |
| Day 15 | Wrap up trainings and emphasize key concepts of assignment. Participants evaluate the training and together with the volunteer discuss final report recommendations. |
| Day 16 | Debriefing at Moshi district Council – group presentation conducted  Volunteer will finalize his/her reporting with F2F staff |
| Day 18 | Volunteer Departs for USA |
| TBD | Outreach event when back in the US |

1. **Desirable Volunteer Skills**

The Volunteer is expected to have the following attributes:

* Formal qualifications in agribusiness development, farm business management, agricultural development or production economics
* 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**

In Moshi, the volunteer will stay at the ELCT Uhuru Hostel (<http://www.uhuruhotel.org/>) and CRS will pay for hotel accommodation and provide volunteer with per diems to cater for meals and other incidentals.

CRS will provide transport for the volunteer to commute between Uhuru hotel and Mabogini village which is 15km away from Uhuru hotel; every day of training.

1. **Recommended Assignment Preparations**

CRS-F2F designs assignments with the assumption of some pre-departure preparation by the volunteer. Actual preparation time will vary based on the experience of the volunteer, as well as informational or training resources the volunteer has readily available. CRS relies on the volunteer to assess the tasks outlined in this SOW and to make his or her own judgment about how much and what kind of preparation is needed prior to arriving in Tanzania.

CRS recommends that the volunteer become familiar with CRS programs in Tanzania, especially the grains country project description and other information in the briefing pack before arrival in Tanzania

1. **Key Contacts**

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