 

**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** | **TZ80** |
| Country | Tanzania |
| Country Project | Tanzania F2F Horticulture project |
| Host Organization | Hai district council- vegetable farmers in Kawaya, Rundugai and Chekimaji villages |
| 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 | June to September 2016 |

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.

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. However, growth of the horticulture sector in Tanzania is being hampered by a number of challenges, chiefly low productivity of horticultural crops due to poor faming skills, limited processing of horticultural products, poor farmers’ skills on farming as business and poor access to markets.

This assignment is to hosted by the agriculture department of Hai District Council; a government body with the following responsibilities:

* Coordinating and organizing agriculture activities for farmers in Hai 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.

The department has requested volunteer technical assistance for vegetable farmers in Kawaya, Rundugai and Chekimaji villages in Hai district, Kilimanjaro region. The villages are about 5km from each other, and roughly 22km from Hai Mjini township- the nearest town with hotels and other facilities. Hai Mjini is located 26km from Moshi town along Moshi-Arusha highway, in the Northern Zone of Tanzania.

Farmers in these villages cultivate a variety of vegetables including onions, tomatoes, eggplants, lady’s finger and capsicum; in plots ranging between 1 to 3 acres. Kawaya village has about 400 vegetable farmers. The village received the first volunteer in February 2015. Rundugai village has about 260 farmers and received the first volunteer in February 2015. Chekimaji village has 840 farmers and had the first assignment in September 2015. Assignments in all three villages addressed vegetable farming best practices.

Farmers found the trainings to be useful and they are fairly adopting volunteer recommendations. Some recommendations which farmers have adopted so far include more use of compost and manure, integrated pest management and safe handling of pesticides.

**B: Issue description**

After the first round of assignments in which farmers were trained on vegetable farming best practices, the farmers have expressed a need for training on farming as business. For a long time, farmers in the three villages have struggled to transform from subsistence farming into farming as a business. This is due to a number of shortcomings:

* The farmers lack skills in keeping production, financial and market records, and therefore cannot make sound business decisions for their farming enterprises. For example, it is a struggle for farmers to decide which crops to grow based on low price of inputs and high market demand.

In addition, most farmers cannot accurately determine actual cost which they have incurred 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 their produce, which in most cases is low and unprofitable, is determined by middlemen.

* Due to poor record keeping skills they fail to plan expansion of their farming enterprise, based on price of farming inputs and other factors of production.
* Finding market of their produce, and producing their crops according to market requirements is also a problem. As a result, their produce is of poor quality in most cases, and sometimes they harvest their crops when prices are low.

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.

Hence, the volunteer for this assignment is expected to provide technical support to farmer groups in the areas of:

* Farming as business
* Basic farm record keeping
* Cost Benefit Analysis

Most of farmers in Kawaya, Rundugai and Chekimaji villages are literate and have experience in farming, which will make it easy to understand what the volunteer will train, and able to implement volunteer’s recommendations.

1. **Host contribution**

Our host in this assignment is agriculture department of Hai district council. The department will collaborate with leadership of farmers in the three villages to mobilize farmers in the three villages to attend the training. Also, the leadership will avail key personnel to work with the volunteer and prepare training venues.

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. **Schedule of volunteer activity in Tanzania**

The schedule below is indicative. A detailed schedule will be refined once the volunteer arrives in country. Sundays are rest days.

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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 Snow View Hotel |
| Day 3 | At 9.00 am, the volunteer will be greeted at the hotel by CRS staff and taken to Hai District Council for introductions and briefing including host brief, logistics and expectations and anticipated outcomes. |
| Day 4 | In the afternoon, the first day of travel to field. CRS introduces the volunteer to management of the three villages. 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. |
| Days 5-9 | The volunteer trains and makes recommendations to farmers in Rundugai village |
| Day 10 | Rest day |
| Days 11-15 | The volunteer trains and makes recommendations to farmers in Chekimaji village |
| Days 16-21 | The volunteer trains and makes recommendations to farmers in Kawaya village |
| Day 22 | In the morning, wrap up trainings and emphasize key concepts of assignment, in collaboration with local agriculture extension agents  In the afternoon, debriefing at Moshi district Council – group presentation conducted |
| Day 23 | Volunteer Departs for USA after finalizing their report and submitting it to CRS |
| 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**

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](mailto: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 villages are located 15 to 25km from Hai Mjini, so the taxi will be provided to shuttle the volunteer throughout the assignment. All logistics will be organized by CRS and host. The proposed facility has 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 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.

1. **Key contacts**

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