



USAID
FROM THE AMERICAN PEOPLE



Volunteer Name: Anne Marie del Castillo

Country: Tanzania

**Country project: Small Business
Mentoring**

Host: Catholic Relief Services

Venue: Moshi and Same

**Audience: Urban businesses and small
farmers**

Number of people : 30

Date: February 24-March 19, 2017



1. Assignment Objectives as in SOW

To provide business mentoring, including specific skills on how to establish and grow a food processing business from the current micro to small scale enterprise and beyond. The specific set of activities would do include:

- i. Assess the current performance of the company, focusing on the way the company operates, how the company sources raw materials, marketing, book keeping and financial record- keeping;
- ii. Assess raw material supply, pricing and demand at various times of the year; and
- iii. Visit like-minded companies in order to understand local context (challenges and opportunities in this kind of business)

2. Achievement of the assignment objectives

Key deliverables to assist Dorkia Enterprise, a small women owned agro- business, which produces health food, including a flour made from the rare indigenous Kitarasa banana, in Moshi, Tanzania. The flour positively treats diabetes, high blood pressure and obesity.

- Financial management and best practices
- Business management guidelines
- Volunteer report



3. Recommendations to the host with regards to the assignment

To build a sustainable business, the manager has decided to:

- 1. obtain required government certifications for food processing
- 2. contract the services of an accountant and begin to maintain financial records
- 3. produce only those products which generate reasonable profit margins
- 4. produce a product which could be sold competitively for a market beyond her current specialized niche for diabetes and cardiac patients
- 5. produce a trail mix package targetted to the large market of trekking and climbing tourists in this region.
- 6. consider investing in electric/ natural gas dryer to buy raw materials when prices are low, in the rainy season

4. Anticipated Impact



- With proper follow-up and timely adoption of the recommendations, this enterprise has tremendous potential to expand, significantly increase employment and add-value to locally produced agricultural commodities.

5. Recommended future volunteer Assistance

In a session with small to medium enterprises, they asked for:

- 1) instruction on procedures for export, and
- 2) assistance in procedures for accessing



5. Recommended future volunteer Assistance



Small Farmers asked for:

1) assistance in greenhouse construction and management,

2) assistance in organic farming practices, and

3) instruction in hydroponic mushroom cultivation.



6. Special Assignment Outcome



Dorcus Kibona has been nominated as a candidate for the 2017 Africa Food Price to be awarded in Abijan, Ivory Coast in September, 2017.

Dorcus is the first African farmer and small entrepreneur, the first Tanzanian and the first woman to have been nominated for this award.

CRS and USAID are recommended to closely follow these developments and provide Dorcus support, as needed.

Action plan for host recommendations

1. Obtain certification. The manager will relocate to a new facility by April, 2017 which will transfer to her operation the needed certifications.
2. As a member of SIDA, she will request low cost accounting services. The first meeting to be held in mid-March 2017.
3. Conduct cost analysis to determine profitability of products. This is ongoing and volunteer is providing instruction in this regard
4. Mass-market and tourist targeted products: With current volunteer, the manager is formulating such products. Would be marketable, once the business is certified.
5. Once sufficient revenue generation, consider further investing in alternative drying machinery.

7. How can CRS improve future volunteer experience

- CRS did an excellent job in providing all the support the volunteer needed to perform the assignment.



Thank You!