

January -March 2025

# NEWSLETTER

Public-Private Partnerships for AgriDevelopment



## Kahama Welcomes Raha Farm

# TABLE OF CONTENT

## **AGRICULTURAL VALUE CHAIN DEVELOPMENT**

- 1.Mbarali Cluster Compact Review – Reinforces SAGCOT's regional leadership. (Page 1)
- 2.Raha Farm Tomato Nursery in Kahama – Boosts agribusiness. (Page 2)
- 3.FOLUR Project – Focus on sustainable rice production. (Page 3)
- 4.Tanzania “Green Gold” – Highlighting agricultural opportunity. (Page 4)
- 5.Norway’s Support – For Tanzania’s agricultural growth. (Page 5)
- 6.Fruit Logistica 2025 – Tanzania on the global stage. (Page 6)

## **POTATO VALUE CHAIN FOCUS**

- 1.Gairo Dual-Crop Model – Potatoes and progress. (Page 7)
- 2.Gairo’s Golden Harvest – Single plant success story. (Page 8)
- 3.Cheche Crips Success – Celebrating local flavors. (Page 9)
- 4.GRIMME Innovations – Mechanization in potato and vegetable value chains. (Page 10)

## **TECHNOLOGY & AGRICULTURAL PRODUCTIVITY**

- 1.Modern Irrigation Technologies – Improving productivity and profitability. (Page 11)

## **SUSTAINABILITY & EDUCATION**

- 1.Zanzibar Platform – Multi-stakeholder sustainability initiatives. (Page 12)
- 2.‘Soma na Karafuu’ in Morogoro – Integrating agriculture and education. (Page 13)

## **LIVELIHOODS & ECONOMIC EMPOWERMENT**

- 1.Madibila AMCOS – Empowering members out of poverty. (Page 14–15)
- 2.SME Training in Morogoro – By SAGCOT and partners. (Page 16)
- 3.CALA Cohort 3 Graduation – Youth leadership in agriculture. (Page 17)

## **SOYBEAN & OILSEEDS VALUE CHAIN**

- 1.AGCOT & TADB Strategic Partnership – Soybean and agribusiness. (Page 19)
- 2.Avocado Commercial Farming (‘Mkulima kwa Mkulima’) – Empowering farmers. (Page 20)
3. Soybean struggles to success. (Page 22)
- 4.Transforming the Soybean Seed System – Collaborative breakthrough. (Page 23)

## **HORTICULTURE & LOGISTICS**

- 1.Horticulture Sector Boost – Tackling agro-logistics barriers. (Page 24)

## **LIVESTOCK & FOOD SAFETY**

- 1.Poultry Value Chain Assessment – Enhancing food safety and productivity. (Page 25)



# 1: SAGCOT: Mbarali Cluster Compact Review Reinforces Regional Leadership in Agricultural Transformation

A review of the Mbarali Cluster Compact on March 14, 2025, highlighted tangible progress since 2023, underscoring how collaboration empowers farmers and boosts productivity.

The results are speaking volumes in the fields. Abdalah Hamad, SAGCOT Cluster Manager, emphasized the advancements: "We have seen tremendous improvements in agricultural education and the adoption of best practices... potato yields have jumped from an average of 2-3 tons per hectare to 8-10 tons... Similar success is observed in avocado farming." This leap is attributed to better extension services, irrigation, climate-smart techniques, and collaborations with institutions like TARI.

A structured approach to value chains has been pivotal. Vasca Kulanga, Assistant Administrative Secretary for Songwe Region, explained the change: "Previously, farmers struggled with unreliable planting materials... Today, through SAGCOT's interventions, farmers cultivating key crops such as coffee, avocados, and citrus fruits now have access to certified seedlings and expert guidance." This ensures that efforts translate into better yields. The "Mkulima kwa Mkulima" (Farmer-to-Farmer) knowledge exchange further amplifies success, doubling potato yields in some areas to over 10 tons per hectare.

Addressing soil health has also been critical. Benald Libata, an Agricultural Officer from Mbeya, noted SAGCOT's role: "SAGCOT has been instrumental in introducing soil health analysis in the Madibira irrigation scheme... Farmers now understand their soil composition... This has significantly reduced excessive fertilizer use while optimizing productivity."

Infrastructure and market access are no longer crippling barriers. Semen Juma, Agricultural Officer for Songwe Region, highlighted the improvements: "One of the major challenges in the past was the lack of post-harvest storage facilities... SAGCOT, in collaboration with the government, has invested in warehouse infrastructure." Juma added that SAGCOT is linking farmers to markets and has established dialogue platforms while also driving innovation in livestock, "particularly in dairy and poultry sectors."

## Key Highlights from the SAGCOT Compact Review:

- ✓ **8-10 tons per hectare:** Increased potato productivity due to better farming practices.
- ✓ **Certified seedlings:** Regulated access to high-quality planting materials for coffee, avocados, and citrus.
- ✓ **Soil health analysis:** Reduced excessive fertilizer use through scientific soil testing.
- ✓ **Storage facilities:** New post-harvest solutions to minimize losses and increase profitability.
- ✓ **Farmer-to-farmer model:** Knowledge-sharing initiatives boosting productivity.
- ✓ **Livestock integration:** Strengthened dairy and poultry farming for higher returns.
- ✓ **Regional expansion:** Scaling the success of Mbarali and Songwe to other agricultural corridors.

# 2: Raha Farm Strengthens Tanzania's Agribusiness with New Tomato Nursery in Kahama

Raha Farm, known for its contributions to the vegetable farming sector in Tanzania, opened its fourth nursery in the Municipality of Kahama, Shinyanga region, on 29 January 2025. This expansion, led by the youthful entrepreneur and CEO Raha Aloyce, demonstrates the company's commitment to empowering farmers, promoting sustainable agriculture, and positioning Tanzania as a major competitor in the global tomato market.

The launch of this nursery, located in the Nyakato area, was officiated by the District Commissioner of Kahama, Honorable Mboni Mhita, and attended by hundreds of stakeholders led by the Member of Parliament for Kahama, Hon. Jumanne Kibera Kishimba. Many stakeholders from various sectors were present, including farmers from the Lake Zone, government officials, agricultural input suppliers, and farmer groups. The event emphasized the strong collaboration between the public and private sectors in advancing sustainable agriculture in the country.

## Increasing Production Through Quality Seedlings

Research in East Africa has shown that using disease-resistant and high-quality seedlings significantly increases tomato production. For instance, in the Morogoro region, farmers using improved seedlings reported an increase in yields from an average of 10 tons per hectare to 25-30 tons per hectare, an increase of 150-200% (according to IITA and TARI).

In Kenya, introducing new tomato seed varieties in the Rift Valley region has increased production from 15 tons per hectare to 40 tons per hectare, a 167% increase (IITA, Kenya Agricultural and Livestock Research Organization [KALRO]). In Ethiopia, farmers in the Oromia region have increased yields from 10-12 tons per hectare to 35 tons per hectare, an increase of 200-250% (Ethiopian Institute of Agricultural Research [EIAR], FAO).



Honorable Mboni Mhita, District Commissioner (wearing glasses), at the new greenhouse of Raha Vegetable Farm in the Municipality of Kahama, witnessing key farming techniques from Raha Aloyce, CEO of the company, during the launch of the nursery on January 29, 2025.

Raha Farm's strategy is to promote best agricultural practices, partnering with the SAGCOT program (Southern Agricultural Growth Corridor of Tanzania). The farm's mission is to empower youth and increase productivity, which shines through in its production strategies via nursery management, seedling preparation, and improved planting techniques. Therefore, its expansion to Kahama brings essential resources and expertise to farmers in the Lake Zone, helps increase tomato production, reduces post-harvest losses, and builds a more competitive market for Tanzanian farmers.



# 3: FOLUR Project: SAGCOT and Rice Council Sets Sail On Analysis for Sustainable Rice Production

On February 3, 2025, the Ministry of Natural Resources and Tourism (MNRT) in Tanzania took a significant step toward advancing sustainable rice production by hosting a pivotal workshop under the Food Systems, Land Use, and Restoration (FOLUR) project. This initiative, funded by the Global Environment Facility (GEF) and led by the World Wildlife Fund (WWF) in Tanzania, aims to transform food systems through sustainable land use and landscape restoration.

The workshop convened key stakeholders, including SAGCOT Centre, the International Union for Conservation of Nature (IUCN), and the National Carbon Monitoring Centre, to present and discuss concept notes for the upcoming fiscal year. The session focused on laying the foundation for critical activities within the FOLUR project, particularly an opportunity analysis for public and private sector investment in sustainable rice production value chains. This analysis, to be undertaken by SAGCOT and the Rice Council of Tanzania, will guide efforts to boost agricultural output while preserving environmental integrity, focusing on the Kilombero and Zanzibar landscapes.

***"Through the FOLUR project, we are not just looking at increasing rice yields — we're reimagining how rice production can thrive alongside nature. This opportunity analysis is a critical step in shaping a value chain that works for farmers, investors, and the environment alike."***

***— John Nakei, Acting Head of Cluster Development, SAGCOT Centren precedent.***

"

In the Kilombero landscape, collaboration with the Morogoro Regional Secretariat and Mlimba District Council will integrate sustainable agricultural practices that align with broader environmental goals. Meanwhile, in Zanzibar, partnerships with the Ministry of Agriculture, Livestock, Water, and Forestry will ensure a holistic approach to rice cultivation that balances economic growth with ecosystem resilience.

This development builds on a two-day planning workshop held in Morogoro on November 29-30, 2024, where MNRT, SAGCOT, and other partners outlined strategies for transforming agricultural landscapes into sustainability models. Tanzania seeks to enhance its agricultural productivity by prioritising sustainable rice production and set a global environmental conservation precedent.



# 4: Tanzania "Green Gold" Better Days Ahead



\*Njombe, Tanzania, January 27, 2025

The hills of Njombe served as a vibrant backdrop as farmers, investors, and agricultural leaders gathered at The Agreement Hotel for the Southern Highland Development Alliance's annual general meeting. Themed "Elevating Avocado: Unlocking Market Potential and Sustainable Growth," the event pulsated with optimism, reflecting the avocado's burgeoning role in Tanzania's agricultural economy.

The gathering highlighted the avocado's rising significance, drawing in local and international stakeholders eager to explore investment opportunities and collaborative strategies. Geoffrey Kirenga, CEO of SAGCOT, represented former Prime Minister Hon. Mizengo Peter Pinda, Chair of the Presidential Food and Agriculture Delivery Council.

District Commissioner Juma Sweda, speaking on behalf of Regional Commissioner Anthony Mtaka, welcomed Kirenga warmly. He praised Kirenga's influence on agricultural policy formulation: "Mr. Kirenga brings invaluable insights to strengthen our agricultural policies."

In his address, Kirenga depicted a promising future for the avocado sector as a key export crop. He reassured farmers of the government's steadfast commitment through strategic policies, infrastructure enhancements, and expanded market access initiatives. "I am honoured to represent the Chair of the Presidential Food and Agriculture Delivery Council today," Kirenga emphasized, promising to convey the voices and concerns of the farmers to the highest levels of government.

Kirenga echoed the President's vision for agricultural prosperity, stressing the collective potential of Tanzania's southern highland regions: Iringa, Njombe, Songwe, and Ruvuma.

"These regions are Tanzania's food basket, crucial for ensuring food security while generating essential foreign exchange through exports," he declared. Highlighting the environmental advantages, Kirenga positioned avocados as a sustainable path to agricultural success. "Avocado is not just a cash crop; it contributes to sustainable farming, protecting the ecosystem while generating income for farmers," he explained.

The summit also showcased President Samia Suluhu Hassan's diplomatic efforts to open international markets for Tanzanian avocados. Kirenga applauded the President's visits to India and China, which led to lifted export barriers. "We're witnessing a surge in international buyers for our produce," he said, encouraging farmers to ramp up production and focus on quality. Citing impressive figures, Kirenga revealed that avocado exports had generated up to \$50 million, eclipsing many traditional cash crops. "And this is just the beginning! Imagine the earning potential for a farmer with a single hectare of avocado trees," he challenged his audience. He called for enhanced investment in modern farming techniques, quality inputs, and accessible fertilizers, acknowledging the Ministry of Agriculture's ongoing efforts under Minister Hussein Bashe to provide subsidies for agricultural inputs. Kirenga outlined an ambitious target: "Last year, Tanzania's agricultural exports reached \$2.5 billion. We aim to achieve \$5 billion by 2030, with avocados playing a crucial role in this growth."



# 5: Norway Ups Tanzania's Agricultural Growth Support

On February 4, 2025, the Royal Norwegian Embassy (RNE), in collaboration with the Agriculture Transformation Office (ATO) and AGRA, signed a landmark Memorandum of Understanding (MoU) to boost Tanzania's agricultural sector. Norway has committed \$15 million to expand the successful SAGCOT model into three new corridors: Mtwara, Central, and Northern.

This initiative aligns with ATO's Flagship 7, aiming to replicate SAGCOT's successes nationwide. The funding will foster an enabling environment for private investment and streamline regulatory frameworks, supporting the rollout of the Agricultural Growth Corridors of Tanzania (AGCOT).

Hon. David Silinde, Deputy Minister of Agriculture, emphasized the partnership's potential to transform agriculture into a sustainable economic driver. "With Norway's support, we aim to build on our achievement of 128% food self-sufficiency and enhance resilience across the sector."

"As the Norwegian Mission, we have supported Tanzania's agricultural sector for over 50 years. We recognize that agriculture is a crucial sector for Tanzania—it plays a vital role in ensuring food **security and is increasingly becoming a major driver of job creation.**"

— H.E. Tone Tinnes, Norwegian Ambassador to Tanzania

H.E. Tone Tinnes, Norwegian Ambassador, highlighted Norway's commitment: "We are dedicated to promoting sustainable practices that benefit farmers and the environment." Geoffrey Kirenga, CEO of SAGCOT, added, "Our transition to AGCOT involves adopting proven strategies and fostering collaboration to ensure inclusive and sustainable growth."

The AGCOT initiative focuses on climate-smart practices like efficient water use and soil health management, positioning Tanzania as a leading agricultural hub in Africa. This partnership strengthens Tanzania's journey toward food security and sustainable development by removing barriers and encouraging private sector involvement.



## 6: Tanzania Shines on the Global Stage at Fruit Logistica 2025



From February 5th to 7th, Tanzania made waves at Fruit Logistica 2025 in Berlin, Germany, showcasing its burgeoning horticultural sector to an international audience. Represented by 26 companies, the country highlighted its premium produce, with Tanzanian avocados—particularly the Hass variety from Njombe in the SAGCOT Corridor—stealing the spotlight.

Ms. Tullah Mloge of the Southern Agricultural Growth Corridor of Tanzania (SAGCOT) emphasized the meteoric rise of Tanzanian avocados, now celebrated globally for their exceptional quality. Thanks to efforts by stakeholders like Mr. Eero Pissilä and Tanzanice Co. Ltd, Tanzanian avocados have entered key markets such as Europe, positioning the nation as a rising star in the international avocado trade. In 2023 alone, Tanzania earned \$37 million from avocado exports, marking a 76% increase year-over-year.

Led by COPRA (Cereals and Other Produce Regulatory Authority) and TAHA (Tanzania Horticultural Association), the delegation showcased avocados, other horticultural crops, youth programs, and spices. This marked Tanzania's first participation in Fruit Logistica, symbolizing its growing engagement with global markets.

With global avocado sales reaching \$18.14 billion in 2024, Tanzania is well-positioned to capitalize on its unique advantages: seasonal ripening patterns and praise from former U.S. Ambassador Michael Battle, who hailed Tanzanian avocados as "the best on the planet."

Fruit Logistica provided Tanzanian businesses with invaluable networking opportunities, innovation exchange, and market exploration.



# 7: Potatoes & Progress: Gairo District Charts a Dual-Crop Path to Prosperity

In a stride toward agricultural innovation, Gairo District in Tanzania's Morogoro Region is positioning itself as a leader in the potato value chain. "We have embarked on developing the potato farming sector," declared Hon. Jabiri Makame, District Commissioner of Gairo. "With support from SAGCOT and other partners, we are determined to unlock the full potential of this crop for our farmers and communities."

As avocado farming thrives in Gairo, potatoes have emerged as a complementary game-changer, offering farmers a lucrative short-term option with rapid returns. With the ability to harvest up to three times annually through irrigation-based farming, potatoes provide immediate income streams that perfectly align with the long-term investments required for avocado cultivation.

This initiative resonates strongly with the national vision for agricultural transformation laid out by H.E. President Samia Suluhu Hassan, who has recently nearly doubled budgetary allocations to the sector. Under the strategic leadership of Regional Commissioner Hon. Malima Kighoma Malima, the Morogoro region is spearheading efforts to promote commercial farming that delivers tangible economic benefits to local communities.

"We've embarked on developing the potato sector, thanks to SAGCOT's partnership. Now, we're charging ahead!"

— Hon. Jabiri Makame, Gairo District Commissioner



In December 2024, Hon. Makame discussed potato farming with Mr. Baraka Mwakanyamale, a representative from HZPC, a renowned Dutch-Tanzanian company specializing in high-quality potato seed production and distribution. The meeting focused on promoting potato farming as a strategic crop in Nongwe Division, where avocado farming is already gaining momentum. The initiative aims to create a balanced agricultural portfolio that maximizes productivity and profitability by encouraging farmers to adopt potatoes alongside avocados.

To kickstart this transformative project, the Gairo District Council, under the leadership of Executive Director Ms. Sharifa Nabalang'anya, will allocate funds from local revenue sources. Simultaneously, Hon. Ahmed Mabukhut Shabiby, Member of Parliament for Gairo, will channel resources from the constituency development fund to procure premium-quality potato seeds for distribution to farming groups and cooperatives within Nongwe Division.

HZPC will further bolster the initiative by establishing regional demonstration farms designed to equip farmers with cutting-edge techniques and best practices.

# 8: Gairo's Golden Harvest: How One Potato Plant Is Changing the Future of Farming in Morogoro

Gairo, Morogoro | March 2025

In the serene hills of Gairo District, where farming traditions are deeply woven into the fabric of the community, a groundbreaking discovery is reshaping how we view agricultural potential.

During a meticulously executed trial harvest, a single potato plant cultivated using scientific methods produced 15 tubers. Nearby, another yielded 9. While these numbers may appear modest at first glance, they herald a silent revolution in agricultural productivity and economic possibility.

## The Numbers Tell a Profound Story

When SAGCOT analyzed the data, the results were eye-opening. By adopting precise planting techniques—spacing plants 75 centimetres apart in rows that are 30 centimetres apart—an acre of land can support about 17,986 potato plants. An average yield of 10.5 tubers per plant equates to 188,853 tubers per acre. Considering that each tuber averages around 100 grams, the total output reaches an impressive 18.89 metric tonnes per acre.

To put these figures into perspective, the traditional potato yields in Tanzania typically hover below 10 tonnes per acre. The results from Gairo nearly double this output, demonstrating that Tanzanian smallholders are not just meeting but exceeding expectations with the right knowledge and inputs. This monumental increase underscores the transformative power of scientific farming and points to a prosperous future for local farmers in Gairo and beyond.



Key practices include the use of certified seed potatoes, proper land preparation and soil testing, application of organic and inorganic fertilizers based on the need for Irrigation support during dry periods, pest and disease management

The economic implications are equally powerful. At a conservative market price of Tsh 1,000 per kilogram, a farmer harvesting 18.9 tonnes stands to earn Tsh 18.9 million per acre—minus production costs. With proper support, even small-scale farmers can generate multiple millions per season, lifting households out of poverty and transforming farming from subsistence to profitability.

Despite huge progress in the SAGCOT corridor in potato production, Tanzania's potential remains to be upped. The country consumes over 1 million tonnes of potatoes annually, with urban demand rising sharply. By empowering farmers in Gairo and beyond with the right tools and knowledge, Tanzania can move from import reliance to export strength, with potatoes joining the ranks of key cash crops like maize, sunflower, and rice.



# 9: Tanzania Potatoes Making Waves: Celebrating Local Flavors with Cheche Crips

In a remarkable step toward boosting Tanzania's agricultural sector and promoting local produce, Cheche Crips is making waves in the snack market. This new brand, introduced by Mapinga Premium Food, is set to redefine the potato chip experience with its 100% locally sourced potatoes grown in the fertile regions of Iringa, Njombe, and Mbeya within the SAGCOT corridor.

Abdalla Nasibu Hamadi, from the SAGCOT Centre, recently met with a buyer from Mapinga Premium Food to discuss the promising future of this innovative product. The buyer, who preferred to remain anonymous, shared inspiring stories about the potential impact of Cheche Crips. They praised the chips' unique flavour profile, which captures the essence of Tanzania's Southern Highlands, offering consumers an authentic taste of local agriculture.

Backed by Veris Investments from the Netherlands, Mapinga Premium Foods aims to revolutionize the potato value chain in Tanzania. By processing locally grown potatoes into high-quality, affordable crisps, the company seeks to reduce reliance on expensive imports while tapping into hidden local demand. This initiative supports smallholder farmers and contributes to the region's food security, economic growth, and sustainable development.

With every crunch of Cheche Crips, consumers are not just enjoying a delicious snack—they're celebrating the rich flavours of Tanzania and supporting a movement that empowers local farmers and promotes environmental sustainability. As Cheche Crips makes its mark on the market, it exemplifies how local ingredients can drive global standards of quality and innovation. Tanzania's potatoes are indeed making waves, one chip at a time.



# 10: GRIMME: Advancing Potato and Vegetable Value Chains in Tanzania through Innovation and Mechanization

By Tullah Mloge.

TGRIMME, a global leader in agricultural machinery based in Damme, Germany, is vital in transforming Tanzania's potato and vegetable value chains. With over 150 machines spanning soil preparation to storage, GRIMME has established a strong global presence and is now focusing efforts on expanding sustainable mechanization across Tanzania. The company's journey in the country began in 2013 through a SAGCOT-facilitated potato event in Njombe, followed by involvement in a USAID-funded AGRA project that laid the foundation for commercial potato farming in the southern highlands. Since then, GRIMME has forged strategic partnerships with local actors such as Kibaigwa, FMD, and Silverlands while engaging farmer cooperatives in regions like Njombe, Iringa, and Mbeya.

According to Frank Nordmann, GRIMME's General Manager for Key Accounts and Sustainable Development, the company supports the entire potato and vegetable value chain by providing tailored equipment and farmer training. The leasing model developed with Kibaigwa is a key innovation, enabling smallholder farmers to access machinery alongside operational training. This model lowers the barrier to entry for mechanization, ensuring farmers can increase yields and improve quality. GRIMME is also introducing more affordable machines from India, specifically designed for small-scale farming needs, further broadening access to modern technology.

Through partnerships with institutions like EFTA, GRIMME addresses financing challenges while strengthening local capacity to maintain equipment. The company's impact is evident in increased productivity, reduced post-harvest losses, and better-quality produce.

1. *"GRIMME's objective in Tanzania is clear: 'Through training and on-the-ground support, we aim to elevate the mechanization level of potato equipment in the country,' underscoring their commitment to advancing agricultural practices."*
2. *"Mechanical harvesting, for example, significantly reduces crop damage and loss, a common issue with manual harvesting. This leads to higher yields and better-quality produce."*
3. *"The leasing concept is highly effective and includes comprehensive training for farmers on operating the machinery,"*

Nordmann also highlighted a previous collaboration in Mbeya with Wageningen University, HZPC, Europlant, and YARA, noting that GRIMME's machines are still in use despite the project's early closure. This reflects GRIMME's long-term value to Tanzania's agricultural transformation.

Looking ahead, GRIMME plans to expand its leasing programs, increase training outreach, and explore new markets beyond the SAGCOT corridor. The company also aims to support the adoption of irrigation systems and form partnerships with local banks to enhance financing options for farmers. With its commitment to innovation, sustainability, and inclusive growth, GRIMME is well-positioned to contribute meaningfully to Tanzania's agricultural modernization. As AGCOT scales nationally, GRIMME's experience offers a practical model for aligning mechanization with value chain development to improve livelihoods and strengthen food systems.



# 11: Tailored Modern Irrigation Technologies to Boost Tanzania's Agriculture Sector Productivity, Efficiency, and Profitability

*"Factors like crop type, soil conditions, and water availability should guide the choice of irrigation technology. We must move beyond a one-size-fits-all approach and adopt solutions tailored to specific needs."*

— Eng. Octavian Lasway, CEO of Holly Green Agric Group Ltd

In January and February 2025, Agribusiness East Africa, in collaboration with AMAGRO, COPRA, the Tanzania Official Seed Certification Institute (TOSCI), the Southern Agricultural Growth Corridor of Tanzania (SAGCOT), the Tanzania Horticultural Association (TAHA), Diligent Consulting Limited, Holly Green Ltd, Afriflux Ltd, and others, organized an online debate to promote tailored irrigation that is more beneficial; to farmers and good for business. This initiative aimed to explore and promote modern irrigation technologies as catalysts for transformative change within Tanzania's agricultural landscape.

The debates were held on January 19, 2025, followed by three consecutive Sundays: January 26, 2025, February 2, 2025, and February 9, 2025. These sessions provided a platform for experts, policymakers, farmers, and industry leaders to engage in meaningful discussions about innovative solutions that can enhance water efficiency, boost crop yields, and ensure sustainable farming practices across the region.



*"Too often, farmers invest in irrigation systems without adequate guidance, resulting in inefficiencies, financial losses, and unmet expectations. While enthusiasm for irrigation is commendable, lacking technical expertise often leads to poor decision-making. Consulting an irrigation specialist is essential to assess your farm's specific needs and recommend the most effective system."*

— Tullah Mloge, SAGCOT Centre

*"Optimizing modern irrigation is not just about increasing agricultural production or boosting profits; it's about creating a sustainable future that balances economic growth with environmental stewardship. By equipping farmers with the right tools, knowledge, and tailored solutions, we can enhance resource efficiency, protect our ecosystems, and ensure long-term resilience in Tanzania's agriculture sector."*

— Geoffrey Kirenga, CEO, SAGCOT Centre

*"Each of these technologies has its advantages and is suited to different farming contexts. For example, drip irrigation is highly efficient for water conservation, while sprinkler systems are ideal for large-scale farming. The key is to consider economic viability—high-value crops might justify investments in advanced systems, while low-value crops require more cost-effective options."*

— Eng. Dickson Mallya, Lower Moshi Irrigation Scheme

# 12: Zanzibar Launches Multi-Stakeholder Platform for Sustainable Landscapes

The Revolutionary Government of Zanzibar, through its Ministry of Agriculture, Irrigation, and Natural Resources, has teamed up with the SAGCOT Centre and Kilombero District to establish a Multi-Stakeholder Platform (MSP) in Zanzibar. This new initiative targets the Unguja North A and Unguja North B landscapes, aiming to coordinate development projects and programs for sustainable landscape management. The platform seeks to bring together diverse stakeholders to address pressing environmental challenges in the region.

Zanzibar's landscapes are under increasing strain from socio-economic activities, leading to severe degradation of natural ecosystems. Recognizing this, the government sees the MSP as a vital tool to engage multiple stakeholders—government bodies, conservation groups, and local communities—in generating innovative solutions. The focus is on restoring ecosystems while ensuring the sustainable use of natural resources to benefit both the environment and the people.

To kickstart this effort, the Zanzibar team invited representatives from the Kilombero Multi-Stakeholder Platform, which has been operational since 2017, for a two-day visit on February 13-14, 2025. Established by the Morogoro regional government with support from SAGCOT partners like the African Wildlife Foundation (AWF), International Union for Conservation of Nature (IUCN), World Wide Fund for Nature (WWF), and private sector players, the Kilombero MSP offers a proven model of stakeholder collaboration focused on conserving natural resources.

The Kilombero MSP has achieved notable success in aligning resources and efforts to maintain a healthy landscape that supports long-term ecosystem services. Its approach has prevented duplication of efforts and enhanced coordination among stakeholders, particularly within government operations. Zanzibar aims to emulate this success, adapting the model to restore its landscapes while creating economic opportunities for local communities.

This Zanzibar Landscape MSP initiative falls under the Food Systems, Land Use, and Restoration (FOLUR) project, funded by the Global Environment Facility (GEF). Implemented by the Ministry of Natural Resources and Tourism with support from WWF Tanzania, the project emphasizes sustainable land use and ecosystem restoration. Key figures, including Miza Suleiman Khamis, Chief Forest Officer of Zanzibar's Forestry Department, and Josepha Mgana, Forestry Officer from Kilombero District, participated in the planning discussions.

The SAGCOT Centre is pivotal in both MSPs, mobilizing strategic partnerships to strengthen value chain development through public-private collaboration. In Kilombero, this has led to transformative agricultural and conservation outcomes. Zanzibar hopes to replicate this by fostering partnerships that balance environmental goals with economic growth, ensuring a sustainable future for its landscapes.

“The Kilombero Forum has been a game-changer, enabling effective coordination of agriculture and conservation projects,” said John Nakei, Acting Head of Cluster Development at SAGCOT Centre. “It has streamlined stakeholder operations, especially within government, and minimized overlap in efforts.” With this inspiration, Zanzibar's MSP is poised to become a cornerstone of sustainable development in the region.



# 13: Morogoro's 'Soma na Karafuu' to Transform Education and Agriculture

On February 17, 2025, the village of Mkuyuni in Morogoro District Council hosted the launch of Soma na Karafuu ("Learn with Cloves"), an innovative initiative blending education and agriculture. The program empowers students by integrating clove cultivation into their learning, offering economic and educational benefits.

The Hon. Adam Malima, Regional Commissioner, attended the event, as did the Hon. David Silinde, Deputy Minister of Agriculture, and the Hon. Deo Mwanyika, MP and Chair of the Parliamentary Committee on Industries, Trade, Agriculture, and Cooperatives. Together, they emphasized the program's role in revitalizing the Spice Value Chain and restoring biodiversity. The occasion marked the continuation of a transformative partnership within the Southern Agricultural Growth Corridor of Tanzania (SAGCOT) Spice Value Chain Partnership and commitment to restoring biodiversity.

During the ceremony, 8,110 clove seedlings were distributed to 811 Form One students from five secondary schools in Kinole, Mkuyuni, Tawa, Kiroka, and Matombo wards. Valued at over 26 million Tanzanian shillings, these seedlings symbolize hope and financial independence for students. Learners can generate income to support their education and future livelihoods by cultivating cloves.

Hon. Adam Malima highlighted the initiative's potential to ease families' financial burden, while Hon. David Silinde pledged efforts to regulate spice pricing and eliminate exploitative middlemen.



Dr. Mussa Ali Mussa, Regional Administrative Secretary, noted the program's broader impact on family incomes and community resilience.

John Nakei, Acting Head of Cluster Development at SAGCOT Centre, stressed the campaign's strategic importance, emphasizing its role in educational development and advancements in clove farming. "This initiative is part of a broader effort to focus on spice crops in the Morogoro region, aiming for transformative change as agreed in the Spice Strategic partnership established in 2024 under the chairship of Dr. Mussa Ali Mussa", he added. Nakei further commented that the Office of the Regional Commissioner of Morogoro has been implementing strategies to conserve the environment and improve the local economy through spice farming, particularly cloves.

Cloves, a globally prized spice with historical and economic significance, remain a lucrative crop for Tanzanian farmers. With global prices ranging from \$3,000 to \$6,000 per metric ton, the initiative positions students to tap into this valuable market.

As Soma na Karafuu expands, it promises to empower youth, boost rural economies, and preserve the heritage of clove farming. By merging education, agriculture, and sustainability, the program sets a bold example for transformative development in Tanzania and beyond.

# 14: Madibila AMCOS: Empowers members to break free from poverty

**Tanzania's rice production has seen an extraordinary surge over the past two decades, growing fourfold since 2000 and achieving self-sufficiency by 2014. Today, the nation leads East Africa in rice output and ranks second in Sub-Saharan Africa, trailing only Madagascar. Globally, Tanzania holds the 19th position in production volume and 49th in value. This remarkable progress results from millions of farmers who have worked tirelessly to transform the sector. While countless farmers have contributed to this achievement, organizations like Madibila AMCOS represent a significant part of the broader story. For 25 years, Madibila AMCOS has empowered its members through rice farming, using it to combat poverty and improve livelihoods. The cooperative's journey reflects the wider progress of Tanzania's rice industry:**

Within the fertile SAGCOT Corridor of Tanzania, Mbarali District has long distinguished itself with its rich crop and livestock yields. Yet, as climate change poses mounting challenges, a quiet revolution is underway, led by determined smallholder rice farmers. For over 25 years, the Madibira Agricultural Marketing Cooperative Society (MAMCOS) has been far more than an organization—it's a vital lifeline for thousands of these farmers. Vitalis Msugwite, the cooperative's current chairperson, calls it the heartbeat of agricultural innovation, regional development, and village prosperity across the district.

**Establishment and Goals:** Since its establishment on April 16, 1997, the Madibira Agricultural Marketing Co-operative Society Limited (MAMCOS LTD) has been at the helm of agricultural transformation in the Mbarali district of Mbeya, Tanzania. Founded during a critical transition from NARCO control to farmer autonomy, we are proud to represent the strength and determination of our local agricultural community. With 3,253 committed members, each cultivating between 1 and 2.5 hectares, "we are not just making an impact; we are driving significant change. Our mission is resolute: to elevate national food production and enhance the economic status of every farmer in our ranks". As Msugwite asserts, and he continues, "We are determined to continue empowering every member to break free from poverty through rice farming." This ambition fuels our work daily as we unite to transform lives and fortify our community's future.

**Members:** Among the members, 60% are men (over 1,900) and 40% are women (approximately 1,300). Although the ratio has not yet reached parity, MAMCOS insists that women are encouraged to join and participate in agricultural training. "We are trying to break traditional barriers and provide equal opportunities for women," explains the Chairperson.

**Technology:** One of MAMCOS's achievements is empowering farmers to utilise modern technology. They use tractors for ploughing, combine harvesters for harvesting, and modern mills for rice processing. Additionally, they have moved away from traditionally low-yielding seed varieties to using improved seeds, efficient fertilisers, and legally permitted pesticides. "Technology has boosted our yield from 20 bags per hectare to 40," emphasises Msugwite.

**Market and Pricing:** While MAMCOS collaborates with the National Food Reserve Agency (NFRA) to create a reliable market, rice pricing remains challenging. While NFRA purchases rice at TSh 100,000-120,000 per bag, other dealers reduce prices to TSh 60,000-70,000. "This compels some farmers to mill their rice and sell it directly to consumers to maximise profit," explains Msugwite.

**Collaboration with the Government:** MAMCOS has forged partnerships with the government, SAGCOT for technical and NBC, and Equity Bank for financial support. From 2021 to 2023, the government built 12.9 kilometres of irrigation canals for TSh 8.5 million and distributed improved seeds to farmers. "Without government support, we would continue to farm solely with rainwater," says Msugwite.

**Tree Planting and Drought Mitigation:** MAMCOS is driving environmental conservation by planting trees to combat drought and improve ecosystems. Additionally, members construct latrines to promote sanitation and prevent pollution, ensuring a healthier environment. "We've begun producing charcoal using a specialized machine that burns rice husks. This eco-friendly approach helps protect the environment," says Msugwite.

**Adding Value to Rice:** Currently, farmers sell milled rice and husks. However, MAMCOS aims to establish small-scale rice processing plants to produce higher-value products like various types of rice. "We want to have our own milling and distribution centre to sell our products at higher prices," notes Msugwite.

**Pathway to a Torch of Success:** Madibila AMCOS has proven that a grassroots organisation can be a powerhouse for small-scale farmers. Through technology, government collaboration, and efforts to build an eco-friendly economy, MAMCOS members are laying the foundation for better lives for future generations. As Msugwite says, "We are building now, but the goal is to provide our children with modern agriculture and a stable economy."





# 15: SAGCOT and Partners Train SMEs in Morogoro

In Morogoro, Tanzania, SAGCOT Centre Limited, alongside key partners, has successfully conducted a transformative training program for young small and medium-sized enterprises (SMEs) in the agricultural sector. This initiative forms part of the Youth Entrepreneurship for the Future of Food and Agriculture (YEFFA) project, which aims to enhance food safety compliance, boost market competitiveness, and create employment opportunities within the rice and maize value chains.

The training, held from February 12–15, 2025, brought together 60 young entrepreneurs, including 33 women and 27 men, who are actively engaged in critical agricultural value chains such as maize, rice, horticulture, and sunflower. Designed to bridge knowledge gaps and equip participants with practical skills, the sessions focused on food quality, safety standards, post-harvest management, and nutrient fortification techniques.

Implemented by SAGCOT with support from AGRA and the Mastercard Foundation, the YEFFA project is unlocking new opportunities for young Tanzanian agripreneurs. With an ambitious goal to create 30,000 dignified jobs, the project seeks to strengthen market linkages and promote youth-led agribusinesses. The training in Morogoro was facilitated by experts from the Tanzania Food and Nutrition Centre (TFNC), Small Industries Development Organization (SIDO), Ministry of Industry and Trade (MIT), Intermech, and the Tanzania Bureau of Standards (TBS). Participants gained hands-on knowledge in several critical areas, including biofortification and food fortification technologies to improve product quality and consumer health, post-harvest handling techniques to minimize losses and enhance storage conditions, quality certification and regulatory compliance for better access to national and international markets, and entrepreneurship and financial access strategies to help SMEs scale up their operations.

A standout feature of the training was a site visit to MOAFRICAN GROUP, a youth-led agribusiness specializing in maize processing and fortification. Founded by 26-year-old entrepreneur Nasibu Said, the company processes up to 90 tonnes of maize per week and employs 25 young people, demonstrating the significant potential of agripreneurship in driving job creation.

Recognizing the importance of food safety and quality standards in unlocking regional and continental trade opportunities, SAGCOT and its partners are ensuring that young entrepreneurs are equipped with the necessary skills to meet international standards. Through the YEFFA project, Tanzanian agricultural products are becoming more competitive in cross-border trade.

Strategic partnerships with organizations such as GAIN International, ADP-MBOZI, Wezesha, Smart Village Foundation, and NAFKA Kilimo are positioning youth as key drivers of Tanzania's agricultural transformation. By empowering young agripreneurs, the initiative is not only enhancing productivity and market access but also fostering sustainable economic growth in the country's agricultural sector.



# 16: TANZANIA SHINES AT CALA COHORT 3 GRADUATION

February 21, 2025, marked a milestone as 40 leaders from eight African nations graduated from AGRA's Centre for African Leaders in Agriculture (CALA) Advanced Leadership Programme. Among the distinguished graduates was Tanzania's Mary Kigalu of SAGCOT Centre Ltd., who joined a growing network of change-makers transforming Africa's agrifood systems.

Presiding over the ceremony on behalf of Principal Secretary Dr. Paul Ronoh, Mr. Harun Khator, OGW, Secretary of Administration at the State Department for Agriculture, Kenya, lauded the graduates for their unwavering commitment to leadership, innovation, and food systems transformation. The event celebrated the emergence of a new generation of agricultural leaders poised to address Africa's most pressing challenges.

At the event, Tanzania's Team Twiga claimed the prestigious Best Action Learning Project (ALP) title at the CALA Cohort 3 graduation in Nairobi. The team triumphed over competitors from seven other African nations, including Ethiopia, Ghana, Kenya, Malawi, Nigeria, Rwanda, and Uganda.

Led by Mary Kigalu (SAGCOT Centre Ltd.), Moses Kabogo (Lutheran World Relief), Samora Chacha (Zanzibar's Ministry of Tourism and Heritage), Dr. Abel Mtembei (Tanzania's Ministry of Agriculture), and Dr. Kobusinge Aloys (Tanzania Agricultural Research Institute), Team Twiga's winning project—the Private Enterprise Seaweed Value Addition (PESA) Project—showcased transformative solutions for Zanzibar's seaweed sector.

The initiative focused on empowering smallholder farmers, particularly women and youth, and leveraged strategic partnerships and a modest \$4,000 seed fund to drive remarkable impact. The project boosted productivity by 146%, increasing yields from 350 kg to 512 kg per acre. It also doubled farmer incomes, raising earnings from TZS 300,000 to TZS 600,000, and created 31 new jobs, surpassing targets by 155%. The project elevated Zanzibar's seaweed into a high-value commodity by introducing advanced processing technologies, solar dryers, and improved market access.

Judges praised the project's emphasis on gender inclusivity, sustainability, and community-driven innovation, aligning seamlessly with Tanzania's agricultural goals and AGRA's vision for continental food security. This victory highlights Tanzania's leadership in agrifood innovation and sets a benchmark for future CALA cohorts.

It demonstrates that localized, collaborative approaches can effectively address Africa's pressing agricultural challenges. Team Twiga's success underscores the power of CALA's 16-month leadership program, which has equipped over 200 African leaders since 2021 to drive scalable, impactful change across the continent's agricultural landscape. As these leaders step into expanded roles, their contributions promise to inspire a brighter, more sustainable future for Africa's agriculture.



# CALA COHORT 3 GRADUATION



TANZANIA SHINES



[WWW.SAGCOT.CO.TZ](http://WWW.SAGCOT.CO.TZ)



# 17: AGCOT and TADB Forge Strategic Partnership to Boost Soybean and Agribusiness Development in Tanzania

March 7, 2025, | Dar es Salaam: The Southern Agricultural Growth Corridor of Tanzania (SAGCOT), now expanding its scope under the Agricultural Growth Corridors of Tanzania (AGCOT) model, has signed a landmark Memorandum of Understanding (MoU) with the Tanzania Agricultural Development Bank (TADB). This strategic partnership aims to accelerate the transformation of Tanzania's agricultural sector by enhancing access to finance, unlocking investible agribusiness opportunities, and strengthening high-potential value chains—especially soybeans.

The MoU signing at TADB headquarters in Dar es Salaam on March 5, 2025, marks a significant milestone in bridging financial gaps within the agricultural sector. It focuses on smallholder farmer empowerment, value addition, and improved market access.

## Strengthening the Soybean Value Chain

Speaking at the event, Mr. Frank Nyabundege, Managing Director of TADB, reiterated the bank's commitment to unlocking the potential of soybeans in Tanzania's economy:

"This agreement with SAGCOT is designed to develop soybean as a strategic crop. SAGCOT has laid the groundwork, bringing together farmers, producers, and buyers. Our goal is to now scale up access to finance, especially for smallholder farmers."

Nyabundege also shared that TADB has allocated funds from the Japan International Cooperation Agency (JICA) to support the soybean and horticulture sectors. The financing package includes support for on-farm production, post-harvest infrastructure (storage and warehousing), and market linkages.

Soybean plays a critical role in the livestock and aquaculture industries due to its high-protein cake. Moreover, with its value in edible oil production, the crop has the potential to drive industrial growth."

Mr. Geoffrey Kirenga, CEO of AGCOT, described the partnership as a key lever for transforming Tanzanian agriculture from subsistence to commercial agribusiness: We are thrilled to partner with TADB. Together, we can empower farmers to transition into profitable agribusinesses, supporting national food security and economic development."

He acknowledged the Government of Tanzania and H.E. President Samia Suluhu Hassan for their commitment to agricultural investment: "President Samia's leadership has opened doors for financing in agriculture. Our role is to ensure these investments translate into impact on the ground."

While soybeans are a key focus, Kirenga noted AGCOT's strategic work in high-value crops, especially avocados, apples, and mangoes: Avocados: Rapid expansion in the southern corridor is positioning Tanzania as a rising star in global avocado exports.

Apples: Tanzania currently imports apples worth over \$75 million annually, so AGCOT is working with 2,000+ farmers in Iringa and Njombe to scale local production.

Mangoes: Kirenga highlighted Tanzania's unique market window: 75% of global mango producers do not harvest when we do. This gives Tanzania a golden opportunity to export mangoes at premium prices with minimal competition."

# 18:“Mkulima kwa Mkulima:” Empowering Commercial Farming Through Avocado Production

In Liganga Village, located in the Songea District of Ruvuma Region, a quiet agricultural transformation is taking root. Through the “Mkulima kwa Mkulima” initiative under SAGCOT, farmers are embracing commercial avocado farming with renewed hope and practical knowledge. This peer-to-peer learning model is instrumental in building sustainable livelihoods while strengthening Tanzania’s long-term food security and agribusiness potential.

Orestes Komba, an agricultural trainer and farmer facilitator, has been at the forefront of this change. He explains that although investing in avocado farming can be costly—estimated between TZS 2.5 to 3 million per acre—SAGCOT’s approach has helped reduce these costs significantly. Through Lusitu Agribusiness, farmers are trained on every production stage, from nursery preparation and seedling grafting to land management, at a more accessible range of TZS 300,000 to 500,000. This has enabled even resource-constrained farmers to invest in avocado production, demonstrating a practical and inclusive path toward commercial farming.

One of the major challenges in avocado cultivation is the delayed return on investment. Since avocado trees can take several years to mature, smallholder farmers often face financial strain while waiting for their orchards to become productive. To address this, Mr. Komba introduced an intercropping strategy that allows farmers to plant fast-growing crops—such as potatoes, beans, and soybeans—in the spaces between the young avocado trees. With trees planted at a 7x7 meter spacing, these short-cycle crops provide an essential income stream during the early years of orchard development, making the transition into commercial avocado farming more manageable and less risky. The results have been visible across several villages, including Liganga, Shule ya Tanga Stand, Mtyangimbore, and Mang’ua Mwisho. nce to sustainability—empowered by knowledge, collaboration, and vision.

Farmers are now actively diversifying their sources of income, improving soil fertility, and optimizing land use. These developments have led to increased productivity, better on-farm infrastructure, and a growing sense of resilience among farming households.

Market access remains a crucial component of long-term success. According to Mr. Komba, Tanzanian farmers must meet two primary conditions to access lucrative international avocado markets: quantity and quality. Buyers in Europe and the Middle East demand high volumes of consistent, high-quality produce that meets stringent standards, including traceability and the use of approved inputs. The SAGCOT model is already helping farmers align with these market expectations, preparing them for export opportunities that could significantly uplift rural incomes.

An essential yet often overlooked aspect of this transformation has been record keeping. Through “Mkulima kwa Mkulima,” farmers are taught to document all aspects of their operations—from land preparation and labor to seed purchases, fertilizers, and transport. This enables them to calculate their real production costs, determine fair market prices, and even access credit from financial institutions. Initially viewed as burdensome, record keeping has become an accepted and valuable practice thanks to consistent training and mentorship.

Education and collaboration have been key to sustaining this momentum. Farmers who once relied on traditional knowledge alone are now adopting modern techniques in pest control, irrigation, and agribusiness planning. Continuous learning through radio, local demonstrations, and group sessions has expanded awareness and deepened the impact.

This success story from Ruvuma serves as a model for how Tanzania’s broader agricultural ambitions can be achieved. As SAGCOT transitions into AGCOT—the Agricultural Corridors of Tanzania—such community-driven initiatives offer a blueprint for nationwide transformation. With strong partnerships, smart land use, and a commitment to market readiness, Tanzania can scale this model to boost food sovereignty and drive economic growth.

From intercropping strategies to export readiness, from cost reduction to digital record keeping, this story reflects a new direction in Tanzanian agriculture. It is a story of farmers moving from subsiste



# Mkulima kwa Mkulima...



This success story from Ruvuma serves as a model for achieving Tanzania's broader agricultural ambitions. As SAGCOT transitions into AGCOT—the Agricultural Corridors of Tanzania—such community-driven initiatives offer a blueprint for nationwide transformation. With strong partnerships, smart land use, and a commitment to market readiness, Tanzania can scale this model to boost food sovereignty and drive economic growth. This story reflects a new direction in Tanzanian agriculture, from intercropping strategies to export readiness, from cost reduction to digital record keeping.



# 19: Theresphory Miti: From Soybean Struggles to Farming Success

A story of quiet determination is taking root in the green hills of Maposeni village, nestled within Peramiho Ward in Songea District. Theresphory Sebastian Miti, a smallholder farmer with big dreams, proves that farming can change lives with the proper support and mindset. He experienced a transformation in his farming practices and livelihood after gaining access to certified soybean seeds and training through a soybean partnership.

“For many years, I depended on traditional farming methods,” Miti says. “But three years ago, I started something new—soybeans.” His entry into soybean cultivation was sparked by the Silverland Project, an initiative that offered financial support and practical training to local farmers. It was, for Miti, a turning point. His first successful harvest was more than he had imagined. “I was able to harvest up to seven bags of 100 kilograms per hectare,” he recalls with pride. “From that income, I did something I never thought possible—I built my own house.” For Miti and his family, the soybean field became more than a food source; it became a foundation for dignity and stability.

But the journey wasn't without challenges. Weather shocks, especially heavy rains, damaged crops and affected bean quality. “Sometimes the beans would turn black,” he explains, “and buyers would assume they were spoiled. But really, it was just moisture damage.” Rather than give up, Miti adapted. “I realized I couldn't rely on one crop alone. So, I started intercropping with maize and beans. These crops helped cushion me when soybeans didn't do well.” That simple yet strategic shift made all the difference. He also discovered the power of collaboration. By working more closely with farmer groups, Miti and his peers could access better buyers and negotiate fairer prices. “As a group, we had more power. We weren't at the mercy of middlemen anymore.” Today, Miti farms soybeans on his one-hectare plot—but now as part of a diversified farming system. His house, built from early soybean profits, is a daily reminder of what's possible when farmers are empowered with knowledge, tools, and support.



# 20: Transforming Tanzania's Soybean Seed System: A Collaborative Breakthrough

By Abdallah Msambachi

For years, Tanzanian smallholder farmers faced a significant hurdle: limited access to high-quality soybean seeds. This bottleneck stifled productivity, hindered income growth, and constrained the soybean value chain. In 2023, the Tanzanian Sustainable Soybean Initiative (TSSI) under SAGCOT stepped in to address this challenge by launching a collaborative effort to transform the nation's seed system. A field tour conducted in March 2025 in the Ruvuma region showcased remarkable progress in improving access to quality seeds and strengthening the soybean value chain. Success has been driven by collaboration among government authorities, research institutions, academic bodies, NGOs, and private agribusinesses. Together, they've built an integrated supply chain that ensures farmers have access to certified seeds, empowering them to boost productivity and secure their livelihoods.

Government support has played a pivotal role. Institutions like TARI and TOSCI have enhanced seed quality and streamlined certification processes. Model farms and demo plots managed by local extension officers have also been instrumental. Meanwhile, private sector leaders like Real World Company Ltd, M-CODE, and Sange Agro have provided market assurance, distributed certified seeds, and trained farmer. Theresphory Sebastian Miti, a soybean farmer from Maposeni village. Once struggling with low yields due to poor-quality seeds, Theresphory transformed his farming through TSSI. Adopting certified seeds and modern techniques, his yields skyrocketed. .



These partnerships revitalise soybean production across Tanzania, improve food security, and boost market competitiveness. Key developments include the Soybean Revenue Model, piloted by M-CODE and SAGCOT, which aims to ensure sustainable financing, fair pricing, and expanded market opportunities. Discussions around formalizing contract farming guidelines and stabilizing markets are also underway to provide long-term farmer security.

The success in Ruvuma serves as a blueprint for nationwide expansion. With continued collaboration, Tanzania is on track to build a thriving, self-sustaining soybean industry. The seed of change has been planted—and it's growing into a future of endless possibilities



# 21: Boosting Tanzania's Horticulture Sector: Stakeholders Unite to Tackle Agro-Logistics Barriers

Iringa – 14th March 2025

Key players in Tanzania's agricultural landscape gathered at Sunset Hotel, Iringa, for a pivotal policy dialogue aimed at unlocking the horticulture sector's full potential. Jointly organized by Trademark East Africa, Tanzania Private Sector Foundation (TPSF), and SAGCOT Centre Limited (SCL), the forum focused on solving pressing agro-logistics challenges affecting the Southern Agricultural Growth Corridor of Tanzania (SAGCOT).

The horticulture sector is vital to employment, export earnings, and rural income. Yet, it is weighed down by poor infrastructure, high transport costs, and inefficient trade processes. "Efficient agro-logistics means more than moving goods—it ensures fresh produce reaches markets in good condition, benefiting all players," stated Prudence Lugendo, Policy Specialist at SCL.

Participants included stakeholders across the value chain, such as Isowelu AMCOS, Tanzanice, Get Aroma Spices, ASTA (Avocado Association of Tanzania), Mbinga Avocado Farmers Association, Gen Agri Company Ltd, NSHDA-Njombe, and Eat Fresh (GBRI). Their diverse experiences brought depth to the conversation on addressing supply chain bottlenecks.

Strategic priorities included upgrading rural road networks, modernizing cold storage systems, improving customs efficiency, and aligning regional policies to ease cross-border trade. These interventions aim to reduce post-harvest losses, lower costs, and open doors to high-value export markets.

*"Improving agro-logistics is more than fixing roads or cold storage—it's about making sure our farmers can compete, grow, and thrive," said Prudence Lugendo, Policy Specialist at SAGCOT Centre Ltd. "When we address these challenges, we create real opportunities for rural communities and strengthen the entire horticulture value chain."*

A key highlight was the emphasis on empowering smallholder farmers—acknowledging them as the cornerstone of the horticulture value chain. Improved agro-logistics means better prices, less spoilage, and expanded access to regional and global markets for rural producers.

"When we fix agro-logistics, we're not just helping big businesses—we're changing the lives of smallholder farmers across Tanzania," Lugendo emphasized.

Stakeholders concluded with a shared commitment to invest in infrastructure, foster public-private partnerships, and embrace innovation to reshape the sector. The dialogue sets a promising path for inclusive growth and resilience in Tanzania's horticulture sector.

Tanzania aims to lead in regional agriculture, and by prioritizing agro-logistics, the country is building the backbone of a robust, competitive, and sustainable horticulture industry—one that drives economic transformation and uplifts communities across the SAGCOT corridor and beyond.

## 22: SAGCOT Participates in Launch of Poultry Curriculum Assessment Project to Boost Tanzania's Poultry Sector

SAGCOT, now advancing towards a nationwide AGCOT (Agricultural Growth Corridor of Tanzania) model, proudly participated in the official launch of the Poultry Curriculum Assessment Project, held in Dar es Salaam on March 25, 2025.

This strategic initiative, led by the Aeres Training Center (Netherlands) in collaboration with Tanzania's Livestock Training Agency (LITA), aims to revolutionize Tanzania's poultry sector by strengthening the quality and relevance of training in technical and vocational education. The project responds to a growing demand for skilled labor in the poultry industry, which is rapidly transitioning from subsistence to commercial production.

Despite its potential, the poultry sector faces persistent challenges. Existing Technical and Vocational Education and Training (TVET) curricula provide only broad animal husbandry content, lacking in-depth focus on poultry-specific management skills. Moreover, many poultry keepers across Tanzania operate without access to modern technical knowledge or business training.

The Poultry Curriculum Assessment Project seeks to address these gaps by updating and enhancing the curriculum with a strong emphasis on hands-on training, practical knowledge-sharing, and sustainability. Through this approach, the initiative aims to equip farmers with the tools needed to increase productivity, reduce losses, and grow resilient poultry enterprises.



*The guest of Honor at the event was Dr. Stella Bitanya, Director of the Tanzania Veterinary Laboratory Agency (second from left), representing the Permanent Secretary. Implementers Mr. Johan Hissink (left), Aeres Training Center, and Dr. Pius Mwambene (right), CEO of LITA, hold the signing board.*

SAGCOT recognizes poultry as a priority value chain for national agricultural transformation, food security, and job creation. SAGCOT reinforces its commitment to building a resilient and inclusive agricultural ecosystem by supporting such forward-looking initiatives.

Abdallah Msambachi, Program Manager for the Tanzania Sustainable Soybean Initiative (TSSI) at SAGCOT Centre, highlighted the long-term benefits of education in sector development:

*“Investing in education today means a more resilient and productive poultry industry tomorrow. We believe that by equipping farmers with the right skills and knowledge, we can unlock the full potential of Tanzania's poultry sector and contribute to food security and economic growth.”*

Your Thoughts Matter to Us! We value your feedback on the SAGCOT Newsletter and other publications. Your insights help us improve and deliver content that meets your needs and interests. Please email us your thoughts and suggestions. Together, we can create a more informative and engaging newsletter. [info@sagcot.co.tz](mailto:info@sagcot.co.tz)

*Contact Information:*

*Office:*

*5th Floor, Masaki Ikon Building, Plot No. 153,*

*Bains Singh Avenue, Masaki,*

*Dar es Salaam, Tanzania*

*Tel: +255(0) 22 260 1024 / 260 0146*

*Email: [info@sagcot.co.tz](mailto:info@sagcot.co.tz)*

**WWW.SAGCOT.CO.TZ**