



FARM TO MARKET ALLIANCE



Making markets work better for farmers

Tanzania 
COUNTRY BRIEF



October 2018

Farm to Market Alliance's mission is to create a thriving and sustainable agricultural sector that **empowers** farmers, **forges** strong markets and **improves** global food security. FtMA takes a demand-led approach in servicing smallholder farmers and the surrounding ecosystem. FtMA's holistic value chain solution - **PATH** - supports African farming families to transition to commercial agriculture through four integrated strategic pathways. In Tanzania, FtMA has been active since late 2015, delivering a full set of services across the PATH solution.





PREDICTABLE MARKETS

-  Pre-planting and pre-harvest forward delivery contracts
-  Aggregation and delivery linkages



AFFORDABLE FINANCE

-  Input loans
-  Weather-based crop loss insurance



TECHNOLOGIES AND QUALITY INPUTS

-  Trainings on Good Agricultural Practices
-  Soil testing
-  Improved seeds, fertilizer and crop protection
-  Personal protection equipment

HANDLING AND STORAGE SOLUTIONS

-  Trainings on post-harvest handling and storage
-  Equipment for post-harvest crop management

FtMA DIGITAL

-  Input and equipment orders
-  Live aggregation data

SEASON 2018 IN NUMBERS*

-  **42,000** farmers (43% women)
-  **211** farmer organizations
-  **US\$ 1.1 mil** total value generated in crop sales (marketing ongoing)
-  **US\$ 2.3 mil** total value of input loans
-  **34,400** farmers trained in Good Agricultural Practices
-  **3,400 mt** total volume of inputs purchased by farmers
-  **8,000** farmers trained in post-harvest management practices
-  **5,300** items of post-harvest equipment purchased by farmers attending trainings
-  **23,000** farmers registered on the FtMA digital app, recording crop deposits and input & equipment orders

*Snapshot (interim) figures. Activities across all PATHways are ongoing.



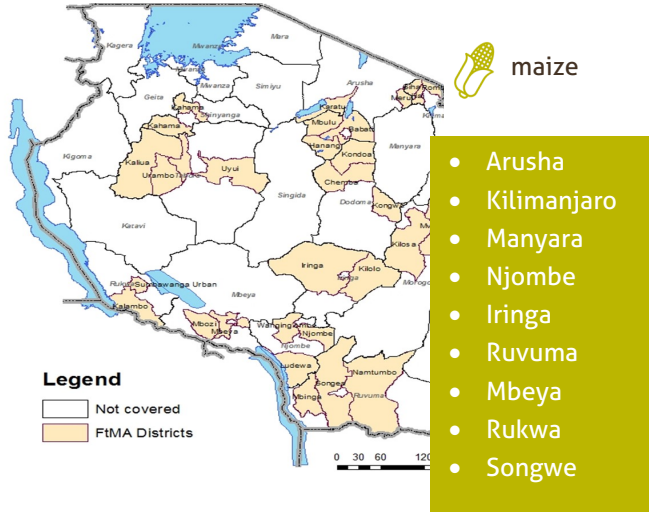
GROWAFRICA



syngenta



CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS



IMPLEMENTATION TIMELINE

