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.

**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

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

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**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
CROPS, AREAS OF INTERVENTION AND IMPLEMENTING PARTNERS

- Arusha
- Kilimanjaro
- Manyara
- Njombe
- Iringa
- Ruvuma
- Mbeya
- Rukwa
- Songwe

IMPLEMENTATION TIMELINE

2019 TARGETS

- legume value chains
- output financing solutions for off-takers
- 95% timely loan repayment rate
- 85,000 farmers by 2020

FtMA Tanzania | COUNTRY BRIEF

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FtMA Tanzania | c/o World Food Programme | Dar Es Salaam, Tanzania
FtMA Operations Manager | Samuel Muturi | samuel.muturi@ftma.org
FtMA Project Manager | Maria Gonzalez Rodrigo | maria.gonzalezrodrigo@wfp.org

www.ftma.org

FtMA buyers workshop in Dodoma, May 2018.