

**PROMOTION OF HOUSEHOLD INCOME THROUGH SUNFLOWER  
MARKET ACCESS AND VALUE CHAIN DEVELOPMENT IN  
KINAPANDA DIVISION, IRAMBA DISTRICT**

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**A DISSERTATION SUBMITTED IN PARTIAL FULFILLMENT OF THE  
REQUIREMENTS FOR THE DEGREE OF MASTERS IN COMMUNITY  
ECONOMIC DEVELOPMENT OF THE OPEN UNIVERSITY OF  
TANZANIA**

**2013**

**CERTIFICATION**

The undersigned certify that I have read this dissertation and I am satisfied that it can be submitted to the Open University of Tanzania for the dissertation titled, *“Promotion of Household Income through Sunflower Market Access and Value Chain Development in Kinapanda Division, Iramba District”* in partial fulfillment of the requirement for the award of the Masters of Community Economic Development (MCED) of The Open University of Tanzania.

.....  
Dr. Felician Mutasa

(Supervisor)

.....  
Date

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## **DECLARATION**

I, Richard Michael Messayi, do hereby declare to the Senate of the Open University of Tanzania that this project paper on the Promotion of Household income through Sunflower Market Access and Value Chain Development in Kinampanda Division, Iramba District is my own original work and it has never been submitted for the similar degree in any other University.

.....  
Richard Michael Messayi

.....  
Date

## **DEDICATION**

To my beloved family, my lovely wife Joyce Kipyra and our lovely daughter Carin

## **ACKNOWLEDGEMENTS**

During the course of study I was privileged to work with many dedicated persons of whom I hereby acknowledge for their various roles towards the success of this project.

I would like to sincerely recognize my supervisor Dr. Felician Mutasa for his moral and encouragement support from the first date I joined the University and for giving me the constructive comments to my final project.

I greatly appreciate my host institution, MUVIMAKI-Kinampanda CBO for their availability and support through all stages of the project. I extend sincere thanks to all my collage mates of the year 2011/2013, also I greatly appreciate all lecturers for their brilliant presentations and seminars to mention a few, Dr. Pallangyo, W; Dr. Ngaruko, D; Dr. Chacha, M; Dr. Mutasa, F; and Mr. Kalanje, J. May God the Almighty give them favor in due time

In a very special way, I give my heartfelt appreciation to my lovely wife, Joyce Kipyra and daughter Carin, for their emotional continuous support, and perseverance during the time I was away for the study. They gave me courage whenever I felt downhearted. Over and above all I thank God the Almighty giving me good health and energy to do and accomplish all these.

May God the Almighty Bless you All

## **ABSTRACT**

The purpose of this study was to promote household income and rural livelihood through sunflower market access and value chain development in Kinampanda ward. This project was development from the Community need assessment findings. During the CNA exercise a numerous numbers of gaps facing small scale sunflower producers in relation to market were raised, all these hindering factors to market contributes to lower their income and affect their livelihood development. Also CNA finding showed that there is an average of 1 people who need all basic needs and the means to survive including viable income, the price for the sunflower produce and products is very minimal and unreliable, the value chain for the sunflower is not well established. Two types of data were collected during the survey: Qualitative and Quantitative data. Due to the nature of the study, Quantitative data dominated the whole process of data collection. A total of 40 farmers were purposively selected. PRA and SWOT analysis were used especially during the ranking and prioritization process. The following were the project outcome and outputs: Formation and strengthening of 10 Sunflower Commercial Producer Groups (CPG's) and more farmers are now interested with collective selling. The report also recommended the followings: the issue of proper environmental management should be given a priority, concentrating on getting good results with fewer groups rather than having a big number of groups, every actor from the producers to the market should take a precaution on the issue of trust, and lastly the report recommend that no short cut can be done during Community Need assessment.

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## LIST OF ABBREVIATIONS

ADP	-	Area Development Programme
FGD's	-	Focus Group Discussion's
SPSS	-	Statistical Package for Social Sciences
HH	-	Household
HDI	-	Human Development Index
UNDP	-	United Nation Development Programme
NBS	-	National Bureau of statistics
HBS	-	Household Budget Survey
PRSP	-	Poverty Reduction Strategy Paper
MCED	-	Masters of Community Economic Development
CPG's	-	Commercial Producer Group's
VICOBA	-	Village Community Bank
SACCOS	-	Saving and Credit Cooperative Society
LGA's	-	Local Government Authority
NGO	-	Non-Governmental Organization
SEDA	-	Small Enterprise Development Association
PG's	-	Producer Group
CED	-	Community Economic Development
IGA's	-	Income Generation Activities Groups
MUVIMAKI	-	Muungano wa Vikundi Maendeleo ya Kiuchumi
CBO	-	Community Based Organization
PPA	-	Participatory Poverty Assessment

FAO	-	Food Agriculture Organization
IFAD	-	International Fund for Agriculture Development
HEP	-	Hydro Electric Power
ASDS	-	Agriculture Sector Development Strategy
URT	-	United Republic of Tanzania
ASLMs	-	Agricultural Sector Lead Ministries
AMP	-	Agriculture Marketing Policy
CAADP	-	Comprehensive Africa Agriculture Development Programme
NEPAD	-	New Partnership for African's Development
MKURABITA	-	Mpango wa kurasilimisha Rasilimali na Biashara za Wanyonge Tanzania
PNA	-	Participatory Need Assessment
VSLA	-	Village Savings and Loans Associations
VC	-	Value Chain
DCO	-	District Cooperative Officer
MAMIS	-	MVIWATA Agriculture Marketing Information System
MVIWATA	-	Muungano wa Vikundi vya wakulima Tanzania
BDS	-	Business Development Service
TBS	-	Tanzania Bureau of Standards
SIDO	-	Small Industries Development Organisation
TFDA	-	Tanzania Food and Drug Authority
CEDP	-	Community Economic Development Programme
PNA	-	Participatory Need Assessment
CAN	-	Community Need Assessment



PRA	-	Participatory Rural Appraisal
M&E	-	Monitoring and Evaluation
WB	-	World Bank
DED	-	District Executive Director

## **CHAPTER ONE**

### **1.0 PARTICIPATORY NEED ASSESSMENT**

#### **1.1 Community Profile**

Kinampanda division is located in Singida Region Iramba District, the central zone of Tanzania. It lies between Longitudes 34<sup>0</sup>E-35E<sup>0</sup>; it is located 72km north –west of Singida town along the main road to Tabora and Shinyanga. The division covers three wards namely Ulemo, Kinampanda and Kyengege with a total of 14 villages of 6724 households. The villages are Mkulu, Simbalungwala, Misigiri, Ulemo and Kitukutu. Other villages are Kyengege, Mugundu and Makunda. The remaining six villages are Kyalosangi, Maluga, Ng’anguli, Uwanza, Kisharita and Galangala. The division covers an area of 610.54 squares km. (Iramba District profile 2005).

Population of Kinampanda division is 33,693 in the ratio of 50.1 Males and 49.9 Females. 47 % of the total population is children. (Source: National Population and Housing Census 2002). The main ethnic groups are Nyiramba, Nyaturu, Sukuma, Barbaigi and Mbulu.

The major economic activities for the people of Kinampanda is agriculture, for most, subsistence farming and livestock production. The most important food crops in the area are maize, millets, sorghum, groundnuts and sweet potatoes. Cash crops grown in the division are onions and sunflower. Livestock kept in the area are cattle, chicken, goats, sheep, pigs and donkey. The average yearly income of the households in Kinampanda division ranges between Tshs. 40,000/- and 90,000/- which is less than 60 USD.

## **1.2 Community Need Assessment**

### **1.2.1 Objective of Community Need Assessment**

#### **(i) General Objective**

The objective of community needs assessment was to identify the strengths and resources available in the community to meet their needs.

#### **(ii) Specific Objectives**

- Identify types and nature of economic, environment and social stresses in the Kinampanda ward community.
- Identify agriculture production trends
- Prioritize the needs according to community preferences.

### **1.2.2 Research Questions**

- What are the opportunities present in the community
- What are the major issues to be addressed for the development of the community
- What kind of the income generating activities which could help community to improve their income and wellbeing.

### **1.2.3 Research Methodology**

#### **(i) Research Design**

The research design of this study was a cross section survey since all data was collected from the same unit of the part of population (i.e. sunflower farmers). Both qualitative and quantitative data was collected using instruments like questionnaires, personal interview and observation and FGD's.

## **(ii) Sampling Techniques**

### **(a) Study Population**

Household farmers in Iramba District assumed to be the survey population

### **(b) Sample Population**

The survey population in this study was those farmers who cultivating sunflowers for business purposes. My survey population excludes those farmers who cultivate sunflower for domestic consumption; also other crops apart from sunflowers will not be surveyed.

### **(c) Sampling Frame**

The data was collected from the list of all farmers found from the Wards Agriculture Extension officers in the study areas.

### **(d) Sampling Unit/Unit of Study**

In this study household who producing sunflowers was assumed to be a suitable sampling unit where heads of the household was selected to take part in the survey.

### **(e) Sample Size**

Sample size of 40 respondents was picked from the study area.

### **(f) Sampling Procedure and Techniques**

The technique of sampling employed both purposive and simple random sampling techniques to obtain the required respondents. A purposive sampling technique was used to select Household who producing sunflowers and FGD's representatives. While random sampling was used to select names of household who producing sunflowers from the list found in Wards Agriculture Extension Officers files.

### **(iii) Data Collection Method**

#### **(a) Types of Data**

Two types of data were collected during the survey: Qualitative and Quantitative data. Due to the nature of the study, Quantitative data dominated the whole process of data collection. Also data was collected using both primary and secondary data, whereby, Secondary data was obtained through various published and un- published materials while primary data obtained through:

- Observation (This will be employed to examine the result of behavior change including the healthier look of children to track physical look of malnourished houses standards).
- Questionnaires –Both structured and Semi structured questionnaire was used to collect primary data.
- Interview method- interview schedule was used in asking and filling questionnaire using data enumerators.
- Focus Group Discussion- This was used in analysing and mapping the value chain for sunflower.

### **(iv) Data Analysis Methods**

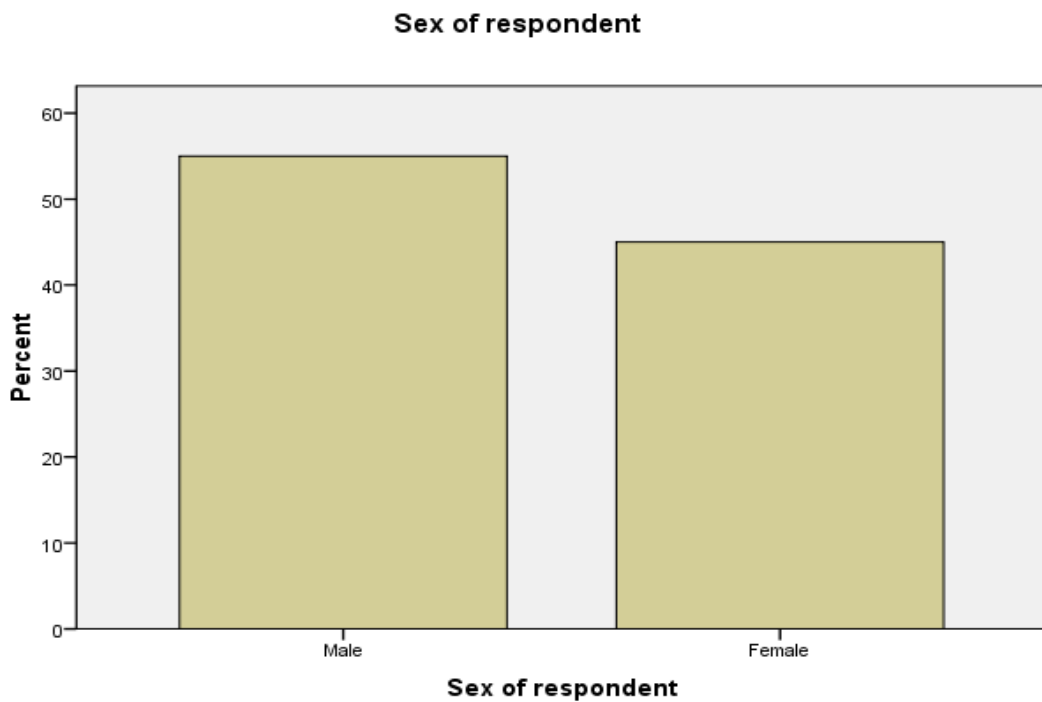
Collected data was analyzed using Statistical Package for Social Science (SPSS). The numerical data was converted to narrative and descriptive data was changed into statistical data. Further Compare means (One sample T-test) was used to test the assumed mean and computed mean, Independent sample T-test, correlation analysis and cross tab was used to identify need and important of a project.

### 1.3 Community Need Assessment Findings

#### 1.3.1 Community/Respondent Profile

##### (i) Sex of Respondent

The survey was conducted to 40 households founds in Kinampanda village. A total of 40 HH representatives was interviewed, among them 22(55%) were Males and 18(45%) were Females (Survey, 2012).



**Figure 1: Sex of Respondents**

**Source: Survey, (2012)**

##### (ii) Number of People in the Household/family Size and their Levels of Education

The survey revealed that, among those surveyed households, number of people living and share available economic resource ranges from 1-5, 6-10, and 11-15 are 60%, 14% and 2 % respectively, so there is an average of 1.45, mean that every household

have an at least one people who need all basic needs and the means to survive including viable income.

**Table 1: Number of people in the Household**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1-5	24	60.0	60.0	60.0
6-10	14	35.0	35.0	95.0
11-15	2	5.0	5.0	100.0
<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

**Source: Survey (2012)**

The survey shows also the levels of education to community members is somehow encouraging although there is need to a proper plan or interventions to number of illiteracy in Kinampanda community. 32.5 % of the survey samples are never attended schools, 7.5% have lower primary (1-4) level, 22.5% have upper primary school level (5-7), 27.5% have Secondary education level, 5.0% have an Advanced Secondary Education level and 5% have a collage and University education level. The findings shows that, the village might have potentials in establishing a commercial projects which needs people to have at least a basic numeric skills due to reasonable percent of having at least a basic education to many community members (refer the chart below).

**Table 2: Respondent's Level of Education**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Never attended	13	32.5	32.5	32.5
Lower Primary 1-4	3	7.5	7.5	40.0
Upper Primary 5-7	9	22.5	22.5	62.5
Secondary form-3-4	11	27.5	27.5	90.0
Advanced Secondary form 5-6	2	5.0	5.0	95.0
College and University	2	5.0	5.0	100.0
<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

Source: Survey (2012)

### (iii) Gender of Household Heads

This Community Need Assessment collected data from 40 households. As chart below shows, the results indicate that 70% of the households in the sample were headed by men and 30% of households, headed by women (Refer table 3).

**Table 3: Household head**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Yes	28	70.0	70.0	70.0
No	12	30.0	30.0	100.0
<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

Source: Survey (2012)



### **1.3.2 Number of Community Members Engaged in Sunflower Production and Farm Size/Acres Cultivated**

#### **(i) Number of Community Members Engaged in Sunflower/Job Creation Along the Sunflower Value Chain**

The survey shows that, a majority number of people in the study areas are engaged in sunflower production, the used indicator during the survey was very much specific to see if the family have an at least a plot to cultivate sunflower, and track a household whom is engaged direct to sunflower production and maize, the findings shows that, 100% of the respondent are producing both sunflower and maize with different farm size depending on their ability to produce and resources .(Refer the chart below). Therefore sunflower and Maize production employs more people in Kinampanda. Apart from this quantitative data, Focus Group Discussion (FGD) reveals the same.

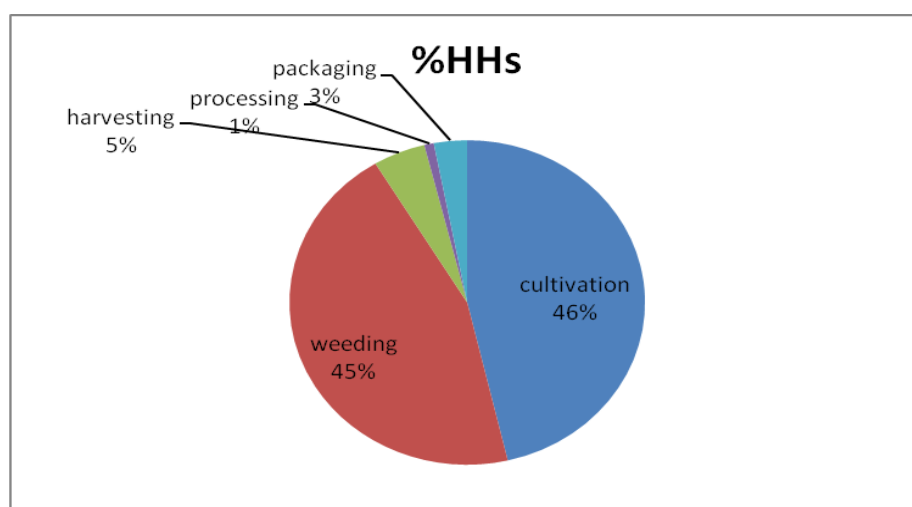
**Table 4: Crops Cultivated**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Maize and sunflower	40	100.0	100.0	100.0

**Source: Survey, (2012)**

#### **(ii) Job creation across the value chain**

22% of HHs responded that they employed someone to help them in crop/production/ processing/packaging and transportation in the past agriculture season. It has been realized that activities along the value chain which employ many people in agriculture sector include cultivation and weeding. See Figure 3 which represent types of job created and respective percentage out of those who responded that they employed someone in the past agriculture season.



**Figure 2: Type of Jobs Created**

**Source: Survey, (2012)**

### (iii) Farm Size/Acres Cultivated

The table below extracted from CNA findings shows, 9 out of every 10 families in the sample had access to land used for sunflower cultivation (with the majority 40% owning 0-1 acres each, 37.3% owning 2-3 acres, 17.5% owning 17.5% and 5 own more than 10 acres.

**Table 5: Number of Acre Cultivated Sunflower**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 0-1	16	40.0	40.0	40.0
2-3	15	37.5	37.5	77.5
4-5	7	17.5	17.5	95.0
10 and above	2	5.0	5.0	100.0
<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

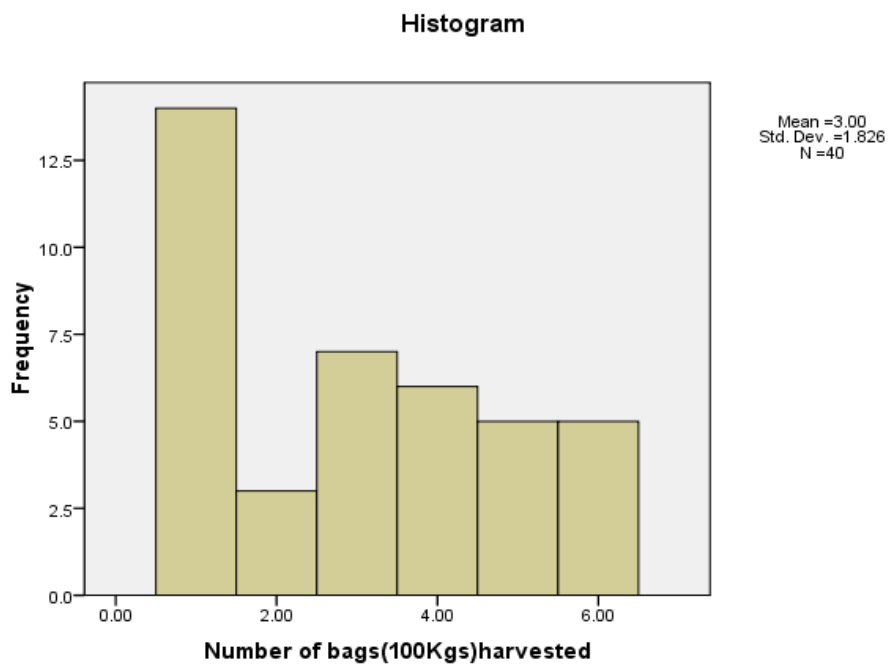
**Source: Survey, (2012)**

### 1.3.3 Sunflower Level Production, Market and its Value Chain

#### (i) Quantity of Sunflower Produced and Sold

This indicator has been measured by assessing amount of sunflower produced per acre in bags of 100Kg, quantity of sunflower consumed by a household and quantity of sunflower entering the market, the aim of doing this is just to track potentiality in terms of production, to cross tab the production level, and obtained income in referring the market, and how received income can affect the community wellbeing.

Sunflower is the single most important cash crops that are cultivated by farmers in Kinampanda. 100% of families that participated in the CNA survey reported having grown sunflower during the past agricultural season. 35%, 7.5%,17.5%, 15%,12.5% of the HH reported that they harvested 1-5 bags, 8-10 bags, 11-15 bags, 16-20 bags,21-25 bags and 26 and above bags respectively. (Refer the graph below).



**Figure 3: Number of Bags Harvested**

**Source: Survey, 2012**

Sunflower is not only produced for commercial purposes it is also used for domestic consumption, the study was also very interested to assess the quantity consumed by the household in order to get the difference from production to the market. The finding shows that, the majority number of HH use sunflower for commercial purpose rather than domestic consumption, 95% of the surveyed HH use only 0-2 and 5% use 3-5 bag for bags for home consumption, while 52.5% and 12.5% use for business purposes whom are selling 1-10 bags and 51 and above bags respectively, therefore, these findings shows that any market intervention in sunflower products can result to positive change to the life's of Kinampanda community. Below is the table shows quantity of sunflower consumed/sold by household.

**Table 6: Quantity of Sunflower Consumed by Household (100 bag Kg)**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 0-2 bags	38	95.0	95.0	95.0
3-5 bags	2	5.0	5.0	100.0
Total	40	100.0	100.0	

Source: Survey, 2012

**Table 7: Quantity of Sunflower Sold (100 bag Kg)**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid 1-10 bags	21	52.5	52.5	52.5
11-20 bags	6	15.0	15.0	67.5
21-30 bags	8	20.0	20.0	87.5
51-abive bags	5	12.5	12.5	100.0
Total	40	100.0	100.0	

Source: Survey, (2012)

The Cross tabulation results from quantity of sunflower sold and Amount of money received from sales shows that, the contribution of sunflower to the household income is not well encouraging, so there is a need to intervene in terms of linking farmers with formal markets (see the below cross tabulation results between).

**Table 8: Quantity of Sunflower Sold (100 Bag Kg) \* Amount of Money Received From Sales Cross Tabulation**

			Amount of money received from sales			Total
			30,000-99,000	100,000-160,000Tsh	160,0001-above Tsh	
Quantity of sunflower sold(100 bag Kg)	1-10 bags	Count	20	0	1	21
		% within Amount of money received from sales	90.9%	.0%	7.7%	52.5%
	11-20 bags	Count	2	3	1	6
		% within Amount of money received from sales	9.1%	60.0%	7.7%	15.0%
	21-30 bags	Count	0	2	6	8
		% within Amount of money received from sales	.0%	40.0%	46.2%	20.0%
	51-above bags	Count	0	0	5	5
		% within Amount of money received from sales	.0%	.0%	38.5%	12.5%
Total		Count	22	5	13	40
		% within Amount of money received from sales	100.0%	100.0%	100.0%	100.0%

**Source: Survey, (2012)**

The relationship between quantity of sunflower sold and the amount of money received by household is good at low quantity of sunflower (it is between 1-10 bags)

where is related by 52.5%, this it might be because of the nature of the market for small quantity which normally its market is within the locality. For larger sellers the percent tends to decline, the analysis shows that, 51 and above bags amount of money received is only 12.5%, this implies that there is a problem in terms of market access (Refer the Table above).

## (ii) Sunflower Market Access

Only 2.5% of HHs responded that they have reliable market for their produce. Therefore the most of HH do not have reliable market (97.5%). Therefore something has to be done to increase market accessibility. And out of this 67.5% HHs sell most of their produce to traders at the village, 100% doesn't sell their produce to market, and 32.55% sells their produce to neighbors and local peoples. Refer the Tables 9 below:

**Table 9: Reliability of the Market**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Yes	1	2.5	2.5	2.5
No	39	97.5	97.5	100.0
<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

**Source: Survey, (2012)**

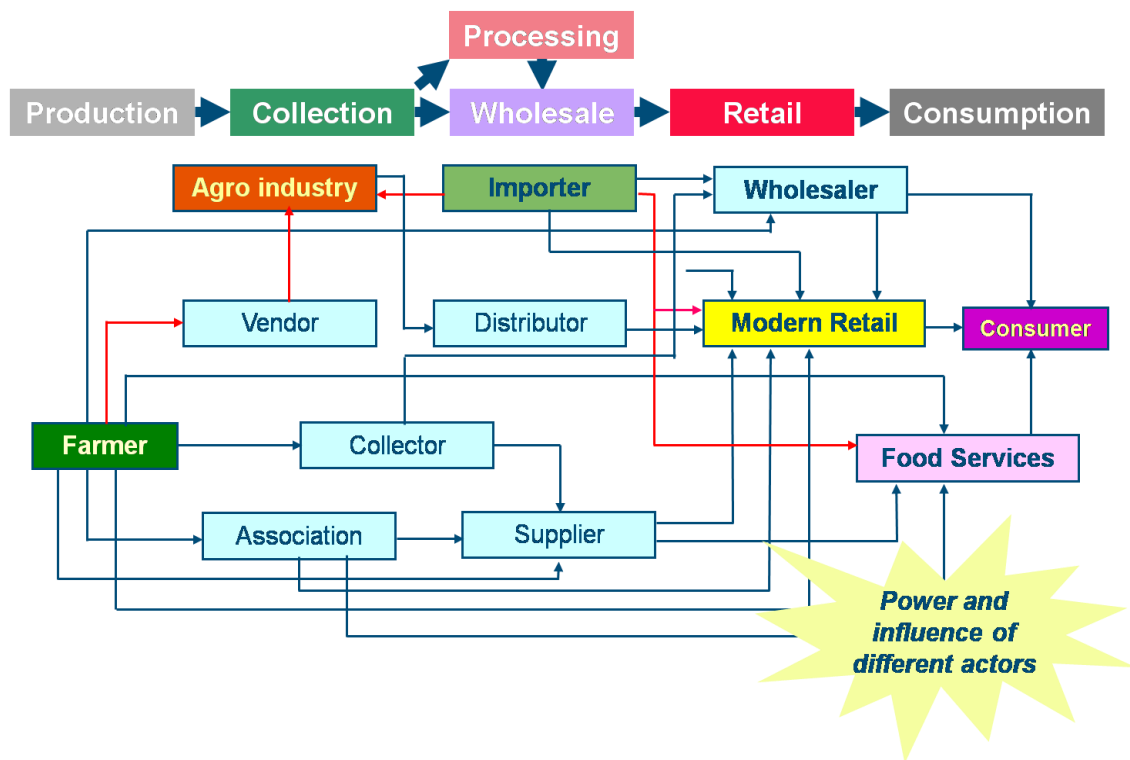
### 1.4.3.3 Major Factors Preventing Producers from Accessing Reliable Markets

There are several factors preventing HHs/producers from accessing reliable market as per the table below. Lack of market information ranked high in the list with 87.5% followed closely by problem of adding value; most of the HH sells their produce

without adding values or processing. Therefore those are the two major factors identified; therefore need to be considered as a gap during project design and implementation.

### (iii) Sunflower Value Chain

Through Focus Group Discussion (FGD's) the survey was achieved to come up with current sunflower value chain mapping .The findings shows that, most of sunflower produce is sold locally and informal market, after a long discussions we achieved to draw a simple value chain for sunflower if it will be used, it will contribute to livelihood improvement in Kinampanda community. (Refer the sunflower value chain picture below).



**Figure 4: Sunflower Value Chain**

**Survey: Survey (2012)**

### 1.3.4 Direct Relationship Between Market Access and Household Livelihood

This was measured through the use income indicator, self-sustained household, and household with food security during the survey.

#### (i) Household with Sufficient Income (Use above One Dollar Per Day)

The findings revealed that, only 45% of the household are consuming one dollar and above as a daily home expenses. (Refer the table below).

**Table 10: Average Consumption of Income (below One Dollars Per Day)**

	Frequency	Percent	Valid Percent	Cumulative Percent
Valid Yes	18	45.0	45.0	45.0
No	22	55.0	55.0	100.0
<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

**Survey: Survey (2012)**

#### (i) Self-sustained Household

This was measured during the past three months if the household received any form of economic support, 40% of responded that they received economic support to meet their daily expenses.

#### (ii) Household with Food Security

52.5% responded that they didn't have enough in the last farming season and only 47.5% of the HH they had enough food in the last farming season, also 40% responded that completely they didn't have food due to lack of resources (Refer table 11 and 12 below).



**Table 11: Enough Food in the Last Farming Season (2011)**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	19	47.5	47.5	47.5
	No	21	52.5	52.5	100.0
	<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

Source: Survey, (2012)

**Table 12: Lack of Food Due to Lack of Resources**

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Yes	16	40.0	40.0	40.0
	No	24	60.0	60.0	100.0
	<b>Total</b>	<b>40</b>	<b>100.0</b>	<b>100.0</b>	

Source: Survey, (2012)

The relationship between average consumption and reliability of the market seems to have a slightly relationship, consumption pattern depends on other issues and reasons, so I am encouraging other researches to be done, through cross tabulation between average consumption per household and reliability of the market, the results shows, reliability of the market contribute only by 4.5% to the average consumption of income (Refer the cross tabulation table below).

**Table 13: Reliability of the Market \* Average Consumption of Income (below One Dollars per Day) Cross Tabulation**

		Average consumption of income (below one dollars per day)		Total
		Yes	No	
Reliability of the market	Yes	Count	0	1
		% within Average consumption of income(below one dollars per day)	.0%	4.5%
	No	Count	18	21
		% within Average consumption of income(below one dollars per day)	100.0%	95.5%
Total		Count	18	22
		% within Average consumption of income(below one dollars per day)	100.0%	100.0%

Source: Survey, (2012)

#### 1.4 Community Needs Prioritization

Community Need prioritization was done through Focus Group Discussions, different methodologies to come-up with a set of priorities were used, including pair wise ranking and use of Mesocards.

Pair wise ranking was used to rank the different issues facing Kinamapanda community, community themselves were asked to mention issues facing them, then through participatory and intensive discussion they achieved to come up with priorities in terms problems, which problem need to be solved first.



**Figure 5: How Pairwise Ranking was Done**

**Table 14: Through this Process the following were their Priorities**

Problem	Points	Rank
Water	25	1
Chickens	5	8
Market Access	20	3
Agricultural Inputs	21	2
Beekeeping	10	6
Environment	7	7
Dispensary/Health Centers	14	4
Classrooms	13	5
Roads	3	9
Industries	10	6

**Source: FGD's (2012)**

From the above table, road was ranked high, followed with agriculture inputs supply and market access was ranked to third position, but through long discussion with all participants we decided to start with Market Access intervention instead of investing to road construction which need big investment capital and also it is one of the role of the government, Input supplies we decided to be intervened after getting formal and assured market of their produce.

Selection of Sunflower also was decided by the community themselves through the use of Mesocards, we listed all cultivated crops in colored cards found the study area, then all participants were given six votes to select prioritized crops to be addressed. (Refer Figure 6 below).

ZAO	ALAMA	NAFASI
ALIZETI	13	01
ASALI	4	
MAHINDI	9	02
BUSIAMI VIUNGUU	7	03
DENGU	3	06
KARANGA	4	05
MTAMA	5	04

**Figure 6: Prioritization Process for Crops**

Source: FGD's (2012)

Through this process the following crops were selected as a priorities

**Table 15: Prioritized crops**

<b>Crop</b>	<b>Points</b>	<b>Rank</b>
Sunflower	12	1
Paddy	11	2
Maize	10	3
Groundnuts	8	4
Simsim	3	5
Gardening/horticulture	2	6

**Source: FGD's (2012)**

Therefore, sunflower was ranked high and agreeable to be linked first with the market.

## **1.5 Chapter Conclusion**

After a close analysis of the key findings of the CNA, I have drawn 3 key conclusions that need to be considered by development organization and community in large.

### **1.5.1 Farmers use Mostly Traditional Methods**

Most of farmers use traditional systems and methods of farming. They produce at subsistence level and will never increase production. Therefore, there are gaps that require improvement to enhance production and increase food supply and surplus for market

### **1.5.2 Limited Access to Markets**

Access to market is the major difficulties faced by Kinampanda communities, market link are fragile and communities always find accessing markets a challenge

### **1.5.3 Lack of Awareness and Links to Market**

Lack of knowledge of markets for products is a key hindering problem for Kinampanda community. Therefore, awareness is one key factor to highlight the market which rural people can have access to, in addition, establishing the links to these markets should be vital to develop relationships and strong links.

## **CHAPTER TWO**

### **2.0 PROBLEM IDENTIFICATION**

#### **2.1 Background to Research Problem**

Despite many initiatives to improve rural livelihood in Tanzania in the past decades, rural livelihood have not improved significantly. Rural poverty remains critical economic problem (Aikael, 2010) Smallholder agriculture is likely to remain the major source of rural growth and livelihood improvement for a long time to come (World Bank, 1997; Platteau, 1996).

Although the Human Development Index (HDI) for Tanzania rose from 0.46 in the year 2000 to 0.53 in 2007, poverty in the country is still widespread and severe. For a numbers of decades after independence Tanzania remain one of the World's poorest economies, ranking 151 out of 182 countries based on HDI score(UNPD, 2009). Poverty is mainly a rural phenomenon whereby 37.6% of rural households live below the basic needs poverty line, compared with 24% of households in urban areas. Rural poor are mostly depending on the sale of foods and cash crops as the source of income for their livelihood (NBS, 2009). Rural dwellers commonly face cyclical and structural constraints, including relying on rain-fed agriculture which is inadequate and un-predictable, they lack irrigation schemes, they are faced with low level of inputs to improve productivity, they are limited to extension services, limited to credit and lack of market linkages.

As indicated, Tanzania's economy has shown strong and consistent growth over the last decade. However, despite this solid economic performance, Tanzania has not

been able to achieve significant reductions in poverty or shown improvements in nutritional status. The Household Budget Surveys of 1991/92; 2001/02 and 2007 all show that rural areas have lower incomes than urban areas and that poverty is more widespread and deeper in rural areas than in urban areas.

According to the Household Budget Survey of 2007 and Human Development Report (2009), the proportion of the population below the basic needs poverty line slightly declined from 35.7% to 33.6%, and the incidence of food poverty fell from 18.7% to 16.6%.

The 1998 OED argues that well-meaning efforts in Tanzania by the government, civil society and donors were not focused on the root causes of income poverty, but on its symptoms. This issue interacts with agriculture to the extent that, in Africa the poor are typically concentrated in rural areas, and within the rural areas relatively better-off persons normally get a higher share of income from non-farm sources (Reardon et al., 1994). Thus, problems in achieving poverty alleviation are linked to problems in achieving higher agricultural performance. Also problems in achieving higher agricultural growth are linked with problems of access to markets. According to the Participatory Poverty Assessment carried out in Tanzania by the World Bank ("Voices of the Poor", 1995), one of the factors of importance to the poor was access to markets. Also views from the grassroots expressed at zonal workshops during the preparation of the Poverty Reduction Strategy Paper (PRSP), identified limited access to markets as one of the key causes of income poverty. Improved household food security is one of the important indicators in measuring the improved livelihood: Please add.



## **2.2 Problem Statement**

Whereas access to markets has the potential to improve household incomes and livelihood, smallholder farmers in Tanzania, are often faced with the challenge to access the needed inputs at the right time, place, price, quality and quantity. This is compounded by their lack of cash and access credit from lending institutions to buy these inputs.

Lack of access to output markets are encountered as a result of among others, poor infrastructure; lack of market information; competition from producers trading in the same commodity; and a general lack of markets in the rural areas. Farmers' have to travel long distances to sell their produce at the nearest local town. Most of them are not established into formal groupings and hence do not have the bargaining power to negotiate better input prices or competitive output prices. They are also unable to benefit from economies of scale and more importantly lower transaction and unit cost.

Different studies on the role of the market access on reducing poverty and improving rural livelihood have been conducted in various countries all over the world. The findings from these researches are usefully to this research/project. For example the study conducted by MCED student Njuguna (2011), assessed the roles of Banana Marketing Cooperative to increase income and livelihood in Kwaugoro Village, Arumeru District, Tanzania. His study contributed positive in terms of increasing household income and improving livelihood, during his reporting period two objectives of the project were already met. This study revealed that, Market access

appears to be successfully engine in reducing the poverty of those closed to poverty line. Apart from this efforts and interventions, the project intends to empower small holder's farmers/producers to strengthen existing and new groups and support their efforts of forming farmer's association. This intervention is geared to improve their collective bargaining power and get benefits like (i) marketing their produce/products(ii) create a network of village level extension workers (iii) trained on how to use improved farming methods and appropriate technology as well as to improve the use agricultural inputs (iv) Support the use of appropriate storage, processing and packaging techniques appropriate to local markets and even international markets basing on existing local potentials (v) Strengthen the capacity of farmers through their groups to obtain credit for investment purposes.

### **2.3 Project Description**

The proposed project title is “Promotion of household income and rural livelihood through **Sunflower** Market Access and Value Chain Development in Kinampanda Division, Iramba District”

#### **2.3.1 Target Community**

The project is directly working with households involved in Agriculture specifically small scale sunflower producers found in Kinampanda through Commercial Producer Groups (CPG's). Therefore, small scale sunflower producer found in Kinampanda division assumed to be the direct beneficiaries of this project, other key player found in the value chain like buyers, processors(Millers), transporters and other peoples outside Kinampanda division are considered as secondary

beneficiaries. The project also target both men and women and ensure that there is at least 50 % active participation from women. The total number of direct project beneficiaries is estimated to be 100 peoples.

### 2.3.2 Stakeholders

The project is working with the following stakeholders found during stakeholder analysis.

**Table 16: List of Stakeholders**

<b>Partner Name</b>	<b>Role in Project</b>	<b>Specific contribution to project</b>
VICOBA, Community SACCOs & Producer groups	Provide the foundation for collective action on the behalf of producers. Improves their market position and bargaining power for selling and procuring.	Main mechanism for mobilising producers and building capacity.
Private sector players including collectors, Processors, buyers, traders, transporters, input suppliers	Provide critical linkages to markets, whether being input suppliers, or potential buyers of produce. Can also build capacity of producers through embedded services.	Private sector linkages will improve the engagement of producers with markets and enable them to increase their skills and also financial returns.
LGAs (Iramba District Council especially Agriculture and Livestock Development Department)	Supporter of the project through political will and policy environment. And possibly through funding of initiatives, or replication of project initiatives to other areas.	Producer groups to improve economic environment or support communities by creating a conducive policy environment for economic development or providing necessary goods or services
Other NGOs	Co-facilitators of the project or replicators of the project into neighbouring programmatic areas	Non-governmental organisations may deliver services and projects that will support people to improve their business and income. In such situations, NGOs can support community members to access the relevant service. Also, producers may 'tap into' already existing market development activities being undertaken by other NGOs.
Microfinance Institutions(Mainl	Provider of much needed credit and capital for farms	Access to finance or capital is key to business development and economic

<b>Partner Name</b>	<b>Role in Project</b>	<b>Specific contribution to project</b>
y SEDA)	and business growth	development. The producer groups may partner with local credit institutions to increase community member access to finance
Agricultural Extension Workers	Supporter and active participants in project activities such as capacity building and mentoring PGs	Can provide much needed training to improve market orientation of producers

### **2.3.3 Project Goals in CED Terms**

The overall project goal was the Promotion of household income and rural livelihood through Sunflower Market Access and Value Chain Development in Kinampanda Division, Iramba District”.

### **2.3.3 Project Objectives**

- (i) To increase number of Community members engaging in Commercial sunflower production through formation of CPG’s.
- (ii) To improve the market linkages of Sunflower producers with markets, service providers and other relevant stakeholders
- (iii) Mapping of sunflower Production and Markets assessments

## **2.4 Host organization/ CBO Profile**

The host organization is called Muungano wa Vikundi vya Maendeleo na Kiuchumi-KINAMPANDA CBO(MUVIMAKI-Kinampanda). It was established in 2008 and registered in July, 2009 with the aim of improving the livelihood of the people through working as partner with World Vision in beginning and taking off and sustaining the interventions and the outcomes contributed by World Vision Kinamapanda ADP after phasing out.

MUVIMAKI- Kinampanda CBO is an umbrella formed by the combination and unification of total number of 102 IGA's whom most of them are small farmers(MUVIMAKI report, 2012).

MUVIMAKI-Kinampanda has developed a successful approach to organize and empower farmers and effectively link them to input and output markets. Research has been undertaken on farmer-to-market linkages, and training on (i) access to funding options; (ii) agro-processing, (iii) filing and record keeping; and (iv) financial management. Our approach is centered on profitability, access to income and sustainability. This approach ensures that farmers are at the core of decision making, have access to information and the bargaining power to purchase inputs and negotiate prices. The approach recognizes that farmers groups have an important role to ensure this is achieved.

#### **2.4.1 MUVIMAKI- Kinampanda Vision Statement**

A quality physical, social, mental and spiritual life for the child, family and the general community in Kinampanda.

#### **2.4.2 MUVIMAKI –Kinampanda Objectives**

To see a community that merits good health and nutrition by the end of 2014.

To see a community that is assured of food security throughout a year by the end of 2014.

To see a community that is economically self-sufficient by the end of 2014.

To see a community that protects, develops and conserves the natural environment by the end of 2014.

## **CHAPTER THREE**

### **3.0 LITERATURE REVIEW**

#### **3.1 Introduction**

This is very important chapter where by the researcher tries to link some thoughts, theories policies and findings from other researchers related to the identified problem through readings various published and un-published materials including; books, handouts, journals, magazine, other related researches, developed published reports and policies. This chapter generally aiming to find out and explaining on what is already known to fill the gap as far as the identified problem is concerned. In this chapter, the following will be highly reviewed: theoretical 1 review, empirical review, policy review and review summary.

#### **3.2 Theoretical Literature Review**

##### **3.2.1 Definitions of Poverty**

Poverty is a multidimensional social phenomenon, definitions of poverty and its causes vary by gender, age, culture, and other social and economic contexts<sup>1</sup>. Karel Van den Bosch suggests a definition of poverty ‘as a situation where people lack the economic resources to realize a set of basic functioning’s (2001: 1). Poverty is contextual defined, it means that, the definition and meaning of it depends on who asks the question, how it is understood, and who responds. From this perspective, it

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<sup>1</sup> The numerous academic sources review the various quantitative methods for measuring poverty include: Sen 1997; Foster and Sen 1997; and Lipton and Ravallion 1995. For reviews of PPA and qualitative approaches to gathering information on poverty, see Chambers 1994; Salmen 1987, 1999; and Cernea 1985.

has at least five clusters of meanings. (UND, 2006). From this perception, it means that, the intervention of poverty will differ depending on the context, type of poverty in a particular area and the causes of it.

The first is income-poverty or its common proxy (because less unreliable to measure) consumption-poverty. This needs no elaboration. When many, especially economists, use the word poverty they are referring to these measures. Poverty is what can be and has been measured, and measurement and comparisons provide endless scope for debate.

The second cluster of meanings is material lack or want. Besides income, this includes lack of or little wealth and lack or low quality of other assets such as shelter, clothing, and furniture, personal means of transport, radios or television, and so on. This also tends to include no or poor access to services.

A third cluster of meanings derives from Amartya Sen, and is expressed as *capability deprivation*, referring to what we can or cannot do, can or cannot be. This includes but goes beyond material lack or want to include human capabilities, for example skills and physical abilities, and also self-respect in society.

Approaches of defining poverty matter a lot at-least to make more people to have a precise meaning of it. Some scholars define poverty in a narrow way; Nolan and Whelan are among those who argue for a definition towards the narrower end of the scale on the grounds that too broad a definition runs the danger of losing sight of the

distinctive ‘core notion of poverty’ (1996: 193). Following Townsend, they define poverty in terms of the inability to participate in society (which is broader than more ‘absolute’ definitions confined to subsistence needs), but emphasize that what is distinctive is the ‘inability to participate owing to lack of resources’ (1996: 188). This confines their definition ‘to those areas of life where consumption or participation are determined primarily by command over financial resources’ (1996: 193; Veit-Wilson, 1998, 2004).

Another source of variation in definitions of poverty, reflected in the literature on measurement, lies in whether they are rooted in conceptualizations that are concerned with, on the one hand, a person’s material resources, especially income, and, on the other, with actual outcomes in terms of living standards and activities (Nolan and Whelan, 1996). As Stein Ringen puts it, ‘in the first case, poverty is defined indirectly through the determinants of way of life, in the second case, directly by way of life’ (1987: 146). In practice, these two approaches are often treated as complementary (as in Nolan and Whelan’s definition above and Townsend’s below). Indeed, Ringen’s own definition is not unusual in combining the two: ‘a low standard of living, meaning deprivation in way of life because of insufficient resources to avoid such deprivation’ (1987: 146). Put simply, someone is “poor” when they have both a low standard of living and a low income’ (Gordon *et al.*, 2000b: 91).

Baas and Rouse (2000) explain that, poverty cannot be defined simply in terms of lacking access to sufficient food. It is also closely associated with a person's lack of access to productive assets, services, access to markets, high transaction and



transport costs and unreliable market information. Without access to these, it is unlikely that production and income-earning capacities can be improved on a sustainable basis. Moreover, owing to their limited resource base and small scale of production, they have little economic bargaining power and consequently are often pushed aside into marginal and low-production areas which further weaken their access to markets, social services and income-earning capacities.

We reviewed briefly the definition of poverty and some approaches of defining it, now it better to see the link between materials resources like income and people's well-being. Sen's reminds us that income is a means to an end rather than an end in itself. It focuses on the individual, thereby rendering gender inequalities more easily visible (Jackson, 1998; Razavi, 2000). It also constructs human beings as people with agency for whom the freedom to be able to make choices about what they want to be and do and about how they deploy the resources available to them is of fundamental importance.

There is a clear link between human capability approaches and the notions of well-being and quality of life. Erikson, 1993:73; has provided that 'Active beings' are able to use their resources (material and non-material) to 'control and consciously directs their living conditions.'

### **3.2.2 Sources of Rural Household Income**

Sen, 1999, define income as a means and not an end, the symbolic and actual significance of money – and lack of it – in commoditized, wage-based societies should not be underestimated. Smallholder farmers generate their income mainly by

the sale of agricultural products (especially food crops) livestock and livestock by-products, non-agricultural activities (off-farm employment, hand-craft items, local brew, charcoal and petty trading and remittance and gifts from their relatives and friends (Collier et al., 1996; FAO/ Kilimo, 1995, Hella and Yona, 1999).

### **3.3 Empirical Literature Review**

#### **3.3.1 Review of Studies done in Tanzania**

In previous studies by Mtafikolo and Mabele, 1999 revealed that the incidence of poverty in the region is associated with low rainfall, poor soil, poor road infrastructures and long distances to markets have high incidence of poverty compared with better off region. For the purpose of this project, the challenge of distance and the related to market access will be solved through development of strong sunflower value chain.

Value chain financing is also very important component to be incorporated to any market access project. Studies show that lack of market access can hinder farmers from buying farm inputs and sell their products and consequently, lower agricultural productivity (Davis, 2008). According to Zeller *et al.* (1998), differences in the household's access to financial and commodity markets significantly influence its cropping shares and farm income. Kamara (2010) findings also show aggregate physical productivity increased with improvement in market access. According to this study, farmers who were easily access to markets benefited more than farmers with difficult access.

Credit access by smallholder farmers also improves market accessibility for agricultural commodities. Farmers who accessed credits were able to pay for hired labour and trucks to carry products to the market centers where they fetched relatively high price compared to farm gate prices. Consequently, access to market impacted positively on agricultural productivity. According to IFAD (2003b), agricultural market is an important aspect for improving farm productivity of many rural smallholder farmers.

### **3.3.2 Review of Studies Done Outside Tanzania**

A study by Guirkingner and Boucher (2008) found that credit constraints reduced agricultural output in the study region in Peru by 26% while Foltz (2004) study findings suggest that the constraints to credit market access impinge significantly farm profitability. Nevertheless, Pender *et al.* (2004) study report contrasting findings. In their study the researchers found little evidence of the impact of access to markets on agricultural intensification and crop production. This may suggest that access to credit by smallholder farmers is important but not sufficient by itself to have optimal farm productivity. It needs other factors to complement credit accessibility in order to enhance agricultural productivity. These could include extension services and efficient markets.

Also The study done by VECO –uganda, 2008 on increasing farmer benefit in the market chain in Uganda revealed a numerous number of Marketing constraints faced by producers (farmers) including: Financial, constraints, limited participation of farmers in the marketing chain, lack of information on market requirements, limited skills and knowledge of improved agricultural technologies, lack of organized and

strong farmer groups to negotiate in the market, inefficient and costly transport systems, limited reliable and knowledgeable rural input suppliers for genuine inputs, poor transport networks, lack of valid and reliable market information and requirements, limited business management skills and competences, limited knowledge by traders about market requirements/specifications, limited knowledge of technology options, high trade taxes, fees and dues, unreliable and costly Hydro-electric power (HEP) and inadequate enforcement of quality standards.

### **3.4 Policy Reviews**

Reviewing of the supportive policy under this project is very important because it give us the picture on how to get the support from the policy implementers and the justification for project sustainability. According to Agriculture sector development strategy (practical experience in designing policy), 2002, it was revealed that since the mid-eighties, the Tanzanian economy has undergone gradual fundamental transformation that has redefined the role of the government and the private sector. Under the new environment most of the production, processing and marketing functions have been assigned to the private sector while the government has retained regulatory and public support functions. These macro changes have and continue to have a profound impact on the agricultural sector in which, already agricultural input and output prices have been decontrolled, subsidies have been removed, and monopolies of cooperatives and marketing boards have been eliminated.

So the commercialization of the sunflower product is also the result of privatization of commercial functions which is supported by a programme of parastatal divesture, which aimed at enhancing investment resources in agricultural enterprises, thereby

stimulating productivity and production and ensuring financial sustainability of the enterprises.

The main objective of the ASDS is to create an environment that is conducive to the improvement of agricultural productivity, in order to improve farm incomes and reduce rural poverty and to attract private investment to the sector. In order to achieve the objective, the ASDS identifies five major strategic areas for intervention, but for the purpose of this project will focus only three and these are:

#### **3.4.1 Creation of a Favorable Climate for Commercial Activities**

This includes a stable macro-economic environment and appropriate changes to the administrative and legal framework.

#### **3.4.2 Clarifying Public and Private Roles in Improving Support Services**

Improved delivery of services such as agricultural research, extension, training, regulation, information and technical services is critical to increasing agricultural production and productivity. The private sector will increase its role in providing and financing a wide range of demand driven support services to smallholder farmers and livestock keepers.

#### **3.4.3 Marketing Inputs and Outputs**

Agricultural Sector Development Strategy focuses on strategic interventions that will enhance the effectiveness of the marketing system for inputs and outputs. There will improve net farm returns term and commercialize agriculture in the medium to long term.

The development of efficient, effective, flexible, accessible and equitable agricultural marketing system is a pre-requisite in fostering market oriented agriculture's contribution in income generation, jobs creation, foreign exchange generation, providing balance between rural and urban areas, supplying food at affordable prices and strengthening linkages with industry. In order to advise this, the Ministry of Industry, Trade and Marketing in collaboration with other key stakeholders including the Agricultural Sector Lead Ministries (ASLMs), have formulated the Agricultural Marketing Policy (AMP).

The overall objective of the policy is to facilitate strategic marketing of agricultural products that ensure fair returns to all stakeholders based on a competitive, efficient and equitable marketing system. The policy guides the operations of the agricultural marketing systems, ensures coherence, profitability and sustainability of activities by various market participants and promoting efficient marketing of agricultural products in the domestic, regional and international markets.

Furthermore, it recognizes the necessity of improving the agricultural marketing capacities by facilitating financing, promoting cooperatives, associations and groups, improving marketing infrastructure, providing timely and adequate agricultural marketing information services and intelligence, management of risks, investing in agro-processing as well as marketing research and development.

Despite the significance of agricultural marketing system in developing agriculture which should take advantage of available market opportunities domestically,

regionally and internationally, there are a number of constraints and challenges that must be addressed. The main constraints are the following.

- (i) Inadequate value addition in agricultural produce;
- (ii) Inadequate adherence to grades, standards and quality in agricultural products marketing;
- (iii) Weak legal and regulatory framework on agricultural marketing;
- (iv) Weak institutional set-up dealing with agricultural marketing;
- (v) Underdeveloped and improperly managed agricultural marketing infrastructure;
- (vi) Inadequate marketing research and intelligence which inhibits timely availability of data and information necessary for decision making;
- (vii) Limited use of marketing risk management approaches;
- (viii) Inadequate access to financial services for agricultural marketing activities;
- (ix) Inadequate marketing linkage;
- (x) Inadequate capacities to utilize opportunities emerging in the domestic, regional and international markets, including preferential markets; and,
- (xi) Environmental degradation, gender imbalances and costs caused by diseases, HIV and AIDS.

Agricultural products in Tanzania, to a large extent, are characterized by inadequate adherence to the set product quality standards, grades and inadequate post-harvest management. In addition, there is an inability to adhere to food hygiene and sanitary

requirements, which limits on participation not only in global markets but also regional as well as domestic markets. Also, there is inadequate product quality and standards inspectorate mechanism at various levels, including buying posts where some market actors violate set standard units of weights and product grades.

In referring the Comprehensive Africa Agriculture Development Programme (CAADP) towards improving people's well-being, commercial agriculture was given a priority.

A specific goal of CAADP is to attain an average annual growth rate of 6 per cent in agriculture. To achieve this goal, CAADP aims to stimulate *agriculture-led development that eliminates hunger and reduces poverty and food insecurity*. More specifically, the NEPAD vision for Africa holds that, by 2015, Africa should:

Attain food security;

- Improve agricultural productivity to attain a 6% annual growth rate;
- Develop dynamic regional and sub-regional agricultural markets;
- Integrate farmers into a market economy; and achieve a more equitable distribution of wealth.

Empowering the community through market access is also one of the priorities in MKURABITA (URT, 2006).

The Declaration of Tanzania's Agricultural Transformation ("KILIMO KWANZA") intends also to modernize and commercialize.



KILIMO KWANZA (Agriculture First) is a national resolve to accelerate agricultural transformation. It comprises a holistic set of policy instruments and strategic interventions towards addressing the various sectoral challenges and taking advantage of the numerous opportunities to modernize and commercialize agriculture in Tanzania. (Ngaiza, 2012).

### **3.5 Literature Review Summary**

Therefore, with all these different literatures review concerning the role of market access in improving household income it shows that this project is a purely self-driven project (Empowerment project), there is no need of getting external support in terms of funds, the supportive policy is clear, the experience from other researches is also well understood, what is required is only to contextualize to fit the objective of promoting the Household Income through Sunflower Market Access And Value Chain Development In Kinampana Division, Iramba District.

## **CHAPTER FOUR**

### **4.0 PROJECT IMPLEMENTATION**

#### **4.1 Introduction**

This is very important chapter which shows how the project will be implemented in Kinampanda ward by July, 2013. It shows how the “Sunflower Market Access and Value Chain Development Project” will contribute to alleviate root causes of poverty and challenges observed during PNA in chapter one. It also tries to show the beneficiaries and stakeholders how the results will look like towards sustainable positive output, outcome and project goal, it also shows the need and demand of resources including financial and human resources, list of activities which will be done to contribute towards project goal.

#### **4.2 Products and Outputs**

The project in collaboration with other partners celebrates to accomplish and realize the following products and outputs by July, 2013:

- (i) Formation & strengthening of 10 Sunflower Commercial Producer Groups (CPG's)
- (ii) Formation of Commercial Village
- (iii) Linking 10 Sunflower Commercial Producer Groups with 3 inputs suppliers
- (iv) Linking 10 sunflower Commercial Producer Groups with processors (Millers)
- (v) Linking 10 sunflower Commercial Producer Groups with buyers/transporters
- (vi) Formation of VSLA groups (Village Savings and Loan Associations) in order to increase financial flow and capital base for all twenty groups.
- (vii) Formulation of constitution and by-laws
- (viii) Collectively sunflower selling and accessing farm inputs and implement
- (ix) Establishing VC (Value Chain) network
- (x) Mapping of production and Market Assessment

### 4.3 Project Planning

#### 4.3.1 Implementation Plan

**Table 17: Logical Framework Analysis Matrix**

<b>Objective 1</b> <b>Increased sunflower production and income in Kinampanda ward by end of July,2013</b>					
<b>Outputs</b>	<b>Activities</b>	<b>Indicators</b>	<b>Methods of verification</b>	<b>Responsible</b>	<b>Assumptions</b>
1.1 Producer groups are mobilized, formed/strengthen	1.1.1. Facilitate formation/strengthening of PGs  1.1.2. Trains CPGs on the importance of working collectives  1.1.3. Facilitate training on how to prepare group constitution, and registration  1.1.4. Facilitate selection of sunflower CPG's leaders	# of producer HHs working together in groups to sell their products to buyers # of groups with constitutions	i. Project Monitoring reports  ii. CPG's reports	i. CED student  ii. CPG's  iii. DCO	i. Communities and groups' willingness and interest to be self-organized.  ii. Positive collaboration between partners
1.2.Improved performance of PG in managing financial resources	1.2.1. Facilitate training to PGs on basic Market Literacy skills 1.2.2. Facilitate training to	At least 100 PG's members are knowledgeable and they are using marketing	i. Monitoring reports,  ii. CPG meeting	i. CED student  ii. DCO	Producers will actively participate

	PGs on Financial Management skills 1.2.3. Conduct training to PGs trained on Innovation skills 1.2.4. Facilitate training and formation of VSLA to CPG's	skills  16 VSLA are formed and functioned.	minutes  iii. Training reports	iii. CPG's	
<b>Objective 2: Mapping of Production and Markets assessments</b>					
<b>Outputs/activities</b>	<b>Activities</b>	<b>Indicators</b>	<b>Source of information</b>	<b>Responsible</b>	<b>Significance of gathered data</b>
2.1.Producer potential and market opportunity is analyzed and informs key activities	I. Conduct sunflower Value Chain analysis  II. PGs undertake planning workshops to design Action Plans for better market linkages  III. CPG's meets with potential project partners to build awareness and buy in from other organizations	# of producers able to access improved and appropriate inputs  # of women/ men producers trained in improved production methods  Clear and analyzed sunflower VC	Monitoring reports  Market assessment reports	i. CED student  ii. DCO  iii. CPG's	Positive collaboration between partners  Producers will actively participate

<b>Objective 3</b> <b>Improve the market linkages of Sunflower producers with markets, service providers and other relevant stakeholders</b>					
<b>Outputs</b>	<b>Activities</b>	<b>Indicators</b>	<b>Source of information</b>	<b>Responsible</b>	<b>Assumptions</b>
3.1. Improved market linkages between sunflower producers and other service providers	3.1.1. Identification of possible buyers, input suppliers, processors and hold a round table meeting 3.1.2. Conduct community workshops to communicate prices, quality and varieties for sunflower products using MMIS and mobile phone 3.1.3. Coaches CPG's leaders on negotiation, market information, understanding prices, relationship building and networking with service providers using MAMIS and mobile phone 3.1.4. Linking farmers with	# of sunflower producer groups with new, quality relationships with service providers # of new relationships with buyers and other actors in the market	Monitoring reports CPG's reports	i. CED student ii. DCO iii. CPG's	Producers will actively participate

	MVIWATA Linking sunflower PG with BDS providers(TBS, SIDO, TFDA/TBS and chamber of commerce 3.1.5 Link farmers with oil processors for adding value				
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### 4.3.2 Inputs

The nature of this project is purely empowerment and self-operated project, the community by themselves required to donor themselves without seeking external support, therefore, the budget requirement is very minimal to very few activities including travel, communications and very few workshops. (Please refer the below project inputs table).

**Table 18: Project Inputs**

S/N	Type of inputs	Quantity	Cost/unit	Comments
1.	Venue for trainings	1	-	Community Venue are freely provided in the respective villages
2.	Stationeries	Varied	20,000	This will be charged for each workshop
3.	External Facilitator	1	50,000	Assuming at least three visitations from DCO
4.	Transport	1 vehicle	30,000	At least three visits
5.	Meals for CBO staffs	3	12,000	Several times

### 4.3.3 Staffing Pattern

Initially this project was managed by MUVUMAKI-Kinampanda CBO through executive committee, there after the project in collaboration with other partners decided to facilitate the formation of Commercial Village which is a legal entity structured and it formed and generated from the sunflower Producers themselves. Commercial Village have the following structure: at Village level, there is a

Commercial Group Executive Committee which comprises sectors like Market and Value Addition (there tasks are: market searching and identification, market coordination and dissemination of market related information to members), also there is savings and loan sector (deals with savings and credit facilitation and coordination), Production sector deals with production (insuring timely availability of farm inputs and implements) and financial sector(they dealing with financial management and disbursements). Therefore a Commercial village comprises a total number of 50-250 Households.

#### 4.3.4 Project Budget

**Table 19: Project Budget**

S/NO	Activity	Activity Description	Quantity	Unit Cost	Total Cost (Tsh)
1	Procure stationeries	Reams	3	10000	30000
2	Facilitation allowance(CDO)	Man days	10	35000	350000
4	Snacks during training				300000
5	Monitoring and evaluation	Man days	12	30000	360000
6	Value chain Analysis and exposure visit	Man days	40	35000	1400000
7	Transport(Fuel)	Litres	300	2100	630000
<b>TOTAL</b>					<b>3070000</b>

The total project budget was 3070,000Tsh and it was supported by MUVIMAKI-Kinampanda CBO

#### 4.4 Project Implementation

During Community Needs Assessment exercise with Kinampanda community, a lot challenges and issues were observed and seen. But due to resources constraints all the participants agreed to start with improving market constrains specifically to high



economic and market potential crops and the sunflower take a lead during prioritization.

#### **4.4.1 Project Implementation Report**

In addressing the market constraints the project design focused much on improving quantity of sunflower by organizing small farmers to form groups and sell their crops collectively, accessing input supplies and technical support collectively. The way the project was doing to address the root causes of poverty in the Kinampanda community through market perspective and working in group was considered as the best and sustainable approach to improve household income and their livelihood. In implementation period, the project achieved to mobilize famers to form groups, and 10 groups are already formed and they are doing well.

All those 10 groups are already linked with input suppliers (Agrovets), currently the project achieved to engage 3 input suppliers to work with sunflower producer groups.

Apart from this sunflower producers in Kinampanda community are now celebrating to have mutual relationship with buyers because they are producing what is really needed by the buyers

The issue of adding values for they are sunflower also regarded as a good mechanism to inflate the price of their produce, currently two millers are having formal contract to work with our sunflower producers.

All 10 sunflower producer groups are facilitated to on how to establish constitutions, regulations, and visioning and all CPG's are having constitutions, regulation and vision.

Also the project achieved to capacity built sunflower producers in to basic financial management, Market Literacy and innovation skills, important of working together as collectives etc.

In order to increase capital base and sustainable income for CPG's the project also facilitated the farmers on how to establish a community based financial institution commonly known as Village Savings and Loan Association (VSLA), and currently there are 18 groups joining VSLA programme and all these groups have started lending for their members.

The project also celebrating the tremendous increase of returns on investment (ROI) for their farmers, the selling price increase from 25,000Tsh per bag of 80 Kg's of sunflower (2012) to 38,000Tsh of the same in 2013.

Farmers are also using their mobile phones to search the price of their produce in other regional markets without physical going which increase their confidence and ability to bargain for the better price.

#### **4.4.2 Project Implementation Challenges**

During the implementation of the project a numbers of challenges were met including:

- (i) Most of the farmers are lacking pricing skills (they fail to calculate the real cost of production in relation to breakeven point) although the project strived a lot to capacity built farmers on bargaining skills.
- (ii) Most of the poor producers believe that loan is something which can perpetuate to more poverty through selling of their assets, so used a lot of time in mobilizing them to access loans from formal MFI's.
- (iii) Long dry spell in the month of February affect much the expected harvest to most of our farmers.

### 4.4.3 Project Implementation Gantt Chart

**Table 20: Project Implementation Gantt Chart**

[illegible]

S/N	Activity	Period									
		Oct	No	De	Jan	Fe	Ma	Apr	May	Ju	Jul
11.	Facilitate formation/strengthening of PGs										
12.	Preparation of training materials with the DCO and MUVIMAKI-Kinampanda CBO										
13.	Design plan for formation/strengthening of PGs										
14.	Trains CPGs on the importance of working together as collectives										
15.	Facilitate training on how to prepare group constitution, and registration										
16.	Facilitate selection of sunflower CPG’s leaders										
17.	-Facilitate training to PGs on basic Market Literacy skills -Facilitate training to PGs on Financial Management skills										
18.	Facilitate training and formation of VSLA to CPG’s										
19.	PGs undertake planning workshops to design Action Plans for better market linkages										
20.	Identification of possible buyers, input suppliers, processors and hold a round table meeting										
21.	Conduct community workshops to communicate prices, quality and varieties for sunflower products using MMIS and mobile phone										
22.	Coaches CPG’s leaders on negotiation, market information, understanding prices, relationship building and networking with service										

[illegible]

## **CHAPTER FIVE**

### **5.0 PROJECT PARTICIPATORY MONITORING, EVALUATION AND SUSTAINABILITY**

#### **5.1 Introduction**

This chapter intends to describe how monitoring and evaluation was done during the project implementation and after the phasing out of the project; generally this chapter will describe the project monitoring and evaluation system in a broader perspective. Sustainability indicators also will be elaborated and explained in this chapter. (How the project was achieved to realize some basic sustainable indicators).

#### **5.2 Participatory Monitoring**

Monitoring is the process of routinely gathering information on all aspects of the project. (CEDPA, 1994). Monitoring provides key implementers with information needed to: analyse current situation, identify problems and find solutions, discover trends and patterns, keep project activities on schedule, measure progress towards objectives and formulate/ revise future goals and objectives and make decisions about human, financial, and material resources.

Monitoring provides information to alert the stakeholders as to whether or not results are being achieved. It also identifies challenges and successes and helps in identifying the source of an implementation problem (Peace Corps, 2002). In this Sunflower market access and value chain project monitoring was done on activities and output levels to measure the progress towards outcomes and project goals.

Participatory monitoring is done with involvement of all sunflower market access and Value chain key players from agriculture input suppliers, processors, buyers and market. Every player in the sunflower value chain have the right to access information in term of performance in order to have a room to discuss challenges and obstacles arising in the value chain and recommending the sustainable way forwards. Monitoring and evaluation was done in a participatory manner and the key people involved were the CED student, commercial village members, sunflower buyers/processors and service providers (agriculture input suppliers).

In monitoring and evaluation, the logical framework analysis matrix used in chapter four was the benchmarking instrument and therefore the monitoring plan and performance indicators were derived from it.

### **5.2.1 Monitoring Information Systems**

In order the project to be easily monitored by every participant in the Value chain, the following tips were used to formulate a clear system on how monitoring data will be collected, analysed and reported:

#### **(i) Examining and Defining each Indicators to be Monitored, Measured and Reported**

The project in collaboration of all key players achieved to establish common indicators to be measured and defined them to fit the context and the aim of the project, all these are clearly stipulated on the monitoring and evaluation plan (M&E plan).

**(ii) Identification of the Categories of Information which was used During Monitoring and Evaluation**

Not all information will be measured and not all indicators will be evaluated, the project putted more effort in categorising type of information's to be monitored, there are some information collected daily (e.g. number of CPG's mobilized, number of transactions/business conducted, number of people trained, number of orders received etc.), but all these information are reported and documented on monthly basis.

**(iii) Frequency Data Collection**

From the categories of data, the project achieved to establish and agree on which information will be collected and reported by when, number of times the data will collected and reported, due to the nature of the project, more data were collected daily after the harvesting period because this is a purely commercial based project, but for the purpose of tracking and keeping records, the report was prepared and generated on monthly, quarterly and semi /annual basis and report was directed to CBO executive committee.

**(iv) Identification of the Person who will Use each Type of Information**

Basing on the composition of the commercial village and the sunflower value chain actors, every member on these two types of structured organs are entitled to use and argue on the available monitoring purposes.

**(v) Data Collection Tools and Establishment of Database**

All key project partners design and agree on the generic data collection tool to track output and outcome indicators as per category of data to be collected. Due to the



nature of this project the following ways in which information are collected: clients records, received orders to groups, questionnaires, interviews, FGD's and observation. Collected data are normally analysed and stored manually because most of farmers are not computer literate.

### **5.2.2 Participatory Monitoring Methods**

For purpose of creating a room for involving more people in the project design and implementation and monitoring and evaluation, the project decided to use a simple and effective participatory monitoring and evaluation method known as PRA from the Community Needs Assessment, project design, implementation and Monitoring and Evaluation. The task of Monitoring and Evaluation it's not only for the project initiator but rather the whole team from sunflower farmers/producers and other key actors including to buyers, input suppliers and processors, in doing so the project achieved to handover the project to community early from the beginning.

### **5.3 Participatory Evaluation**

According to the CED Training Guide for Peace Corps Volunteers (2002), an evaluation is a systematic examination of a project to determine its efficiency, effectiveness, impact, sustainability, and the relevance of its objectives. In this project evaluation is done and it will be done to truck the changes on high level indicators on the log frame matrix specifically on the level of project impact indicators and project goal indicators.

### 5.2.3 Participatory Monitoring Plan

**Table 21: Participatory Monitoring Plan**

S/N	Categories	What to monitor	What records to keep	Who collects data	Who uses data	How to use information	What decisions to be made
1.	Work plan activities	i. Timing of activities ii. Implementation of activities iii. Availability of required personnel, participants and other resources	i. Attendance list/register ii. Progress reports iii. Monthly reports iv. Number of orders v. Number of collective transactions	i. Commercialization committee ii. CED student	Commercial village executive committee	i. Ensure timely availability of resources needed	i. Rescheduling activities and availability of resources
2.	Costs and expenditure	i. Alignment of the budget and expenditure (Value for money)	i. Receipts ii. Retirement	i. Finance department ii. CED student	Commercial village executive committee	i. To ensure funds and inputs are availed on time. ii. Funds /fee collection	i. Determine need for other sources of funds ii. Approve expenditure
3.	Commodities	-timely availability of agriculture inputs -number of orders Received -Searching market	-Invoices/orders Value chain analysis report Market analysis report	-CED student -Market and value addition committee	Commercial village executive committee	i. Ensure availability of commodities and their distribution for use	i. Quantity to order at a particular time ii. Amount reserved for emergency
4.	Results	i. Number and type of services conducted. ii. Number of persons served	i. Attendance register ii. Activity reports iii. Progress reports	- Commercialization committee  -CED student	-CED student  -Commercial village executive committee	i. Assess quality of services implemented ii. Ensure objectives are realistic	i. Revise objectives ii. Revise project strategy and approach

Other hierarchy level like activity and output levels was examined just to give out the pictures to show progress towards project goal.

### **5.3.1 Performance Indicators**

Performance indicators are measures of inputs, processes, outputs, outcomes, and impacts for development projects, programs, or strategies. When supported with sound data collection—perhaps involving formal surveys—analysis and reporting, indicators enable managers to track progress, demonstrate results, and take corrective action to improve service delivery. Participation of key stakeholders in defining indicators is important because they are then more likely to understand and use indicators for management decision-making (WB, 2004). The CED project developed performance indicators as seen in Table 22.

### **5.3.2 Participatory Evaluation Methods**

For purpose of creating a room for involving more people in the project design and implementation and monitoring and evaluation, the project decided to use a simple and effective participatory evaluation method known as PRA from the Community Needs Assessment, project design, implementation and Monitoring and Evaluation. The task of Monitoring and Evaluation it's not only for the project initiator but rather the whole team from sunflower farmers/producers and other key actors including to buyers, input suppliers and processors, in doing so the project achieved to handover the project to community early from the beginning.

### 5.3.3 Project Evaluation Summary Table

**Table 22: Monitoring and Evaluation Results**

Objective 1 Sunflower Commercial Producer Groups established and have functional capacity (key skill sets) in Kinampanda ward by end of July,2013						
Outputs/activities	Activities	Indicators	Actual milestones	Methods	Responsible	Significance of gathered data
1.1 Producer groups are mobilized, formed/strengthen	1.1.1. Facilitate formation/strengthening of PGs 1.1.2. Trains CPGs on the importance of working collectives 1.1.3. Facilitate training on how to prepare group constitution, and registration 1.1.4. Facilitate selection of sunflower CPG's leaders	200 producer HHs working together in groups to sell their products to buyers 30 CPG's with constitutions 7 Selected CPG's leaders	103 HH are mobilized and their working in groups 16 CPG's are formed 16 CPG's they have and their using group constitutions 7 members are elected as field market officers	-Project Monitoring reports -CPG's reports -FGD's -Interviews	-CED student -CPG's	Indicate that community are willing to work in groups
1.2.Improved performance of PG in managing financial resources	1.2.1. Facilitate training to PGs on basic Market Literacy skills 1.2.2. Facilitate training to PGs on Financial Management skills 1.2.3. Conduct training to PGs trained on Innovation skills 1.2.4. Facilitate training and formation of VSLA to CPG's	-At least 100 CPG's members are knowledgeable and they are using marketing skills -16 VSLA are formed and functioned.	42 CPG's members are knowledgeable on marketing skills 9 VSLA groups are formed/ functioning	Monitoring reports, CPG meeting minutes Training reports	CED student -CPG's -DED office	Sunflower Producers are actively participating
2.1.Producer potential and market opportunity is analyzed and informs key activities	I. Conduct sunflower Value Chain analysis I. PGs undertake planning workshops to design Action Plans for better market linkages	-Identification of at-least 5 potential sunflower buyers -Linking sunflower producers with at-least 3 proper agriculture input	More than 5 buyers shows the interest to work with sunflower CPG's CPG's have already linked with input suppliers	Monitoring report	CED student CPG's	

	I. CPG's meets with potential project partners to build awareness and buy in from other organizations	suppliers -written and documented market action plan				
3.1. Improved market linkages between sunflower producers and other service providers	<p>3.1.1. Identification of possible buyers, input suppliers, processors and hold a round table meeting</p> <p>3.1.2. Conduct community workshops to communicate prices, quality and varieties for sunflower products using MMIS and mobile phone</p> <p>3.1.3. Coaches CPG's leaders on negotiation, market information, understanding prices, relationship building and networking with service providers using MAMIS and mobile phone</p> <p>3.1.4. Linking farmers with MVIWATA</p> <p>Linking sunflower PG with BDS providers (TBS, SIDO, TFDA/TBS and chamber of commerce)</p> <p>Link farmers with oil processors for adding value</p>	30 sunflower producer groups with new, quality relationships with service providers 7 market officers with negotiation skills	7 market field officers are somehow knowledgeable on how to negotiate and communicate prices	Market visitation reports	CED student Market field officers	

## **5.4 Project Sustainability**

According to the CEDPA training Manual Series (1994), project sustainability refers to the capacity of a project to continue functioning, supported by its own resources (human, material, and financial), even when external sources of funding have ended. Sustainability strategy of any project should start early from the project design, therefore, in this project sustainability issues were considered as a key area to concentrate from the design, implementation to monitoring and evaluation phase. The following are the areas where the project focused much to ensure the project will be sustainable

### **5.4.1 Institutional Sustainability**

The formations of sunflower commercial producer groups (CPG's) were basically obtained from the community members themselves who know their strengths and weaknesses of every member in their groups. Also all structures like commercial villages were formed by themselves, we as an expert were just there for facilitation and consultation. The issue market searching and other service providers like agriculture input suppliers were done by both parties at a time (Field Market officers and CED student).

### **5.4.2 Financial Sustainability**

The project emphasized much the formation of Village Savings and Loans Associations in order to insure financial sustainability to farmers which assist them to meet various shocks after harvesting their crops and waiting for the price to be high, also these income sources assist poor farmers to purchase improved agriculture input and implements.

### **5.4.3 Environmental Sustainability**

The issue of crop diversification is one among the project mechanism used to cope with possible risk; apart from producing sunflowers farmers are advised to cultivate more crops especially high value oil seed crops like groundnuts. To curb the long dry spell from February to March the project sensitizing farmers on how to use affordable and appropriate rainwater harvesting technology (use of water pans).

## **CHAPTER SIX**

### **6.0 CONCLUSION AND RECOMMENDATION**

#### **6.1 Introduction**

This chapter consist of a summary narration of the whole project in terms of what was observed in every stage from the project identification (Participatory Need Assessment), literature review findings, status the implementation by looking how the indicators was realized or achieved, the issues of sustainability. Also in this chapter, some recommendation to both parties (farmers, government, and development practitioners) will be provided.

#### **6.2 Conclusion**

The CAN result was a foundation of this project, all seen in the project was a result of what was observed as gap, strength and opportunities. According to CAN results, 100% of community living in Kinampanda community are small scale farmers and mostly are cultivating maize and sunflower. Most of the farmers in Kinampanda community are owning very small portion of land (with the majority 40% owning 0-1 acres each, 37.3% owning 2-3 acres, 17.5% owning 5 acres and 17.5% own more than 10 acres (CAN result, 2012).

The issue of market access in the area was also a challenging, only 2.5% of the household responded that they have reliable market for their produce, this was also a decision criteria and a pushing factor on the rolling out of the project in the area. Also PNA findings show that 52.5% of the HH they didn't have enough food in the last farming season and 40% completely they didn't have food due to lack of resources.



The literature review also indicates that The development of efficient, effective, flexible, accessible and equitable agricultural marketing system is a pre-requisite in fostering market oriented agriculture's contribution in income generation, jobs creation, foreign exchange generation, providing balance between rural and urban areas, supplying food at affordable prices and strengthening linkages with industry.

Also different literatures shows that Small scale farmers are faced with a numerous numbers of constraints which needs to be intentional addressed: Financial, constraints, limited participation of farmers in the marketing chain, lack of information on market requirements, limited skills and knowledge of improved agricultural technologies, lack of organized and strong farmer groups to negotiate in the market, inefficient and costly transport systems, limited reliable and knowledgeable rural input suppliers for genuine inputs, poor transport networks, lack of valid and reliable market information and requirements, limited business management skills and competences, limited knowledge by traders about market requirements/specifications, limited knowledge of technology options, high trade taxes, fees and dues, unreliable and costly Hydro-electric power (HEP) and inadequate enforcement of quality standards.

Literatures also show that, linking small scale farmers with microfinance institution which will enable them to access loan is very important. A study by Guirkingner and Boucher (2008) found that credit constraints reduced agricultural output in the study region in Peru by 26% while Foltz (2004) study findings suggest that the constraints to credit market access impinge significantly farm profitability.

The main reasons for choosing the promotion of household income through sunflower market access and value chain development in Kinampanda division, Iramba district is because all the above mentioned gaps are impinging people's development process in the area. During the prioritization exercise market access was not ranked as number one need but road and agriculture inputs supply was ranked high, but through long discussion with participants we decided to start with Market Access intervention and those instead of investing to road construction which needs high investment capital and also it is the role of the government to provide that service, for the input supply, we decided not to take as a project but rather as a task while implementing market access project.

Selection of sunflower was basically based of the fact that Sunflower subsector represents one of the key sectors of agriculture in Tanzania. It is ranks as one of the most important oil seeds with high value. According to the report by the Ministry of agriculture and cooperatives (2008) total production of sunflower seeds in 2004/05 Singida region takes a lead with 67,000 tones.

The project is currently implemented by farmers themselves in collaboration with established structures (MUVIMAKI-Kinampanda CBO and Commercial Village representatives) basing on the agreed log-frame matrix and M&E plans. During the project implementation and reporting period the following have already done and realized:

- (i) Formation and strengthening of 10 Sunflower Commercial Producer Groups (CPG, s)

- (ii) Formation of Commercial Village
- (iii) Linking 10 Sunflower Commercial Producer Groups with 3 inputs suppliers
- (iv) Linking 10 sunflower Commercial Producer Groups with processors (Millers)
- (v) Linking 10 sunflower Commercial Producer Groups with buyers/transporters
- (vi) Formation of VSLA groups (Village Savings and Loan Associations) in order to increase financial flow and capital base for all twenty groups.
- (vii) Formulation of constitution and by-laws
- (viii) Collectively sunflower selling and accessing farm inputs and implement
- (ix) Establishing VC (Value Chain) network

### **6.3 Recommendations**

The following recommendations might be useful to Farmers, host organization MUVIMAKI-Kinampanda CBO, government and other development practitioners intends to implement a similar project:

During CNA it is highly recommended that no shortcuts should be sought when involving a community in project design especially during needs assessment. This is because information at the community level is vital in establishing sustainable transformational development.

For the farmers I recommend them to take a precaution on the issue of trust, in market perspective, working and selling collectively the component of trust is very important to be incorporated in whatever they are doing from production to the market, once farmers are linked to buyer or other service providers like input suppliers trust to both parties on agreement or other related commitment is very

crucial for sustainability. Also trust among producer group members is very important.

Farmers should also be good environmental managers because everything is done on environment, no sustainable development without proper environmental planning and management. Here I can recommend that in order this project to proceed well there is a need to establish a line project dealing with environmental management and planning which will complement to each other with the market access project.

Host organization should slow down and concentrate on getting good results with fewer groups rather than having a big number of groups which can create difficulties during the management.

Patience and reflection to both engaged parties in the market are key to success. For the development practitioners I can recommend them to establish another value chain and market access project to other crops like onions and groundnut. Linking farmers with MFI's is very important, because farmer's incomes are very low, so I recommend that, VSLA project should not be undermined and if there is a possibility in the future it's better to operate in a separate way with the market access project and it's better to hire a paid field officer in the beginning for facilitation and management of the groups.

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## APPENDICES

### APPENDIX 1: HOUSEHOLD SURVEY QUESTIONNAIRE

#### BASIC INFORMATION

Q1. Date of survey: ____/____/____ (DD/MM/YYYY)	Q2. Village Name _____- _____
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DEMOGRAPHICS		
Q3.	How many people currently live (eat and sleep) in this household?	
Q4.	Are you the household head?  Yes = 1  No = 2	
Q5.	What is the highest level of schooling you have completed?  <b>0</b> = Never Attended; <b>1</b> = Preschool; <b>2</b> = Lower Primary 1-4; <b>3</b> = Upper Primary 5-7; <b>4</b> = Secondary-form 1-2; <b>5</b> = Secondary form-3-4; <b>6</b> = Advance secondary form 5-6; <b>7</b> = College & University; <b>88</b> = Don't know	



## SECTION I

HOUSEHOLD ECONOMY		
Q6	<p>In the past three months did your household sell any assets?  <i>By assets, I mean livestock, transport (bike, animal cart, vehicle), productive assets that you use to make a living (for farming including land, machinery or tools, fishing boat/nets, sewing machine or other tools), household assets such as TV, radio, mobile phone or refrigerator, or any furniture?</i></p> <p>Yes = 1    No = 2</p>	<input type="text"/>
Q7.	Which types of assets did you sell? <i>Multiple answers are allowed; place the number of the answer in the box)</i>	
	1. Livestock	<input type="text"/>
	2. Productive	<input type="text"/>
	3. Transport	<input type="text"/>
	4. Household assets	<input type="text"/>
	5. Furniture	<input type="text"/>
Q8	<p>What was the <b>main</b> reason for selling assets? (<i>Only one answer</i>)</p> <p>1= No longer needed            2= Upgrade – to purchase a new asset =Pay daily expenses            4=Buy food for household            5= Pay for medical expenses            6= Pay debt            7= Pay for social event            8= Pay funeral            9= Pay school            10= Other (specify) _____</p>	<input type="text"/>

Q9	<p>In the past three months, did you or any member of your household borrow money?</p> <p>Yes = 1    No = 2    DK = 88</p> <p><i>If no, or DK skip next question.</i></p>	<input type="checkbox"/>
Q10.	<p>What was the <b>main</b> reason for borrowing money? (<i>Only one answer</i>)</p>	
	<p>1 = buy food</p> <p>2 = pay for health care or medical services</p> <p>3 = pay for funeral</p> <p>4 = pay for social event</p> <p>5 = to buy agricultural input</p> <p>6 = to buy other productive asset</p> <p>7 = to pay for education</p> <p>8= to do small business</p> <p>9= to buy transport asset</p> <p>10= to buy household asset</p> <p>11 = to buy furniture asset</p> <p>12= Pay off another loan</p> <p>13 = Other (specify) _____</p>	<input type="checkbox"/>
Q11	<p>Has your household received in the last 3 months any of the following forms of economic support?(Place 1 for Yes or 2 for No in specific form of assistance box)</p>	<p>Yes = 1</p> <p>No = 2</p>
	a) Cash transfer (e.g. pensions, disability grant, child grant)	a.
	b) Assistance for school fees and other monetary levies	b.
	c) Material support for education (e.g. uniforms, school books etc)	c.
	d) Income generation support in cash or kind e.g. agricultural inputs	d.
	e) Food assistance	e.
	f) Material or financial support for shelter	f.
	g) Any other support	g.

	h) Livestock assistance	h
	i) Others, specify	i

## SECTION II

### FOOD SUPPLY

#### FS

Q12	<p>Now I would like to ask you about your household's food supply during the different months of the year. When responding, please think back over the last 12 months.</p> <p>In the last farming season (2011), were there months in which you did not have enough food to meet your family's needs?</p> <p>Yes = 1      No = 2      <i>If no, skip to next section</i></p>	<div style="border: 1px solid black; width: 50px; height: 50px; margin: 0 auto;"></div>
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<b>Q. 13</b> Crops Cultivated	<b>Q.14</b> What was the total acreage (sum of all plots planted to this crop)?	<b>Q.15</b> What was the total quantity you harvested from all plots planted to this crop? (Unit of measurement eg. 100kg bags.)	<b>Q.16</b> Of the total quantity harvested, how much your household consumed (in 100 bag kg estimate?)	<b>Q.17</b> Quantity sold (in 100 bag kg) (estimate)	<b>Q. 18</b> How much received from sale (T.sh)
1.Sunflower					

Q.19. Used improved/certified seeds

Yes = 1

No = 2

Q.20	Have you ever been trained on one crop processing in the past one year 1.Yes 2.No	<input type="text"/>
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**SECTION III:**

ACCESS TO MARKET AND FINANCIAL SERVICES		
Q.21	Do you have a reliable market (price, quantities) for your produce? <i>If No go to AMF 403</i> 1= Yes 2= No 99= Not Applicable	<input type="text"/>
Q.22	Who do you mostly sell your produce to? <i>Multiple responses are possible; but do not read out the list</i>	Yes = 1 No = 2
	a. Traders at the village	a.
	b. Traders at the market	b.
	c. The Association / Cooperative	c.
	d. Neighbours and local people	d.
	e. Sell at markets (in small quantities to customers)	e.
	f. Sell to company / buyer agents	f.
	g. Other, specify .....	g.
Q.23	In your opinion, what are the major factors that prevent you from accessing markets? ( <i>Multiple responses are possible; but do not read out the list</i> )	Yes = 1 No = 2
	Transport cost	a.
	Transport availability	b.
	Bad Roads	c.

	Markets are too far Markets are too small (not enough buyers)	d.
	Lack of market information	e.
Q.24	In the last harvesting season did you do anything out of the following to add value to your harvest? <i>(Read through the options, it is possible to have more than one answers ) Put “1” for Yes and “2” for No</i>	Yes = 1 No = 2
	a. Processing	a.
	b. Sorting/grading	b.
	c. Preservation	c.
	d. Packaging	d.
	e. Storage for future use	e.
	f. Other, specify .....	f.
Q25	What is your average income consumption per day(Less than one dollar?) 1.Yes  2.No	