

Partners for dairy value chain research and development in Tanzania: a scoping for Maziwa Zaidi II



Partners for dairy value chain research and development in Tanzania: a scoping for Maziwa Zaidi II

Godfrey Ngoteya, Adolf Jeremiah, Eliamoni Lyatuu, Immaculate Omondi and Amos Omore

International Livestock Research Institute

November 2020

© 2020 International Livestock Research Institute (ILRI)

ILRI thanks all donors and organizations which globally supports its work through their contributions to the [CGIAR Trust Fund](#).



This publication is copyrighted by the International Livestock Research Institute (ILRI). It is licensed for use under the Creative Commons Attribution 4.0 International Licence. To view this licence, visit <https://creativecommons.org/licenses/by/4.0>.

Unless otherwise noted, you are free to share (copy and redistribute the material in any medium or format), adapt (remix, transform, and build upon the material) for any purpose, even commercially, under the following conditions:

ATTRIBUTION. The work must be attributed, but not in any way that suggests endorsement by ILRI or the author(s).

NOTICE:

For any reuse or distribution, the licence terms of this work must be made clear to others.

Any of the above conditions can be waived if permission is obtained from the copyright holder.

Nothing in this licence impairs or restricts the author's moral rights.

Fair dealing and other rights are in no way affected by the above.

The parts used must not misrepresent the meaning of the publication.

ILRI would appreciate being sent a copy of any materials in which text, photos etc. have been used.

Editing, design and layout—ILRI Editorial and Publishing Services, Addis Ababa, Ethiopia.

Cover photo—ILRI (left) and ILRI/Ben Lukuyu (right)

ISBN: 92-9146-625-5

Citation: Ngoteya, G., Jermiah, A., Lyatuu, E., Omondi, I. and Omoro, A. 2020. *Partners for dairy value chain research and development in Tanzania: a scoping for Maziwa Zaidi II*. ILRI Project Report. Nairobi, Kenya: International Livestock Research Institute (ILRI).

Patron: Professor Peter C Doherty AC, FAA, FRS

Animal scientist, Nobel Prize Laureate for Physiology or Medicine—1996

Box 30709, Nairobi 00100 Kenya

Phone +254 20 422 3000

Fax+254 20 422 3001

Email ilri-kenya@cgiar.org

ilri.org

better lives through livestock

ILRI is a CGIAR research centre

Box 5689, Addis Ababa, Ethiopia

Phone +251 11 617 2000

Fax +251 11 667 6923

Email ilri-ethiopia@cgiar.org

ILRI has offices in East Africa • South Asia • Southeast and East Asia • Southern Africa • West Africa

Contents

Acronyms and abbreviations	iv
Acknowledgements	vi
1 Introduction	1
2 National-level partners	3
3 Stakeholders at the local level	6
4 Partnerships to raise the profile of livestock in Tanzania	7
5 Engagement strategy for key stakeholders	8
6 References	10
Annex I: Key national-level stakeholders	11
Annex II: Key local-level stakeholders	14
Annex III: Foreseen interactions with major ongoing initiatives in the dairy sector	16

Acronyms and abbreviations

ACT	Agricultural Council of Tanzania
ADGG	African Dairy Genetic Gains
AI	Artificial Insemination
ANSAF	Agricultural Non-State Actors Forum
BDS	Business development services
BMGF	Bill & Melinda Gates Foundation
CIAT	International Center for Tropical Agriculture
CIFOR	Center for International Forestry Research
COSTECH	Commission for Science and Technology
CRP	CGIAR Research Program
DDF	Dairy Development Forum
DMHs	Dairy market hubs
ECF	East Coast fever
eGA	e-Government Agency
EU	European Union
FAO	The Food and Agriculture Organization of the United Nations
GDP	Gross domestic product
HIT	Heifer International Tanzania
ICT	Information and Communications Technology
IFAD	International Fund for Agricultural Development
ILRI	International Livestock Research Institute
IP	Innovation platform
KDCJE	Kilimanjaro Dairy Cooperative Joint Enterprise

LITA	Livestock Training Agency
M4P	Markets for the poor
MFI	Microfinance institution
MMA	Match Maker Associates
MoF	Ministry of Finance
MoLF	Ministry of Livestock and Fisheries
NAIC	National Artificial Insemination Centre
NBS	National Bureau of Statistics
NGO	Non-governmental organization
NM-AIST	Nelson Mandela African Institution of Science and Technology
NSS	National Statistical System
NWO	Netherlands Organisation for Scientific Research
PI	Principal Investigator
PO-RALG	President's Office, Regional Administrative and Local Government
SAGCOT	Southern Agriculture Growth Corridor of Tanzania
SUA	Sokoine University of Agriculture
TALIRI	Tanzania Livestock Research Institute
TAMPRODA	Tanzania Milk Producers Association
TBS	Tanzania Bureau of Standards
TDB	Tanzania Dairy Board
TDCU	Tanga Dairy Cooperative Union
TLMP	Tanzania livestock master plan
TOSCI	Tanzania Official Seed Certification Institute
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UNIDO	United Nations Industrial Development Organization
USAID	United States Agency for International Development
WEF	World Economic Forum

Acknowledgements

We acknowledge the technical support and other valuable inputs provided by the CGIAR Research Program (CRP) on Livestock and all donors and organizations which globally support CGIAR research work through their contributions to the CGIAR Trust Fund: <http://www.cgiar.org/about-us/our-funders/>.

The authors would also like to thank Helen Altshul for facilitating an engagement strategy workshop for this report.

I Introduction

The Maziwa Zaidi research for development (R4D) program in Tanzania has been implemented since 2012. The program is implemented under the CGIAR Research Program (CRP) on Livestock (formerly Livestock and Fish CRP) with the International Livestock Research Institute (ILRI) and the International Center for Tropical Agriculture (CIAT) being the CGIAR centers involved.

The previous phase of [Maziwa Zaidi](#) (2012–2017) experimented with multi-stakeholder processes involving pre-commercial dairy market hubs (DMHs) and innovation platforms (IPs) as mechanisms to upgrade the smallholder dairy value chain towards more commercial dairying. The project engaged farmer groups as entry points before linking them to other value chain actors for service provision. This process was, however, found to be slow and required substantial investment in capacity development for collective action by milk producers. On the other hand, building DMHs around enterprising value chain actors was found to be a more promising entry point to create and grow linkages among value chain actors to improve access to markets, bundled inputs and services for producers.

In 2019, the CGIAR's Livestock research program provided additional resources to extend the work of the first phase of Maziwa Zaidi to a second phase (i.e. [Maziwa Zaidi II](#)). This second phase focuses on agribusinesses as an entry point into the dairy value chain to test and promote proven dairy technologies and innovations. It entails agribusiness skills development and embeds proven dairy technologies in the portfolio of products and services that agribusinesses and agripreneurs deliver hence enhancing uptake of dairy technologies and innovations. Women- and youth-led dairy agribusinesses are targeted with business development services (BDS) and other support services to overcome barriers to entry into lucrative nodes of the dairy value chain, especially provision of inputs and services.

The project promotes intervention packages that bundle and combine proven genetics, health and feeds technologies within institutional arrangements that allow farmers to utilize and benefit from these bundles. During an [agribusiness forum](#) held in October 2019 by the project involving agripreneurs, researchers, innovators, service providers and delivery organizations; a shortlist of technical products for the delivery packages to be profitably leveraged by agribusiness targeting producers were identified. These include *Brachiaria* grass (or other forage options), manure management, East Coast fever vaccine and artificial insemination. The project also capacitates agribusinesses to adopt a market systems approach to scale-out agripreneurs' business operations. This approach, which is also referred to as 'markets for the poor' (M4P), helps address critical weaknesses in dairy market development by going beyond the traditional value chain model to address the wider context in which value chains operate by emphasizing inclusive and equitable value chain upgrading options for economic growth.

The intervention packages are delivered through capacitated agripreneurs and agribusinesses, using digital platforms for farmer profiling and e-extension; and capacity development supporting market access, safer products, and effective collective action. Agripreneurs are encouraged to pick combination(s) of their choice intervention packages to be piloted. In-line with this, the project assumes that scaling promising technologies and innovations has been inhibited by the lack of bankable business cases for more public and/or private investments. Thus, the project is also evaluating the [scale-readiness](#) of the technologies in parallel to the piloting, particularly of those related to institutional and policy barriers.

The project works in four districts within the Kilimanjaro and Tanga regions, joining forces with various government, private sector, development, and research partners and seeking synergies with their existing programs/projects. The change

agents and partners involved in Maziwa Zaidi provide a custom set of associated enabling packages to the agripreneurs and agribusinesses. These enable them to provide the services based on the producers' needs – combining technical know-how, clean, green and gendered expertise, as well as business skills and soft skills necessary to be profitable.

The purpose of this scoping study was to complement the [previous scoping study](#) (Mutagwaba and Omere 2015) to capture new partnerships in the current project at both national and local levels. In doing so, the current study provides an updated inventory and assessment of the various institutions and organizations involved or having an interest in commercialization as a key development mechanism for the Tanzania dairy value chain. The partnerships identified in this report also serve the needs of the ILRI-led Africa Dairy Genetics Gain ([ADGG](#)) project that previously focused on generating appropriate dairy genetics solutions.

The current report mostly dwells on identifying partners for achieving the aims of Maziwa Zaidi, bearing in mind the strong agribusiness research for development (R4D) focus of the current phase. This focus also serves the needs of the ongoing ILRI-led Africa Dairy Genetics Gain (ADGG) project that previously focused on generating appropriate dairy genetics solutions. The report describes current engagements with the partners (both new and old), explores current relationship status, and examines areas where their objectives complement Maziwa Zaidi phase II's objectives. The report goes a step further to describe an engagement strategy for key stakeholders. Partnerships that continue from the previous phase of Maziwa Zaidi are also highlighted in this strategy.

2 National-level partners

The current phase of Maziwa Zaidi emphasizes the need for continuous engagement and partnership with key public/government institutions. This involves partnering with an array of government institutions including; the Ministry of Livestock and Fisheries (MoLF), the Ministry of Finance (MoF), the President's Office, Regional Administrative and Local Government (PO-RALG), the Tanzania Livestock Research Institute (TALIRI), the Tanzania Dairy Board (TDB), the National Artificial Insemination Centre (NAIC), the e-Government Agency (eGA), the Southern Agriculture Growth Corridor of Tanzania (SAGCOT) and the Tanzania Official Seed Certification Institute (TOSCI).

Among these, the new partnerships are eGA, TOSCI, PO-RALG and SAGCOT. Besides these, we have included information (of other key government institutions that offered valuable collaboration in the implementation of the [previous phase of Maziwa Zaidi](#)).

The e-Government Agency (eGA): This agency was established under the Executive Agencies Act No.30, 1997, Cap. 245 as a semi-autonomous institution under the President's Office Public Service Management. The eGA is charged with providing coordination, oversight and provision of e-government initiatives and enforcement of e-government standards to public institutions. The agency implements and maintains coordinated government operations for information and communication technology (ICT) that include the formulation of standards and guidelines to effectuate the purposes of the agency. As far as the dairy sector is concerned, the eGA is working with the ILRI-led African Dairy Genetic Gains (ADGG) project through TALIRI in disseminating dairy-based information using digital and mobile phone platforms such as SMS. Maziwa Zaidi will leverage this platform for farmer profiling and e-extension, and capacity development supporting market access. Currently, the eGA platform is accessed through public institutions and the private sector can only access this platform through partnerships with government agencies/institutions such as TALIRI. This may change given calls for greater public-private partnerships to enable the private sector to directly access the eGA platform.

Tanzania Official Seed Certification Institute (TOSCI): This is a government institute under the Ministry of Agriculture (MoA) established under the Seeds Act No. 18, 2003. TOSCI is responsible for certification and promotion of quality agricultural seeds produced or imported into the country for sale. Its mandate is to safeguard farming communities from poor (counterfeit) seeds from vendors of farm inputs. TOSCI has five main branches including its head office in Morogoro town. Four other branches are located at Tengeru (Arusha), Maheve (Njombe), Ukiriguru (Mwanza) and Naliendele (Mtwara) (TOSCI 2020).

According to Mtengeti et al. (2008) respectively. The crude protein (CP) despite Tanzania having significant available farmland to support livestock production, there has been insufficient efforts by relevant authorities in the country towards increasing the quality and quantity of available forages/forage seeds. There also has been scarce data on the number of available forage varieties and current strategies for developing forage seed systems in the country. Maziwa Zaidi's partnerships with TOSCI will seek to promote sustainable forage seed systems, especially the production and commercialization of *Brachiaria* grass, which is one of the prioritized technologies for promotion as part of integrated packages.

The Southern Agricultural Growth Corridor of Tanzania (SAGCOT): This public-private partnership was initiated at the World Economic Forum (WEF) Africa Summit in Dar es Salaam in 2010. Its implementation period runs for 20 years up to 2030. The objective of the Southern Agricultural Growth Corridor of Tanzania (SAGCOT) initiative is to boost

agricultural productivity, improve food security, reduce poverty and ensure environmental sustainability through the commercialization of smallholder agriculture. The partnership aims to catalyse responsible private sector-led agriculture development within an ever-improving business environment (SAGCOT 2017b). One of the key roles of SAGCOT, which would also be key to creating synergies with Maziwa Zaidi, is to promote private sector investment through partnerships and increase synergies within and across priority value chains.

President's Office, Regional Administrative and Local Government (PO-RALG): The establishment of PO-RALG, which is responsible for good governance; investment promotion and extension services provided through district councils, is mentioned in the Constitution of the United Republic of Tanzania Article 8 (1) 145 and 146 of 1977 and many other amendments thereafter. PO-RALG's work evolved from the Ministry of Local Government, Social Development, Cooperation and Marketing in the late 1990s which was, in December 2015, relocated to the Presidential Office of the Regional Administration and Local Government. The current phase of Maziwa Zaidi will engage PO-RALG closely in the implementation of field activities with PO-RALG offering a platform for linkages between beneficiaries and the project through their field extension staff.

Research compliance organizations: The current phase of Maziwa Zaidi will work closely with the Tanzania Commission for Science and Technology (COSTECH) and the National Bureau of Statistics (NBS) on issues related to research and/or data compliance.

COSTECH was established by [the Act of Parliament No. 7 of 1986](#) as the successor to the Tanzania National Scientific Research Council (UTAFITI) as a parastatal with the responsibility of coordinating and promoting research and technology development activities in the country. It is the chief advisor to the government on all matters pertaining to science and technology and their application to the socio-economic development of the country, and it is under the ministry responsible for science and technology. COSTECH is also entrusted with the responsibility of coordinating and promoting science and technology development activities in the country. NBS is an autonomous public office that provides official statistics to the government, business community and the public. Established under the Statistics Act of 2015 NBS is a co-ordinating agency within the National Statistical System (NSS) that ensures that quality official statistics are produced. Amendments to the Statistics Act in 2018 criminalize the publications of official data without approval of the NBS. It is not yet clear how this new law affects publications of research data under the mandate of COSTECH. Collaboration with Tanzania Bureau of Standards (TBS) may also continue in relation to issues concerning food and feed safety.

Farmer organizations: In addition to the farmer organizations such as the Tanzania Milk Producers Association (TAMPRODA) and the Agricultural Council of Tanzania (ACT) whose detailed information were highlighted in the [previous partnership scoping report](#), Maziwa Zaidi II will also engage other farmers organizations namely, the Agricultural Non-State Actors Forum (ANSAF), the Dairy Development Forum (DDF) and farmer cooperatives in the specific project sites.

Agricultural Non-State Actors Forum (ANSAF) is a member-led national advocacy platform of national and international non-governmental organizations, farmers' umbrella groups and commercial companies with interest in the development of the agricultural sector in Tanzania. Established in 2006, the forum brings together non-state actors and government, and coordinates critical debates on local, national, and continental issues. In this phase, Maziwa Zaidi will collaborate with ANSAF by providing new evidence in support of their advocacy efforts for higher budgetary allocation to development of livestock value chains, especially the agribusiness elements.

Dairy Development Forum (DDF): The Tanzania [DDF](#) was created in 2013 with support from Maziwa Zaidi phase I to bring together national dairy actors in a bid to explore a coordinated approach to collaborative development of the dairy industry. Nested under the authority of the Tanzania Dairy Board, whose role is to strategically plan and coordinate sector development 'in an orderly manner', the DDF acts as a platform where initiatives can be conceived and acted on, where evidence of what works and what does not can be shared and discussed and where action-based alliances between like-minded actors can be formed. It aims to fill gaps in (1) dairy technology and agribusiness skills, craft strategies for (2) expanding the national dairy herd and (3) seek business solutions for year-round availability of quality feeds. The secretariat

for the DDF is performed by the TDB. Steps being taken to register DDF as a private sector driven organization would support Maziwa Zaidi objectives of promoting agri-entrepreneurship in the current phase.

Private sector (inputs and services): Maziwa Zaidi will engage private sector actors of all kinds, especially those involved with inputs and services in the project sites. These include [Animal Breeding East Africa \(ABEA\)](#), [iCow/Green Dream Technology](#) (iCow project), [Private Agriculture Sector Support \(PASS\)](#), Sokoine University Graduate Entrepreneurs Cooperative (SUGECO), Tanzania Career Development Consultants (TACADECO), microfinance institutions and milk processors (such as [Tanga Fresh](#)). Details of roles and expected interactions with these private sector actors are in Annex I.

Non-governmental organizations (NGOs): The partnership mapping exercise conducted for this report identified a list of priority NGOs to partner with (Annexes I – III). Most were partners who were involved in various ways in the first phase, including: the [Netherlands Development Organisation \(SNV\)](#), [Land O'Lakes Inc.](#), [Heifer International Tanzania \(HIT\)](#) and [Solidaridad](#).

SNV is currently implementing Integrated Dairy Farming for Income and Employment for Women and Youth (IEWY) in two districts of Siha and Hai in the Kilimanjaro region. The IEWY project aims at (i) improving production and productivity of women smallholder dairy farmers, (ii) increasing the amount of income from dairy activities that is earned by women and their control over this income, (iii) enterprise and employment creation for young people, as well as (iv) developing viable producer organizations with improved service delivery to their members and increasing knowledge sharing, stakeholder dialogue and learning to influence an enabling environment for equitable and inclusive smallholder dairy development. Solidaridad, on the other hand, is implementing the 'Dairy 2025' project in all districts of the Tanga region with the aim of capacitating dairy farmers to do farming as a business. ILRI has MoUs in place with both organizations to facilitate the partnerships.

Universities and training institutes: Maziwa Zaidi is partnering with [Sokoine University of Agriculture \(SUA\)](#), the [Nelson Mandela African Institution of Science and Technology \(NM-AIST\)](#) and the [Livestock Training Agency \(LITA\)](#). These partnerships are primarily for research implementation and supervision of postgraduate students. Collaboration with LITA is expected to contribute to training on delivery of East Coast fever vaccine amongst other training services.

International organizations: As documented by Mutagwaba and Omore (2015), an array of international organizations exist in Tanzania. Those that Maziwa Zaidi may collaborate with in this phase include: **UN-based organizations** such as the Food and Agriculture Organization of the United Nations (FAO), the United Nations Industrial Development Organization (UNIDO), the United Nations Conference on Trade and Development (UNCTAD) and the United Nations Development Programme (UNDP) whose activities are related to livestock sector initiatives support and business training. FAO, for instance, has work targeting antimicrobial resistance and livestock traceability under a [National Action Plan](#). Initiatives supported by UNCTAD like [EMPRETEC](#) and the associated mobile agriculture and rural development applications for supporting farming as a business ([FAAB](#)) also offer opportunities for collaboration.

Donor organizations supporting initiatives complementary to Maziwa Zaidi in the livestock sector include the Bill & Melinda Gates Foundation (BMGF), which supported the development of Tanzania livestock master plan (TLMP) and may continue to support its implementation; the United States Agency for International Development (USAID), which funds projects on food security and safety, the International Fund for Agricultural Development (IFAD), which funds ILRI-Led research projects on environment and animal health, the Dutch Research Council (NWO) that has funded a project that is agribusiness related to seed systems development; and, the EU, which supports public private partnerships in Tanzania through SAGCOT. Maziwa Zaidi will seek collaboration with these organizations to ensure sustainability of its work and to seek more investments for livestock R4D.

Media organizations: Maziwa Zaidi will work with the media as a channel to pass key messages from research or to promote uptake of results. These include TV stations, radio (national and local) and newspapers.

3 Stakeholders at the local level

As illustrated in Annex II, key institutions that Maziwa Zaidi will collaborate with at the local level in Tanga and Kilimanjaro include local government authorities, zonal TALIRI centres (Tanga and West Kilimanjaro), farmers organizations including Tanga Fresh, Nronga Women's Dairy Cooperative, Kilimanjaro Dairy Cooperative Joint Enterprise (KDCJE), Kondiki Dairy in Kilimanjaro, Tanga Dairy Cooperative Union (TDCU) and the Dairy Development Forum. As already stated, SNV, Solidaridad (and service providers linked to them) will be key partners in implementation at the local level. Private sector actors who are active in Tanga and Kilimanjaro including the Agricare Ltd, Match Maker Associates (MMA), Mberesero Dairy Farm and SeedCo/Kibo Seed Company will also be involved in the implementation of the second phase of Maziwa Zaidi.

4 Partnerships to raise the profile of livestock in Tanzania

Significant activities involving a wide array of stakeholders in the livestock sector occurred between 2015 and 2020 that raised the profile of the livestock sector in Tanzania. Maziwa Zaidi will seek to build on these initiatives to further raise the profile of the livestock sector and the need for more investments in livestock development in collaboration with relevant stakeholders. Some notable activities and key players during this period included:

1. Livestock master plan (TLMP). The official launch of a TZS1.4 trillion (USD596 million) five-year Tanzania livestock master plan (TLMP) in 2019 set the stage for addressing major challenges facing the livestock sector and transforming it. The TLMP is a vision-driven, evidence-based road map with investment plans that seeks to improve animal productivity and production, as well as increase the value addition of key livestock value chains. Maziwa Zaidi will collaborate on steps towards its implementation especially on dairy.
2. The launching of the private sector desk (PSD) at MoLF. The creation of PSD (SAGCOT 2017a) followed recommendations to strengthen the private sector in the TLMP that was developed with ILRI's facilitation and technical assistance to MoLF (ILRI 2019). There is indication that PSD will play a significant role as MoLF embarks on implementing TLMP starting in year 2020.
3. Advocacy to raise budget allocation to the livestock sector. Over the past few years, there has been a decline in externally sourced resources, which has significantly affected the level of investment and disbursement to support the livestock subsector through public financing. Advocacy led by the ANSAF (2017) contributed to a doubling of the budget allocation from TZS15,192 billion in the financial year 2012/13 to TZS 31,712 billion in the financial year 2017/18. While this is a significant achievement, more allocations to the livestock subsector are needed given that this allocation is only about 0.4% of the national budget while the sector's contribution to national gross domestic product (GDP) is much more. The amount is also not a fair share within the agriculture sector budget given the relative contribution of livestock to AgGDP, which itself is also still below the amount that is recommended under the African Union Maputo and Malabo commitments.
4. National livestock stakeholders hosted a national Livestock Expo in 2018 where ILRI gave a keynote address. Maziwa Zaidi will engage in similar promotional activities to raise the profile of livestock and encourage more investments.

5 Engagement strategy for key stakeholders

Power	Stakeholder name	What is your general engagement strategy?	What specific activities will you do?	Who will do them and when?	What materials or products are needed?
High	MALF + PO-RALG	Formal meetings (1-2 per year)	Sharing reports Updates on project activities	Principal Investigators + country representative	Project reports ILRI corporate reports Policy briefs
		Ad-hoc engagements	Invitation to project meetings and events	Principal Investigators + country representative	
		Co-creating solutions	Involvement in advisory/steering committees	Principal Investigators + country representative	Policy briefs
		Develop an advocacy strategy	Identifying and working with Ministry champions	ADGG field coordinator	Research evidence
High	TALIRI	Co-implementation Close monitoring and follow up	Joint meetings Joint implementation of activities	Principal Investigators	Project summaries Work plans
High	Donors	Respond to calls for proposals Advocacy for more investment in livestock	Write concept notes and proposals Attend agriculture donor working group meetings	Principal Investigators + country representative	Good ideas! Concept notes Presentations Success/outcome stories Policy briefs
Medium	TDB	Engagement in project implementation	Formal meetings Co-creating solutions	Principal Investigators + country representative	Project summary documents Progress reports
Medium–low	Implementing technical partners (iCow, NAIC, Universities)	Knowledge sharing and communication plan	Review meetings Involve in Technical Advisory committee	Principal Investigators + country representative	Communication materials Reports

Power	Stakeholder name	What is your general engagement strategy?	What specific activities will you do?	Who will do them and when?	What materials or products are needed?
Low	Implementing development partners (farmer organizations, NGOs)	Knowledge sharing and communication plan	Engagement in meetings Training of agribusinesses Developing bankable business plans and linking to finance Engagement with regional and district dairy forums	Principal Investigators + country representative	Extension materials Training manuals

Notes:

- Whenever there is a change of officials occupying an office in a key stakeholder, a courtesy call should be made to the new post holder.
- Formal meetings will be held 1-2 times per year with each key stakeholder.
- The Technical Advisory Committee will be convened at least once in 2020.

6 References

- ANSAF (Agricultural Non-State Actors Forum). 2017. Trend analysis of public financing to the livestock sector in Tanzania.
- ILRI (International Livestock Research Institute). 2019. Tanzania launches USD596 million livestock master plan. (Available from <https://news.ilri.org/2019/04/10/tanzania-launches-usd596-million-livestock-master-plan/>) (Accessed 10 November 2020)
- Mtengeti, E.J., Phiri, E.C.J.H., Urio, N.A., Mhando, D.G., Mvena, Z. et al. 2008. Forage availability and its quality in the dry season on smallholder dairy farms in Tanzania. *Acta Agriculturae Scandinavica A: Animal Sciences* 58(4): 196–204. <https://doi.org/10.1080/09064700802492362>
- Mutagwaba, C. and Omore, A. 2015. *Partners for Tanzania dairy value chain research and development: A scoping study*. Nairobi, Kenya: ILRI. <https://hdl.handle.net/10568/65155>
- SAGCOT (Southern Agriculture Growth Corridor of Tanzania). 2017a. *Launch of the Private Sector Desk at the Ministry of Livestock and Fisheries*. (Available from <http://sagcot.co.tz/index.php/taking-agribusiness-seriously/>) (Accessed 10 November 2020)
- SAGCOT. 2017b. *Who we are*. (Available from <http://sagcot.co.tz/index.php/who-we-are/>) (Accessed 10 November 2020)
- TOSCI (Tanzania Official Seed Certification Institute). 2020. *Tanzania official seed certification institute historical background*. (Available from <https://www.tosci.go.tz/pages/tosci-historical-background>) (Accessed 10 November 2020)

Annex I: Key national-level stakeholders

Institution	Contact person	Role	Current relationship status: positive (+) neutral/mixed (+/-); challenging/needs improvement (-)
Government			
Ministry of Livestock and Fisheries (MALF)	Angelo Mwilawa, director of Research Training and Extension (DRTE)	Coordination of partners and policy in their technical area	++
	Prof. Hezron Nonga, director of Veterinary Services		++
	Felix Nandonde, director of Animal Production and Marketing		++
Ministry of Finance (MOF)	[No direct contact]	Financing	+/-
President's Office, Regional Administrative and Local Government Authority (PO-RALGA)	Regional administrative secretaries	Technical and regulatory – administer technical subject matter specialists, regulate implementation of activities	++
	District executive directors		++
Tanzania Livestock Research Institute (TALIRI)	Daniel Komwigahilo, country investigator for ADGG	Focal point for ADGG in Tanzania	+++
	Eligy Shirima, director general, TALIRI	Research implementation and support	+++
Tanzania Dairy Board (TDB)	Ag registrar, Tanzania Dairy Board	Food safety regulation, market promotion, registration of dairy farmers (work with RALGs)	+
National Artificial Insemination Centre (NAIC)	Paul Mollel - In charge, National Artificial Insemination Centre (NAIC)	Delivery of artificial insemination services	++
Electronic Government Authority (eGA)	Jabir Kuwe, chief executive officer	Regulator of herd recording digital platform (ADGG), working with TALIRI, and SMS distribution	+++
Southern Agriculture Growth Corridor of Tanzania (SAGCOT)	Geoffrey Israel Kirenga, chief executive officer	Public-private partnerships in agriculture, encouraging private sector investment	++
Tanzania Official Seed Certification Institute (TOSCI)	Patrick Ngwediagi, director general	Seed certification	+/-
Research compliance organizations			
Commission for Science and Technology /National Bureau of Statistics (COSTECH/NBS)	(IITA does this as host for ILRI in Tanzania)	Regulation of research/ data, compliance with animal research guidelines	++

Institution	Contact person	Role	Current relationship status: positive (+) neutral/mixed (+/-); challenging/needs improvement (-)
Tanzania Bureau of Standards (TBS)	Yussuf Athuman Ngenya, director general	Regulation and licensing related to food safety – animal feeds, human food (including milk)	++
Farmer organizations			
Tanzania Milk Producers Association (TAMPRODA)	Hamis Maziwa Zaidiee, chairperson	Umbrella organization for dairy farmers (but not all are members)	+/-
Institution	Contact person	Role	Current relationship status: positive (+) neutral/mixed (+/-); challenging/needs improvement (-)
Agricultural Council of Tanzania	Janet Bitegeko, executive director	Member based organization for farmers (main focus on crops)	+/-
Agricultural Non-State Actors Forum (ANSAF)	Audax Rukonge, executive director	Advocacy for increasing budgetary allocation to livestock	++
Farmer Cooperatives		Collective action, some service and input provision	++
Dairy Development Forum (DDF)		Advocacy on behalf of dairy farmers	++
Private sector – inputs and services			
Processors e.g. Tanga Fresh	Tanzania Milk Processing Association (TAMPA) (Edmund Mariki, executive secretary)	Membership organization for milk processors – information sharing, lobbying and advocacy for dairy sector	-
Animal Breeding East Africa (ABEA)	David Hayman, executive director	Artificial insemination services (including using semen from NAIC)	++
iCow/Green Dream Technology	Susan Kahumbu, executive director (founder)	ICT – SMS messaging	+++
Sokoine University Graduate Entrepreneurs Cooperative (SUGECO)	Revocatus Kimario, executive director	Agribusiness incubation/acceleration	++
Tanzania Career Development Consultants (TACADECO)	Rishiyaeli Nginana Mbise, managing director	Agribusiness incubation/acceleration	++
Private Agriculture Sector Support (PASS)	Helen Wakuganda, zonal manager (Arusha)	Capacity development, work with MFIs to develop bankable proposals	++
Micro-finance Institutions (MFI)	National Microfinance Bank – Nuru Mgwira, Carol Nyangaro	Promote agriculture financing, loans to private sector and farmers	++
NGOs			
SNV	Pascale Tekwi (deputy project manager) Tom Ole Sikar (project manager)	Business development services – AI and farmer training, focus on dairy sector, plus food safety	++
Land O Lakes (AgResults)	Neema Mrema, national coordinator	Business development services in dairy	+/-
Solidaridad	Mary Mukonyi, country representative	Business development services in dairy	++
Heifer International	Leticia Mpuya, country director	Farmer capacity building	+/-

Universities and training institutes			
Sokoine University of Agriculture (SUA)	Department of Veterinary Medicine Department of Animal Science and Production and Department of Food Science	Research implementation, postgraduate students	++
Institution	Contact person	Role	Current relationship status: positive (+) neutral/mixed (+/-); challenging/needs improvement (-)
Nelson Mandela African Institution of Science and Technology (NM-AIST)	Gabriel Shirima, Department of Life Sciences	Research implementation, postgraduate students	++
Livestock Training Agency (LITA)	Pius Mwambene, director general	Business training, ECF vaccination	++
International organizations			
UN (FAO, UNIDO, UNCTAD, UNDP)	Country offices	Livestock sector initiatives, mainly business training FAO works on antimicrobial resistance and livestock traceability	-
BMGF	Country office	Agriculture, livestock	++
USAID	Country office	Food security, food safety	++
IFAD	Country office	Dairy and health	++
NWO (Dutch research council)	Country office	Agribusiness	++
EU	Country office	Public private partnerships support SAGCOT	+/-
Media organizations			
TV, Radio, Newspapers		Opportunity to pass key messages about research	-

Annex II: Key local-level stakeholders

Institution	Contact person	Role	Relationship status: positive (+) neutral/ mixed (+/-); challenging/ needs improvement (-)	Tanga	Kilimanjaro
Government					
TALIRI Tanga	Zablon Nziku, station director	Feeds and Forages research	++	✓	-
TALIRI West Kilimanjaro	Athuman Nguluma, station director	Dryland research	+/-	-	✓
Farmer organizations					
Tanga Fresh	Alnoor Hussein, managing director	Forward/backward linkages with dairy farmers; dairy processor 50% owned by farmers	+++	✓	-
Nronga Women's Dairy Cooperative	Helen Usiri, operations manager	Forward/backward linkages with dairy farmers	++	-	✓
Kilimanjaro Dairy Cooperative Joint Enterprise (KDCJE)	August Ernerst, coordinator	Forward/backward linkages with dairy farmers	++	-	✓
Tanga Dairy Cooperative Union (TDCU)	Athuman Mahadhi, cooperative secretary	Owner of the 50% share in Tanga Fresh; milk marketing	+/-	✓	-
Dairy Development Forum (DDF)	Tanga Dairy Forum	Advocacy	++	✓	-
	Kilimanjaro Dairy Forum (in formation)	Advocacy	++	-	✓
NGOs					
Faida Mali	Tom Sillayo, assistant general manager	Business development services	++	✓	✓
SNV	Pascal Tekwi, deputy project manager	Business development services	++	-	✓
Solidaridad	Jasmine Mushi, dairy investment manager (Tanga)	Business development services	++	✓	-

Institution	Contact person	Role	Relationship status: positive (+) neutral/ mixed (+/-); challenging/ needs improvement (-)	Tanga	Kilimanjaro
PUM Dutch Volunteer Service	Willem van Weperen Via Solidaridad Christine de Dobbelaere, PUM representative Arusha	Business development services	++	✓	-
Private sector					
Agricare Ltd	Julius Shoo, managing director	Business Development and agrovet services	+++	✓	-
Matchmaker Associates	Mkani Waziri, country project manager	Business Development Services, milk ATMs	++	-	✓
Mberesero Dairy Farm	Farm manager	Feeds and breeds	+/-	✓	-
SeedCo/Kibo Seed	Managing directors	Seed supply for forage varieties	+/-	✓	✓
Training institutes					
Livestock Training Agency (LITA), Tengeru	Pius Mwambene, director general	Sell forage seeds, train extension staff	+/-	✓	✓
Capacity Building Organization (CABO)	Via SNV	Business Development Services	+/-	-	✓

Annex III: Foreseen interactions with major ongoing initiatives in the dairy sector

Project/initiative	Donors and implementers	Nature of intervention	Foreseen interaction
Africa Dairy Genetics Gain (ADGG)	BMGF; implemented by ILRI (Genetics Flagship)	Herd recording and ICT data platform	Use of data platform for e-extension
Partnership for Artificial Insemination Delivery (PAID) – closing	BMGF; implemented by LoL-V37	Public-private partnership for AI delivery	Leverage private sector linkages developed
Climate-smart dairy systems through improved forages and feeding strategies:	IFAD; implemented by CIAT (Environment Flagship)	Enhancing productivity and adaptive capacity while mitigating greenhouse gas emissions	Leveraging tested climate-smarts feeds and forages technologies
Greening Livestock	IFAD; implemented by ILRI and CIFOR (Environment Flagship)	Incentive-based interventions for reducing the climate impact of livestock in East Africa	Interventions to reduce greenhouse gas emissions
Women in Chicken Business	NWO; implemented by ILRI (LLAFS Flagship)	To develop, promote and test women-led chicken businesses	Sharing of lessons on Women and youth in agribusiness
More Milk	BMGF; implemented by ILRI (A4NH – Food Safety Flagship)	Food safety interventions	Sharing of methodologies; and lessons
Integrated Dairy Farming for Income and Employment for Women and Youth	Comic Relief; implemented by SNV	Employment and agribusiness	Partnership in piloting of agribusiness interventions
DairyProfit	EU; implemented by Match Maker Associates	Youth enterprise development	Partnership in piloting of agribusiness interventions
Dairy 2025: Catalyst for investment and climate smart dairy project	Dutch funding; implemented by Solidaridad	Professionalizing Dairy farming in Tanga	Partnership in piloting of agribusiness interventions
AgResults: Tanzania Dairy Productivity Challenge Project	Multi donor (BMGF et al); implemented by LoL-V37 and Abt Associates	Pay for results prize competition to spur dairy productivity	Partnership in piloting of agribusiness interventions
Dairy Nourishing Africa	Global Dairy Platform / Rabobank partnerships; implemented by LoL-V37	Farmer-allied processors as entry point for raising productivity	Potential partnership in piloting of agribusiness interventions

ISBN: 92-9146-625-5



The International Livestock Research Institute (ILRI) works to improve food and nutritional security and reduce poverty in developing countries through research for efficient, safe and sustainable use of livestock. Co-hosted by Kenya and Ethiopia, it has regional or country offices and projects in East, South and Southeast Asia as well as Central, East, Southern and West Africa. ilri.org



CGIAR is a global agricultural research partnership for a food-secure future. Its research is carried out by 15 research centres in collaboration with hundreds of partner organizations. cgiar.org