

Partnership for Market Access; towards a sustainable market-oriented horticultural sector in Tanzania

Writeshop, Arusha, March 6 and 7, 2006

Proceedings

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1. Background and objectives of the writeshop

The Netherlands Ministries of Foreign Affairs, and Agriculture, Nature and Food quality have taken the initiative for a Partnership on Market Access in the export horticulture sector between Tanzania and The Netherlands. The main objective of this partnership is to improve the access of horticultural products from Tanzania (cut flowers, horticultural seeds, cuttings, vegetables and fruits) to markets of Europe and other countries by tackling common export bottlenecks and enhancing cooperation between public and private stakeholders.

The main bottlenecks were identified by a team of consultants and their findings discussed in a first stakeholders consultation in Arusha in October 2005. That meeting confirmed that there is ample commitment to the partnership programme, but it did not reach a prioritization of bottlenecks and selection of project ideas to be worked out under the programme. Therefore, the meeting was followed up by a second stakeholders consultation in January 2006 organized by TAHA which resulted in the selection of the following three project ideas:

- Industry driven horticulture training;
- Registration of pesticides
- Protection of intellectual property rights.

Subsequently, in March 2006 a two-day writeshop was organized by TAHA and facilitated by consultants of Wageningen UR, with the following objectives:

- To review the project ideas and identify possible additional ideas;
- To identify partners and establish commitment;
- To jointly write up the project ideas into (draft) proposals;
- To discuss and decide upon the follow-up activities;
- To discuss some organisational aspects of the partnership programme.

The writeshop enjoyed active participation of a good range of representatives: almost all invitees were present and contributed actively. An overview of the programme is presented in annex 1 and the list of participants in annex 2.

2. Programme of the Stakeholders Consultation

Mr. Colman Ngalo, President of the Tanzania Horticulture Association (TAHA), welcomed the participants and officially opened the writeshop. He emphasized the promising potential of this partnership initiative to contribute to a sustainable development of export horticulture in Tanzania. He appreciated that all relevant stakeholders have set aside their differences and are working together for the common interest of improving the export of horticultural produce from the country thereby providing direct income and employment to its people. He wished the writeshop all success.

Mr. Aart Dekkers of the Royal Netherlands Embassy in Dar es Salam was pleased to see all relevant stakeholders represented around the table and welcomed all of them. He reiterated the importance of bridging differences and building up constructive partnerships. He foresaw positive developments in this partnership initiative and looked forward to the outcome of the writeshop.

Mr. Andre de Jager of Wageningen University facilitated the plenary session of the writeshop.

After a quick round of introduction of participants, Andre de Jager presented the background, objectives and process so far of the WSSD Partnership in horticulture between Tanzania and

The Netherlands as a reminder to all and as point of reference to the writeshop (refer to annex 3 for the presentation). The criteria for selection of projects under the partnership programme were also brought back to mind:

- Commitment and priority by a range of public and private stakeholders in the sector;
- Active participation of public and private stakeholders;
- Expected positive impact on market access within 3 to 5 years;
- Spin-off impact on national and regional market development and poverty reduction;
- Contribution to long-term sustainable development of the sector with regard to people, planet and profit;
- No overlap and where possible linkages with existing projects and activities.

Ms. Jacqueline Mkindi, Executive officer of TAHA, gave an update about developments after the first stakeholders consultation in October 2005. In fact, TAHA had taken a pro-active approach taking the process further to a next level. In a second stakeholders consultation held in January 2006, a prioritization was made and three problem areas were identified to be taken up and worked out into project proposals in the writeshop. On each of these areas a working group was formed and a first description of the problem and direction of solutions had been made in a short concept note. A fourth problem area around local capacity in Sanitary and Phytosanitary issues (SPS) was felt to be less urgent for inclusion in the partnership programme.

Then, the TAHA representatives in each working group presented shortly the three problem statements and ideas of solution to be further worked out:

- Industry driven horticulture training by Eric Zweig;
- Registration of pesticides by Henry Wanjala;
- Intellectual property rights by Jan Harm Beukema, who is also member of TASTA.

The participants agreed in general to the problem areas and indicated directions for solution.

After a short break, Rogier Verschoor presented and facilitated a discussion on the logical set-up and format of the project proposals to be used under this programme (refer to annex 4 for the presentation).

The participants were divided into three groups, according to the three problem areas. The remainder of the morning and the whole afternoon was spent on analyzing the problem and writing up a proposal (refer to annex 2 for the group compilation). The group work was facilitated by Andre de Jager, Rogier Verschoor and Aart Dekkers. All groups worked with great enthusiasm and arrived at first draft proposals to be presented the next morning.

The first session of the second day, had the objective to present and discuss the proposals as written up so far with the participants and the members of the Partnership Committee. Therefore during this session the following PC members were present: Mr. Julius Mkenda of TPRI, Ms Maria Ijumba, the general manager of FAIDA MALI, Mr. Mike Chambers and Tjerk Scheltema, respectively the vice-president and secretary of TAHA.

The draft proposal on horticulture training was presented by Mr. Thobias Sijabaje of the Ministry of Agriculture, Food security and Cooperatives. This draft proposal had been worked out into a great detail. Participants asked for clarification on a few issues and it was pointed out that the project is not about setting up a completely new training centre, but has the objective to formulate a business plan for an industry-driven training programme which would make use of and build on existing training modules as far as possible. The project aims to have a training programme up and running to provide sufficient and well trained employees to the export horticulture sector. The participants observed that the relation between problem statement, desired situation and project objectives was still weak and requested the group to

improve the proposal on that point. Furthermore, the budget was only based upon rough estimations and the group was also requested to formulate a more detailed budget including clear indications of the own contribution of stakeholders.

The draft proposal on pesticide registration was presented by Mr. Henry Wanjala of Gomba Estate Ltd. The safe use of pesticides was found to be a sensitive issue and surrounded with quite some negative interpretation and lack of trustworthy information. At the same time the issue is crucial to the industry in order to be competitive and comply with international export standards. Therefore, this problem has to be dealt with urgently and wisely. The proposal made clear distinction between a short term solution to obtain allowance for the use selected unregistered pesticides and a longer-term process to improve the registration practises. The group was requested to pay specific attention and be complementary to ongoing developments as initiated by TAHA and the relevant authorities. Only a global budget was presented and the meeting requested the group to formulate a more detailed budget.

The draft proposal on the protection of intellectual property rights was presented by Mr. Jan Harm Beukema of ENZA Zaden Africa (who is a member of TAHA as well as TASTA). The protection of intellectual property rights is a major issue to the seed propagators and cutting producers, but also hampers the introduction of new, relatively high margin and improved varieties of flowers and vegetables to the country. Although there is a national legislation in place to protect breeders' rights, the industry strongly prefers the adoption of internationally approved and controlled standards as laid down in the UPOV convention. The draft proposal built clearly on the local legislation and centred on a proper analysis of all pros and cons of signing the UPOV convention. The group was requested to improve its budgeting and give indications of the own contribution by stakeholders.

The first drafts of the proposals are presented in annexes 5, 6 and 7. No budgets are presented yet, since the groups were requested to work out the budget in more detail after the workshop.

In general, the meeting accepted and confirmed that the draft proposals were making good progress in the right direction so as to address the problem areas as prioritized. Therefore, the participants in the morning session approved the draft proposals and encouraged the groups to continue their work taking the above mentioned remarks into consideration.

As the Partnership Committee had plans to meet and discuss the project proposals within two to three weeks, the groups were requested to finalize their proposals within two weeks from date and send them to TAHA. Around March 21st, 2006, TAHA will then send the proposals around to all stakeholders and present them to the Partnership Committee seeking its approval.

The afternoon was used by the groups to further elaborate and improve on their proposals.

Before closure of the workshop, Ms. Jacqueline Mkindi of TAHA and Mr. Aart Dekkers of the Royal Netherlands Embassy thanked the participants for their active contributions and hard work which has resulted in a good step forward in the partnership process.

3. Agreements on the way forward

The writeshop resulted in three draft proposals generally approved by the representatives of stakeholders and it was agreed that these proposals would be finalized soon in order to upkeep the pace of the process. In specific, the following agreements were reached:

1. All groups will formulate a second draft of the proposal and discuss and seek approval of all partners in the project before March 20th, 2006. Specific attention needs to be paid to the budget and the required own contribution of the partners.
2. Andre de Jager and Rogier Verschoor can be requested to provide input for the finalization of the project proposals and budgets.
3. By March 21st, 2006 TAHA will send around the three proposals to all stakeholders for their information and feedback.
4. The week after March 21st, 2006 TAHA will officially present the three final proposals to the Partnership Committee seeking its formal approval.

Annex 1 Programme

Writeshop Partnership for Market Access Tanzania - The Netherlands March 6 and 7, 2006, New Safari Hotel, Arusha

Workshop Objectives:

1. To review the project ideas and identify possible additional ideas;
2. To identify partners and establish commitment;
3. To jointly write up the project ideas into (draft) proposals;
4. To discuss and decide upon the follow-up activities;
5. To discuss some organisational aspects of the partnership programme

Provisional programme

MARCH 6			
Time	Topic / Agenda	Methodology	By who
09.00	Welcome	Plenary	TAHA and RNE
09.30	Introduction, objectives and programme	Plenary	Andre
10.15	Short presentation of project ideas	Plenary	Eric, Henry, and Jan Harm
11.00	Introduction and discussion of format of project proposals	Plenary	Rogier
Complete afternoon	Write up draft proposals	Group work	Facilitated by Andre, Rogier and Aart
MARCH 7			
Time	Topic / Agenda	Methodology	By who
9.00	Write up draft proposals (continued)	Group work	Facilitated by Andre, Rogier and Aart
11.00	Presentation and validation of draft proposals	Plenary, including selected decision makers	Thobias, Henry and Jan Harm
Afternoon	Finalize write up of draft proposals	Group work	Facilitated by Andre, Rogier and Aart
16.00	Discussion and agreements on way forward		Andre
16.30	Closure		Jacqueline and Aart

Annex 2 List of Participants

LIST OF PARTICIPANTS WRITESHOP MARCH 6 and 7, 2006, ARUSHA

S/N	NAME	INSTITUTION	E-MAIL	TEL.	GROUP
1	ANDRE DE JAGER	LEI / Wageningen University	Andre.dejager@wur.nl	0031 317	Pesticide
2	DEUSDEDIT BUGANGIRA	ARUMERU DC	drugangira@yahoo.com	0748 322484	Training
3	TOM SILLAYO	FAIDA MALI	tomsillayo@faidamarketlink.or.tz	0744 778070	Training
4	ERIK ZWEIG	TANZANIA FLOWERS (TAHA)	erik.zweig@tfl.co.tz	0744 508891	Training
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6	MARY LUCAS	AGRICULTURE - ARUMERU		0744 480253	Training
7	THOBIA SIBAJAJE	MAFC	sijabajetm@yahoo.co.uk	0745 88 5443	Training
8	JULIUS MKENDA	TPRI			Training
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16	HENRY WANJALA	GOMBA ESTATE (TAHA)	henry@gel.co.tz	0744 945033	Pesticide
17	FABIAN MKONDO	MAFC	mkofabi@yahoo.co.uk	0744 561341	Pesticide
18	JACQUELINE MKINDI	TAHA – Executive Officer	taha@habari.co.tz	0744 306878	Pesticide
19	ROGIER VERSCHOOOR	FACET	r.verschoor@facetbv.nl	0031 30 6933766	Training

Annex 3 Introduction to writeshop

Partnership for Market Access in Horticultural Sector in Tanzania

Proposals writeshop March 6th and 7th, 2006
Arusha



Objective of partnership

Develop an effective and durable public and private partnership between partners in Tanzania and the Netherlands aiming at attaining a solid and productive horticultural chain to improve access for horticultural products from Tanzania to international markets.



Approach

- Sector-driven programme and projects
- Commitment by partners in horticultural chain
- Project activities formulated and implemented by sector partners in Tanzania (and The Netherlands)
- Programme managed by Partnership Committee



Criteria partnership initiatives

- Commitment (financially, persons) and high priority by public and private stakeholders in the sector
- Expected positive impact on market access 3-5 years
- Active participation of public and private stakeholders in formulation and implementation
- Spin-off impacts on national and regional market development and poverty reduction
- Contribution to long-term and sustainable development of the sector concerning People-Planet-Profit
- Added-value to and where possible linkages with existing activities
- Sector is beneficiary and activities could not be taken up by private or public partners alone



Possible activities

- The creation of a level playing field for export growers in terms of environmental and/or labour regulations
- Meeting EU and private requirements for out-growers and small farmers
- Enhancement of Corporate Social Responsibility practices by the sector
- Research and development on e.g. good agricultural practices
- Public-private investments aimed at enhancing logistic efficiency
- Organisation of the private sector
- Training and advice
- Involvement of civil society organisations



Partnership activities in Kenya

- Developing a Business Plan for Technical Support and Management Training
- Encouraging smallholder involvement in export floriculture
- Research and Development on Diversification of Products and Markets, and Post harvest Control in the Floriculture Sector of Kenya
- Harmonisation labels / fruit processing??



What has happened so far?

- Position paper formulated and discussed
- First stakeholders consultation October 2005 resulting in identification of potential project proposals
- TAHA-led validation / prioritization paper
- Second stakeholders meeting January 2006
- Draft proposals / ideas



Proposals / ideas formulated

- Advocating for a Market Oriented Strategy for Pesticides in Tanzania
- Tengeru Institute Curriculum Enhancement for Horticultural Management
- Addressing the issue of plant breeders rights in Tanzania
- SPS issues?



Objectives of the writeshop

- Review proposals / ideas developed and identify possible additional ideas
- Identify partners and establish commitment
- Write-up of proposals
- Discuss and decide upon follow-up activities
- Discuss organisational aspects of the partnership programme.



Agenda

DAY 1

- Welcome
- Introduction
- Presentations and discussions on project ideas
- Discussion on project formats
- Proposal writing in groups

DAY 2

- Presentations and discussions on proposals
- Proposal writing in groups
- Discussion and agreement on follow-up activities



Annex 4 Introduction to proposal formats

Partnership for Market Access in Horticultural Sector in Tanzania

Introduction to proposal formats
Writeshop March 6th and 7th, 2006 Arusha



WAGENINGEN UR
For quality of life

Global format proposals (max 5 pages)

1. Problem statement
2. Description of desired situation
3. Objectives
4. Workpackages of activities
5. Partners in the project
6. Budget
7. Assumptions and risks
8. Complimentarity to on-going activities

WAGENINGEN UR
For quality of life

Relation between components of proposal

Objective
↓
Working package
↓
Activities (including description and approach)
↓
Deliverables (products and time)
↓
Resources (budget and team)

WAGENINGEN UR
For quality of life

4 Project activities and planning

4.1 Working packages

- Approach
- Activities
- Expected outputs (measurable)
(formulate in SMART way: specific, measurable, achievable, realistic and time limited)

WAGENINGEN UR
For quality of life

Example of working package description (1)

WP: Organisation of farmers into farmers groups

Participants: name and time input

Objectives:

- To organise smallholder farmers into groups of 20-30
- To form a network for such groups into an exporter block
- To enable an exporter to work with a large number of smallholders

Description of work:

Activities:

- Outreach to potential smallholders
- Formation of smallholders into exporter groups
- Formation of groups into a larger production block.
- Evolving of producer network into a production company if viable

WAGENINGEN UR
For quality of life

Example of working package description (2)

Deliverables:

1. Over 1500 smallholders informed of project's aims, objectives and requirements. Over 300 commit to working with project.
2. Between 10-15 groups of 20-30 members formed and registered with Ministry as self help groups, with elected officials
3. One network formed, forming smallholder block of groups, with elected officials and registered with relevant authorities.
4. Network evolves into production company if feasibility is proven.

Milestones and expected results:

- Month 3: 1
- Month 6: 2
- Month 9: 3
- Month 15: 4

WAGENINGEN UR
For quality of life

5 Project organisation

- Project partners
- Description of tasks of partners in identified activities
- Project management (schematic/descriptive)

6 Budget

Budget item	Year			Total	Own contribution	Requested from programme
	2005	2006	2007			
Personnel						
Travel+subsistence						
Durable equipment						
Others						
Total						

8 Complementarity

- List of related initiatives
- Describe relation to on-going activities
- Describe added-value of this activity

Annex 5 Draft Proposal Industry driven training programme

Preparation of an industry driven training programme for export horticulture in Tanzania

Problem Statement

The export horticulture industry in Tanzania experiences a lack of adequately trained personnel for positions at middle management and production level as well as for programmes promoting the participation of small producers in horticulture export.

Description of desired situation

An ongoing programme is providing on regular basis training on horticulture thereby delivering sufficient and adequately trained personnel to the export horticulture sector.

This project is meant to be a first step towards that desired situation. Upon completion of this project, it is expected to have a set of curricula developed for training modules and to have a business plan for an overall training programme. The second step is expected to include capacity building of the identified training providers and coordinating body.

Objectives

- To develop a set of curricula for modules forming a training programme for the horticulture export.
- To prepare a business plan for the implementation of that training programme.

Potential clients of the training programme

- Commercial export farms sending their personnel
- Individual export oriented producers
- Commercial farms running outgrower or contract farming schemes sending their extensionists or (lead) producers
- Trainers (to be) involved in training programmes for small producers
- Individuals looking for employment in the sector (future personnel)

Potential subject areas for training modules

- Introduction into export horticulture and efficient production systems
- Plant and crop management (field or greenhouse supervision)
- Post harvest handling (grading, packing, storage, transport supervision)
- Irrigation and water management (irrigation unit management)
- Plant nutrition and soil management (fertigation unit management)
- Pest management and safe use of pesticides (scouting and spraying)
- Export requirements and traceability (EurepGAP, BRC, MPS etc.)
- Food safety (HACCP, Codex, hygiene etc.)
- Quality management for export business systems (ISO 9001)
- Communication and (human resource) management skills
- Harvesting
- Contract farming and outgrowers schemes

Training modules will bear in mind the different production systems (i.e. commercial export farms, individual producers, outgrowers etc.)

Work package 1

Approach

Conduct a training needs assessment through a survey visiting farms and a round of interviews to identify and prioritize the requirements of the private sector with regard to competencies and practical skills of their personnel, extensionists and trainers.

The survey will focus on:

- 1.A competencies and practical skills that current personnel lacks
- 1.B the competencies and practical skills that farms seek in new personnel
- 1.C prioritization of those competencies and practical skill requirements
- 1.D how much time farms can spare their personnel for training in such areas
- 1.E which language the farms prefer per module or subject area (Kiswahili or English)
- 1.F how much personnel farms expect to send for training and with what frequency
- 1.G what is considered to be a fair fee for training
- 1.H what expertise farms are willing to offer (as resource persons)
- 1.I whether farms are interested to offer internships
- 1.J what other contributions farms can offer (e.g. receiving groups for hands-on training)

Activities

- 1.1 Identification of a qualified consultant
- 1.2 Design of the survey
- 1.3 Identification of sample of farms and producers to be visited and interviewed
- 1.4 Implementation of the survey
- 1.5 Analysis of the survey
- 1.6 Validation of the draft survey conclusions with the project working group
- 1.7 Formulation and presentation of the survey report

Expected outputs

- 1.i Training needs assessment survey report (maximum 10 A4)
- 1.ii List of prioritized subject area for training modules
- 1.iii Recommendations with regard to training modules to be developed

Work package 2

Approach

Make a comparative analysis of existing horticultural training institutions and experiences in the country (e.g. Horti Tengeru, AVRDC, Sokoine Agricultural University, TPRI) as well as in other countries (e.g. ZEGA in Zambia; Wageningen, Wellant, CBI, PTC+ and Hivos in The Netherlands; also Israel; India, South Africa) as an input for design of the programme.

Work packages 1 and 2 can be carried out by the same consultant in consultation with the project working group. The group has more direct involvement from package 3 onwards.

Activities

- 2.1 Identification and comparative analysis of relevant institutions in horticultural training in the country
- 2.2 Identification of relevant institutions and/or experiences in horticultural training in other countries
- 2.3 Selection of 2 to 4 institutions and/or experiences abroad to be visited and reviewed
- 2.4 Visit of 2 groups of 4 project working group members to these institutions/experiences

- 2.5 Comparative analysis of their training programmes with regard to subjects, curricula, methodology, practises, financial sustainability, client group etc.
- 2.6 Validation of findings with the project working group
- 2.7 Formulation and presentation of a comparative analysis report

Expected outputs

- 2.i List of potential providers of horticulture training modules in the country as well as from abroad
- 2.ii Comparative analysis report (maximum 8 A4)
- 2.iii Recommendations with regard to training methodology and organisational set up of the horticultural training programme

Work package 3**Approach**

Seek approval of the recommendations as mentioned under 1.iii and 2.iii leading to a joint decision by relevant stakeholders with regard to the set of curricula to be developed.

Activity

- 3.1 Organisation of a stakeholders consultative meeting

Expected output

- 3.i Decision on set of curricula for maximum 14 training modules
- 3.ii Decision on the basic training methodology and organisational set up to be followed

Work package 4**Approach**

Develop curricula for maximum 14 separate training modules (per subject area) as per priority list under 1.ii. The modules form a basic training programme for export horticulture, but can also be followed as short, stand-alone courses.

Activities

- 4.1 Identification of a qualified expert experienced in training and curriculum development as coordinator for the development of curricula for all modules
- 4.2 Identification of experts/resource persons per subject area (i.e. per module)
- 4.3 Formulation of learning objectives per module
- 4.4 Identification of existing and required materials per module
- 4.5 Establishment of the training methods per module
- 4.6 Validation of the curricula with the project working group
- 4.7 Pre-testing of the curricula through review by selected export farms
- 4.8 Finalization of the curricula
- 4.9 Seeking approval of curricula by the Permanent Secretary of the Ministry of Agriculture, Food security and Cooperatives

Expected outputs

- 4.i A set of curricula for maximum 14 training modules (i.e. 14 subject areas) as prioritized by the export horticulture sector

Work package 5

Approach

Design the overall basic training programme for export horticulture consisting of the separate modules as developed. These modules can also be followed as short, stand-alone courses.

Activities

- 5.1 Identification of core modules and overall training programme logic (defining which module has to be completed before another one)
- 5.2 Establishment of timing, sequence and frequency of the training modules
- 5.3 Seeking accreditation of separate modules and the overall training programme by relevant authorities or agencies

Expected outputs

- 5.i Design of the overall training programme for export horticulture
- 5.ii Accreditation in progress

Work package 6

Approach

Conduct a quick scan of industry driven training programmes in other sectors in Tanzania as input into the development of the business plan.

Work package 6, 7 and 8 contribute in particular to objective 2 which is development of a business plan for horticultural training and will be carried out by a business plan team of 2 to 3 representatives of the project working group assisted by a facilitator / consultant (who may be the same as earlier work packages, but not necessarily).

Activities

- 6.1 Identification of a facilitator / consultant
- 6.2 Establishment of a business plan team of representatives of the project working group
- 6.3 Selection of 2 sectors (out of 4 being: coffee, tea, tobacco and cashew) to be reviewed
- 6.4 Visit and interview the respective sector wide organisations and training providers
- 6.5 Draw practical lessons for the horticulture sector

Expected output

- 6.i Short description of lessons to be learned from industry driven training in 2 other sectors and recommendations for the horticultural training programme

Work package 7

Approach

Based on the training needs assessment survey report (1.i.), the list of potential providers of horticulture training modules in the country as well as from abroad (2.i), the comparative analysis report (2.ii) and the recommendations with regard to training methodology and organisational set up of the horticultural training programme (2.iii) and the lessons to be learned from industry driven training in other sectors (6.i), selection of the overall coordinator of the training programme and providers of training modules and the subsequent design of the organisational set-up.

Activities

- 7.1 Identification of the most appropriate body / organization to coordinate the overall horticultural training programme

[illegible]

Working Group Members and their tasks

TAHA	working group leader to ensure that project is sector driven secretariat financial responsibility
MAFC Training dept.	leader for work packages 4 and 5 main contributor to curricula development provider of formal approval of curricula
FAIDA MaLi:	bring in the smallholder and outgrower perspective to ensure complementarity with their BDS and MaLi services
Horti Tengeru	horticulture expertise centre and potential training provider
AVRDC	horticulture expertise centre and potential training provider

The working group will hold quarterly meetings to monitor the project progress. TAHA will take the financial responsibility as well as the task of project secretariat.

Stakeholders to be kept informed and involved

TPRI	for its training expertise and being a potential training provider
Sokoine University	potential training provider
Wageningen University	facilitation, information and potential training provider
Certification agencies	providers of relevant accreditation for certain training modules
Ministry of Livestock dev.	Horticulture training comes currently under this ministry
Prime Minister's Office Local Governance	Extension comes currently under this ministry

Budget (summary in Euro)

As can be seen from the detailed budget above, the total budget for this project is Euro ... out of which Euro ... is kindly requested from The Netherlands Government as an investment in the Tanzanian horticulture export sector, whereas the total contribution of the sector itself amounts to Euro ... or .. %.

Work package and type of costs	Own contribution	Contribution requested	Totals
1. Training needs assessment	0	0	0
2. Comparative analysis	0	0	0
3. Consultative meeting	0	0	0
4. Curricula development	0	0	0
5. Design overall programme	0	0	0
6. Quick scan other sectors	0	0	0
7. Design organisational set-up	0	0	0
8. Preparation of business plan	0	0	0
9. Secretariat	0	0	0
TOTALS	0	0	0

Assumptions and risks

- Horticulture training currently comes under 3 different ministries (MAFC, MoLD, ROLG).
- The capacity of Horti Tengeru has been neglected for years.
- There will be sufficient total demand for training by paying clients in order to run the training programme on regular basis and on its own.

Complementarity

Business development services and farmers' group formation trainings by FAIDA MaLi.

Training courses provided by international agencies (CBI, MPS, FAO); it is expected that some of these can be brought in as training modules into the overall training programme.

Annex 6 Draft Proposal Pesticides registration

ADVOCATING FOR A MARKET ORIENTED STRATEGY FOR PESTICIDES IN TANZANIA

Problem statement

The horticultural sector in Tanzania is constrained by timely accessibility of appropriate pesticides. Reasons for constraints are mainly legal issues ranging from the pesticides registration procedures, registration fees, limited crop range on labels of already registered pesticides, and lack of harmonization in the regional registration system.

Although the horticultural sector is already implementing Integrated Pest Management, the sector still appears to have a negative image with the general public regarding the safe use of pesticides.

Description of desired situation

- Timely accessibility of appropriate pesticides at competitive conditions
- A pesticides legislation system favorable to horticultural sector
- Public awareness on the safe use of pesticides in horticultural sector
- High standards in the sector of environmental friendly and safe use of pesticides

Pesticides Working Group (PWG)

- Heikki Niskala, TAHA
- Jacqueline Mkindi, TAHA
- Henry Wanjala, TAHA
- Jonathan Akhabuhaya, TPRI
- Mkondo Fabian, MoAFS
- Moshe Erez, Balton (T)

Objective 1

To improve the accessibility to horticultural pesticides in a cost effective way

Working packages

1.1 Interaction with PARTS (Pesticides Approval and Registration Technical Sub-Committee)

- The Pesticides Working Group with a legal Consultant will study the legislation and technical aspects in Tanzania and other countries (e.g. Kenya, South Africa) in order to make a survey of issues pertinent to the horticultural sector
Lead: Henry Wanjala (TAHA)
Time: June 2006
- Survey results will be presented and discussed with the stakeholders and areas of concern will be identified as well as issues to be addressed by PARTS
Lead: Jacqueline (TAHA secretariat)
Time: August 2006

- The Pesticides Working Group will have a meeting with the Pesticides Approval and Registration Technical Sub-Committee in which PWG presents a request for short term approval of a list of specific pesticides for the horticultural sector
Lead: Jacqueline (TAHA-secretariat)
Time: September 2006
- The Pesticides Working Group will follow-up with PARTS so that their recommendations are forwarded to NPPAC (National Plant Protection Advisory Committee) and the request will be approved by the Minister accordingly
Lead: Jonathan (TPRI)
Time: immediately following the meeting with PARTS

1.2 Cost effectiveness of pesticides

- The Pesticides Working Group will advocate with PARTS on an extension of the crop range on the label of selected pesticides which are already registered, but exclude use in the horticultural sector (instead of starting separate registration)
Lead: Moshe (Balton)
Time: depend on the results of PARTS
- Sharing regional data on pesticides registration e.g. from East Africa region
Lead: Jonathan (TPRI)
Time: June 2006
- The Pesticides Working Group will advocate with PARTS and/or NPPAC for reconsideration of the current practice and high charge of analytical sampling
Lead: Henry (TAHA)
Time: June 2006

1.3 Review of the act (long term process)

- The Pesticides Working Group with a legal Consultant will advocate for the position of the export horticulture during the revision of the act
Lead: Mkondo (MoAFS)
Time: June – December 2006

Objective 2

To enhance transparency and awareness about the safe use of pesticides in the horticultural sector

Working Packages

2.1 Development and distribution of a technical manual on pesticides

- The Pesticides Working Group with a Consultant will develop, publish and distribute a technical manual containing all relevant information regarding pesticides legislation and safe use
 - Formulate ToR and selection of consultant to write the technical manual
 - Development of the manual by the consultant
 - PWG reviewing and approval of draft
 - PWG final editing of manual

- Identify and negotiate with publisher
- Distribution of manual:
 - within the sector to encourage safe use of pesticides
 - to the general public to create awareness and improve sector's image
 - to (potential) horticultural investors to facilitate easy investment in the sector and set good standard of pesticide use

Lead: Jacqueline (TAHA-secretariat)

Time: January – June 2007

2.2 *General publicity on safe use and handling of pesticides*

Identify topics and messages

Identify appropriate publicity channels (posters, brochures, tv, newspapers, radio)

Formulate a publication plan

Develop and distribute publications

Lead: Andre de Jager (WUR) / Jacqueline (TAHA secretariat)

Time:

Time planning

The project is expected to start in May 2006 (thus tentatively month 1 is May 2006).

Work packages	Months												Deadline
	1	2	3	4	5	6	7	8	9	10	11	12	
1.1 Interaction with PARTS													
1.2 Cost effectiveness of pesticides													
1.3 Review of the act													
2.1 Technical manual pesticides													
2.2 General publicity													

Budget summary in EURO (full budget attached in excel)

Work packages	Own contribution	Contribution requested	Totals
1.1 Interaction with PARTS	0	0	0
1.2 Cost effectiveness of pesticides	0	0	0
1.3 Review of the act	0	0	0
2.1 Technical manual on pesticides	0	0	0
2.2 General publicity	0	0	0
TOTALS	0	0	0

Assumption and risks

PARTS and NPPAC will consider and approve recommendations

The Minister endorses the recommendations

Cooperation and data availability from countries in the region

Complementarity to on-going activities

Under the BEST (Business Strengthening in Tanzania) initiative, the plant protection act of 1997 is being reviewed. Since the focus is not on horticulture alone, there is need for a project focused on the needs of the horticultural sector. This project will regularly interact and cooperate with the activities under the BEST initiative.

Annex 7 Darft Proposal Intellectual Property Rights

Promoting investments through enhancement of plant breeders rights legislation

Introduction

The horticultural sector in Tanzania and especially the propagation material producers and seeds producers are seriously constrained by poor protection of plant breeder's rights. Currently, the Tanzania Government is working on a new set of regulations regarding the plant breeder's rights which is an update of the 2002 set of regulations to protect the plant breeders. The Union for the Protection of New Plant Varieties (UPOV) is an international convention that provides a set of internationally accepted standards serving as a basis for plant breeder's rights regulations worldwide. Tanzania is not a signatory to UPOV.

Problem statement

Despite the 2002 national plant breeder's rights act, horticultural producers in Tanzania feel that breeder's rights are not well protected. To some extent, this is caused by a lack of awareness by the private stakeholders both locally and internationally (i.e. propagation material and seed producers, plant breeders) with regard to the plant breeders rights act and current regulations in Tanzania.

In addition, the fact that Tanzania has not acceded the UPOV convention acerbates the problem as stakeholders see it as a lack of protective regulations and effective control in the country. As a result, (potential) horticulture investors shy away from investment possibilities in Tanzania. On the other hand, local breeding companies do not develop enough new varieties as they are not aware of the benefits of the existing act.

Thus, awareness on the existing Plant Breeders Rights legislation is key for strengthening market oriented horticulture in Tanzania.

Description of desired situation

Tanzania is an attractive country for investment by plant breeders, propagators and seed producers as horticultural plant varieties are well protected in the country.

Objectives

1. To increase awareness amongst private stakeholders (current breeders in Tanzania and potential international investors) on the national plant breeder's rights act.
2. To assess the level of satisfaction and comfort amongst private stakeholders with regard to the existing plant breeder's legislation and control system.
3. To analyze the possibility of undersigning the UPOV convention.

Work packages

Activities under objective 1

- 1.1 Creation of an information package (brochures, leaflets, workshops, media awareness campaign, electronic portal) for stakeholders in Tanzania and investors abroad
- 1.2 Dissemination of the information package and international promotion (e.g. Horti Fair and Grüne Woche)

Activities under objective 2

- 2.1 Inventory of level of satisfaction and comfort amongst current breeders in Tanzania and abroad with regard to the existing legislation and control system

2.2 Analysis of additional needs and possible amendments as recommended by private stakeholders

2.3 Development of a constructive proposal to strengthen the existing legislation and control system

Activities under objective 3

3.1 Make an economic and financial analysis of the expected costs and benefits of undersigning the UPOV convention

3.2 Development and presentation of a report with the outcome of this analysis

3.3 If the analysis recommends undersigning UPOV, obtaining observer status in UPOV to create more awareness and understanding of UPOV systems in public sector

Partners in the project

- Ministry of Agriculture (plant breeders rights office) – Patrick Ngwediagi
- Ministry of Industry and Trade (responsible for international trade issues)
- Tanzania Horticultural Association (TAHA)
- Tanzania Seed Traders Association (TASTA) / seed companies – Jan Harm Beukema
- Tanzania Investment Centre (TIC) - Mr. Senzia

Stakeholders to be kept informed and involved

- Parliament
- HORTI-Tengeru – Damas Marandu
- TPRI
- UPOV

Activity	Responsibilities
1.1 Creation of an Information Package	- Ministry Agriculture PBRO - TASTA - TAHA
1.2 Dissemination of information	- Ministry Agriculture PBRO - TASTA - TAHA - TIC
2.1 Inventory of level of satisfaction and comfort amongst private stakeholders	- TASTA - TAHA - TIC
2.2 Analysis of additional needs and possible amendments	- Ministry Agriculture PBRO - TASTA - TAHA
2.3 Development of constructive proposal	- Ministry Agriculture PBRO - TASTA - TAHA
3.1 Analysis of undersigning UPOV convention	- TASTA - TAHA
3.2 Development and presentation of report	- TASTA - TAHA - Ministry Agriculture PBRO
3.3 Possibly obtaining UPOV observer status	- Ministry Agriculture PBRO

Budget (in EURO)

Work packages	Own contribution	Contribution requested	Totals
1.1 Creation of an Information Package	0	0	0
1.2 Dissemination of information	0	0	0
2.1 Inventory amongst private stakeholders	0	0	0
2.2 Analysis of needs and amendments	0	0	0
2.3 Development of constructive proposal	0	0	0
3.1 Analysis signing UPOV convention	0	0	0
3.2 Development presentation of report	0	0	0
3.3 Obtaining UPOV observer status	0	0	0
TOTALS	0	0	0

Assumptions and risks

- Government and parliament will approve
- Funding from both Dutch government and other stakeholders will be available
- Bilateral relations will be maintained
- The outcome of study will form a good basis for decision making
- Observer status will be granted by UPOV
- Investors will act on positive outcome

Complementarity to ongoing activities

- Government initiative of implementing new act on breeder's rights.
- East African seed policies and regulation harmonisation process