

# 7<sup>TH</sup> DAIRY DEVELOPMENT FORUM



**ILRI Office at IITA –Dar es Salaam**

**19-20 January, 2017**

## Abbreviations

<b>ABEA</b>	Animal Breeding East Africa program
<b>CF</b>	Community Facilitator
<b>DDF</b>	Dairy Development Forum
<b>EADD</b>	East Africa Dairy Development
<b>HIT</b>	Heifer International -Tanzania
<b>LGA</b>	Local Government Authority
<b>LN2</b>	Liquid Nitrogen
<b>MALF</b>	Ministry of Agriculture, Livestock and Fisheries
<b>MITI</b>	Ministry of Industry Trade and Investment
<b>MSP</b>	Multi Stakeholder Platform
<b>NAIC</b>	National Artificial Insemination Centre
<b>PAID</b>	Public Private Partnership for Artificial Insemination Delivery
<b>PO</b>	Producer Organization
<b>SAGCOT</b>	Southern Agricultural Growth Corridor of Tanzania
<b>SNV</b>	Netherlands Development Organization
<b>SUA</b>	Sokoine University of Agriculture
<b>TADB</b>	Tanzania Agricultural Development Bank
<b>TALIRI</b>	Tanzania Livestock Research Institute
<b>TAMPA</b>	Tanzania Milk Processors Association
<b>TAMPRODA</b>	Tanzania Milk Producers Association
<b>TDB</b>	Tanzania Dairy Board
<b>TDCU</b>	Tanga Dairy Cooperative Union

## 1. Welcome remarks

The welcome remarks were made by the DDF chairperson, Professor Ruth Ryoba. She welcomed all the participants and thanked them for taking time to come and participate in the review of the progress being made since the Njombe meeting.

She said that this meeting was crucial as it forms the basis for taking stock of where we are and what needs to be done before the next annual meeting in May to be held in Bukoba. She took the opportunity to thank the DDF secretariat for organizing the meeting, and urged the participants to have open and transparent discussions that will contribute to the growth of the dairy sector.

The chairperson reiterated to the participants that given the persistent challenges facing the dairy industry, stakeholders should work together to identify innovations and technologies that can be deployed/used in production, processing and even marketing of the milk and other dairy products.

## 2. The role of TDB in coordinating dairy stakeholders

The Tanzania Dairy Board (TDB) registrar presented the legal mandates of TDB in the Dairy industry, and reminded the participants that the Board was established by the Dairy Industry Act, 2004 (Cap 262) and is mandated to regulate, promote and develop the dairy industry in Tanzania mainland. It is for this reason that the Board promotes production, collection, processing, marketing and consumption of quality milk and dairy products by facilitating stakeholder's activities.

**The Overall goal** of TDB is to develop a competitive, well-coordinated and regulated dairy industry that will increase contribution of dairy sector to the national economy and improved livelihoods of Tanzanians..

In order to achieve the goal the stakeholders should understand that Tanzania Dairy Board is charged with **organizational and coordination** roles in order to promote the development of dairy stakeholder's organisation at all levels and the industry at large. In doing so TDB collaborates with several stakeholders that include government agencies and various donors working in milk sheds who through their work have greatly supported the formation of stakeholders associations which are crucial in the bulking and eventual marketing of milk. The expected benefits from the well organised and managed grassroots organisations would improve their access to production, marketing and financial services among others.

He underscored that based on the current state of matter; Dairy development in Tanzania is implemented by **multiple players** without a proper co-ordination. Therefore Tanzania's dairy development potential can be harnessed through concerted collaborative partnerships of different players.

Coordination of stakeholders is TDB's main pathway toward achieving a competitive self-sufficient and sustainable dairy industry in Tanzania as stipulated in the Boards Mission "**To promote and develop a competitive sustainable dairy industry in Tanzania through effective coordination of stakeholders and provision of high quality regulatory and advisory services**".

Consequently TDB is prepared to coordinate and accelerate formation of dairy stakeholders associations, cooperatives, organisations, platforms from district to national levels.

TDB will continue **working closely with on-going dairy development programs** e.g. Maziwa Zaidi, EADD, SNV, HIT to support the Dairy platforms and to accelerate formation of dairy stakeholder associations at all levels. To further sell the concept of Dairy Development Forum (DDF) to other development partners such as World Bank and one of the initiatives that will no doubt contribute to this endeavour.

### 3. Multi-stakeholder processes in Tanzania-Experience from MaziwaZaidi in supporting Innovation Platforms

Dr. Amos Omore from ILRI shared with the participants the experience from Maziwa Zaidi. In his presentation he highlighted five key issues that relate to Multi-stakeholder innovation platforms, such as;

- Multi-stakeholder processes (MSPs) comprise mechanisms such as innovation platforms and market hubs. They are important for bringing stakeholders together to solve common problems and foster market linkages
- There is increasing recognition of the need to grow agribusinesses and take a value chains approach as a means to address demands for rural commercialization in Tanzania. MSPs can play a useful role here
- The DDF and local area innovation platforms (e.g., the one in Tanga) are increasingly becoming recognized and appreciated as important MSPs in Tanzania
- DDF was created to act as a national innovation platform and nurture local- area innovation platforms. In this role, it can act as a mechanism to drive dairy development and crystallize widespread innovation in Tanzania.
- MSPs fill a gap in delivery of services to producers, thus filling the gap in under-resourced extension services and linking farmers to sources of knowledge

Furthermore, he informed the participants that from Maziwa Zaidi project the key lesson learnt while facilitating emergence of innovation platforms across pilot sites in Tanzania is that for the platforms to be effective, they need to identify a clear innovation challenge to work on right from the onset. They also need to constantly monitor the progress that they are making towards addressing the identified innovation challenge(s).

The above information can be linked to the example of DDF where:

- The DDF identified three innovation challenges towards its vision of *“an inclusive dairy value chain development in Tanzania”*. The innovation challenges that the DDF is still working on are:
  - a) How to grow the national dairy herd,
  - b) How to address feeds scarcity, and
  - c) How to fill capacity gaps for dairy technology and agribusiness skills.

He noted that while the foregoing three innovation challenges have largely remained valid over the past five years, there is the need for participants to ask themselves questions such as; *What progress has been made so far to address them? For example, has recent vibrant “Whatsapp” exchanges validated or challenged the existing DDF innovation challenges?*

- Maziwa Zaidi has documented the value of DDF to its members. The majority say the DDF is positively influencing information sharing among stakeholders.

- The DDF has begun to play a strategic role at national level for policy dialogue and advocacy, but could do even more.
- Stakeholder participation could be improved through engagement of more value chain actors and greater awareness on the role of the forum – e.g., greater attention to “what’s in it for me”
- There is need for passionate champions to drive the DDF and local area platforms to realize the envisaged transformation of the dairy value chain in Tanzania

## Presentation of the Njombe DDF meeting resolutions

As part of the review, resolutions from Njombe DDF was presented to the members before progress was assessed. The presentation as made by the DDF secretariat as can be seen from the below table. The table indicates the activity, responsible person and timelines.

Table 1. Activities, actors and timelines from Njombe 2016 Meeting

Action	How	Actors	Timeline
<b>1 Availability of pasture and feeds all year round.</b>	<ul style="list-style-type: none"> <li>- Establish a mobile market information system for pasture seeds.</li> <li>- In all agro-ecological zones avail list of recommended species of seeds and pasture</li> <li>- Training farmers on how to produce and store pasture and crop residues</li> <li>- Development of practical working relations between MALF and MITI on the establishment of commercial pasture farms through investment.</li> <li>- Develop a database of pasture seed producers and disseminate this in all regions and districts.</li> <li>- TDB to promote trade on pasture and pasture seeds</li> <li>- Government to make deliberate efforts to ensure that pasture seeds are recognized and certified by TOSCI</li> <li>- Distinguish demand gap for pasture seeds by zone</li> <li>- Government to forge a production relationship for seed production and distribution.</li> </ul>	<ul style="list-style-type: none"> <li>- TALIRI</li> <li>- MOBILE COMPANIES</li> <li>- EADDII-MARK</li> <li>- ADGG, PAID)</li> <li>- TDB</li> <li>- MALF</li> <li>- MITI</li> <li>- MAMUYA</li> </ul>	By January 2017

<b>2 Dairy genetics</b>	<ul style="list-style-type: none"> <li>- To increase the number of Dairy cows through importation and breeding.</li> <li>- Take stock of the total and current breeds based on the locality</li> <li>- Increase the number of Heifers in livestock multiplication units and the private firms</li> <li>- Engage private sector to produce more heifers through contracts</li> <li>- Improvement of NAIC to ensure sexed sperms are used for inseminations.</li> <li>- To sensitize private sector to undertake artificial insemination (AI) as a business service.</li> <li>- Awareness and capacity building for producers on dairy husbandry.</li> <li>- Lobby for the finalization of the breeding Act</li> </ul>	<ul style="list-style-type: none"> <li>- NAIC</li> <li>- PAID</li> <li>- MALF</li> </ul>	By April, 2017
<b>3 Production enhancing technologies.</b>	<ul style="list-style-type: none"> <li>- Capacity building and training regarding good dairy animal husbandry: a)-feeding and pasture storage b) Guidelines for quality milk production.</li> <li>- Improve on the system for accessing equipment and inputs for production and milk processing: a) milk cans b) cooling tanks c) grass choppers.</li> <li>- Access to affordable and appropriate milk packaging materials.</li> <li>- Access to small, medium and large milk processing equipment.</li> <li>- Increase number of milk processing technicians</li> </ul>	<ul style="list-style-type: none"> <li>- TAMPA</li> <li>- TDB</li> <li>- SUA</li> <li>- TADB</li> <li>- TALIRI</li> </ul>	By April, 2017
<b>4 Strengthening of producer groups</b>	<ul style="list-style-type: none"> <li>- To organize producer groups so that they can form cooperatives through the LGA and where possible zonal cooperatives.</li> <li>- Local Government Authorities to Sensitize and encourage dairy farmers to form and register groups/cooperatives.</li> </ul>	<ul style="list-style-type: none"> <li>- EADD</li> <li>- LGA's</li> <li>- Regional Secretariats</li> <li>- TAMPA</li> </ul>	By March 2017
<p><b>TARGET</b> Eastern Zone will start with one cooperative within 2 Years</p>			

<p>Northern Zone will have one producer group cooperative by 2018</p> <p>Lake zone to have one producer cooperative group by 2018</p> <p>Southern Highland zone will also have active farmer cooperative within two years.</p>	<ul style="list-style-type: none"> <li>- Provide cooperative leadership and management training to any established dairy farmer groups and cooperatives.</li> </ul>	
<p><b>5 Sustainable and rewarding market for milk</b></p> <p>Sensitization and promotion of milk as an important healthy food product</p>	<ul style="list-style-type: none"> <li>- Conduct sensitization and educational campaigns. The focus should be through different cadres and three different places especially where there are large groups of people.</li> <li>- Promote milk consumption in social events such as weddings.</li> </ul>	<p><b>LEAD TEAM</b></p> <ul style="list-style-type: none"> <li>- TDB (Mkalati)</li> <li>- MALF</li> <li>- EADD (LYDIA)</li> <li>- TAMPA-(MARIKI)</li> </ul>
<p>Availability of adequate and quality milk</p>	<ul style="list-style-type: none"> <li>- Provision of extension services focusing on production and quality control of milk</li> <li>- Improve supervision and inspection as per the regulation requirements</li> </ul>	<ul style="list-style-type: none"> <li>- TDB</li> <li>- EADD</li> </ul> <p>By February 2017</p>
<p>Availability of policies that promote local production and consumption</p>	<ul style="list-style-type: none"> <li>- Harmonization of the various cess, tariffs and other fees</li> <li>- Promote consumption of locally produced products –provide protection of local products</li> <li>- Work with financial institutions to provide affordable long term loans/credits.</li> <li>- Increase access to milk carrying equipment such as milk cans and packaging materials.</li> </ul>	<ul style="list-style-type: none"> <li>- TDB</li> <li>- MALF</li> </ul> <p>On going</p>



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Improve  
distribution

- Promote the establishment of small and  
medium industries that will produce  
equipment needed for marketing of milk.

- TAMPA

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## 5. Review of the status of implementation of the Njombe resolutions by actors

This section provides information on the status as presented the responsible actors who were tasked as part of the 6<sup>th</sup> DDF resolutions arrived at in Njombe. With exception of TDB activities which cuts across all the five identified areas, the rest of the presentations are linked to specific areas such as Genetics, pasture and feeds etc. as can be seen below in the later paragraphs.

### 5.1 Tanzania Agricultural Development Bank (TADB)

**TADB** presented to the participants what they have done since the last DDF meeting in Njombe. Since the last meeting, they have identified the below dairy actors to whom they have engaged with as partners or will engage within the very near future.

#### Kitulo Dairy Cattle Multiplication Farm.

##### Activities

- Modernization of the farm in order to transform it into commercial enterprises capable of producing dairy cattle heifers to meet growing demand for improved heifers in the country.
- Major investment in pasture development (4,000 ha), purchase of parent stock, farm machineries, milk handling and storage equipment.

##### Challenges:

- The farm is currently making losses.
- Kitulo dairy cattle farm is 100% owned by the government under the Ministry of Agriculture, Livestock and Fisheries. No board of directors or board of trustees; all major decisions are made by the ministry. *TADB recommends that the farm should operate as a commercial entity. There is a need to have an independent board and management (each with a performance contract) which makes timely decisions on strategic and business issues as a business entity.*

##### Proposed actions for Kitulo

TADB proposes the following actions to transform the Dairy Industry in Tanzania:

- All dairy farms owned by the government to be operated and registered as business entities to be able to borrow, sue and be sued in-case of loan default.
- Establishing strong dairy farmer organizations to facilitate efficient and cost effective access to inputs, milk collection, handling, processing and marketing, as well as access to financial services.
- Strengthening livestock research institutions.
- Supporting establishment of small-scale and medium scale milk processing factories at district level. The dairy industry is dominated by small-scale dairy farmers, therefore the need to process the produced milk to increase value and without a need to incur high costs of transportation.

- Embarking on the initiative to expand and develop a sustainable domestic market for milk and milk products including introduction of milk drinking in schools, hospitals, households and other areas.

### Njombe Milk Factory and Njombe Livestock Farmers Association (NJOLIFA).

#### **Activities**

- SAGCOT has provided financial support to dairy farmers to acquire productive dairy cows to increase milk productivity. Thus, there is a need for TADB to support the factory in its expansion plan to be able to accommodate the increase in milk production from dairy farmers.
- The project collaborates with farmers in Njombe District to promote value addition in the dairy sector.
- In 2014, the social project ended and Njombe Milk Factory emerged as a business entity partly owned by Njombe dairy farmers' association (NJOLIFA). To date the factory, receives milk from dairy farmers in Njombe and Wanging'ombe Districts and processes milk, yogurt and various types of Italian cheeses. Factory capacity is 6,000 litre/day but actual production is 3,000 litres/day and 4,500 litres/day during dry and rainfall season. The factory provides extension services to dairy farmers to ensure quality milk is produced. The challenges hindering the factory to reach to its full potential were explained as follows;
  - The factory uses single installed machinery while with the modern practice it needs to have a standby processing machine in case of any technical faults to ensure uninterrupted production . Moreover, the machineries in use are from Italy and spare parts are not easily available. Therefore, the factory needs user friendly modern processing machines.
  - Low availability of milk from dairy farmers during dry season due to limited availability of livestock feed during the dry season.
  - Lack of packaging machinery and product diversification to suit retail customers.
  - Higher operating cost contributed by the use of diesel boiler. The factory needs to switch to alternative boiler that uses cheapest means of heat such as gas.
  - Lack of refrigerated truck for distribution of products. Currently the factory has one old refrigerated truck which is not working.

#### **Potential (Future) Projects for TADB**

The main aim of this project is to establish a quality heifer and breeding bull farm to supply the Tanzanian dairy farmers with cows / bulls which produce a higher amount of milk per cow / offspring, but are also resistant to the regions climatic conditions.

The new breeding farm will be established by 4 project partners: the Dutch registered applicant K.I. Samen, the local partner company Holland Dairies, the third partner the Tanzanian Tanga Dairies Cooperative Union (TDCU) and the fourth partner the Tanzanian company Katani Ltd.

## 5.2 Availability of pasture and feeds all year round

### ***Progress from TDB***

- TDB continued to cooperate with stakeholders in developing different animal feeds alternatives using local products
- TDB budget for 2017/18 has incorporated fund for pasture management training through radio and TV programs

### ***Progress from EADD***

- So far EADD has facilitated establishment of 131 pasture plots for dairy farmers across all POs in Mbeya (30), Njombe (38) and Iringa (41) cluster/regions.
- EADD also facilitated training on dry season feeding strategies; i.e. utilization of maize stovers, hay making & storage and homemade rations. About 5,270 smallholder dairy farmers received several trainings on the same.

### ***Progress from TALIRI***

- Update on the above subject was provided by Dr. Mwilawa. In his presentation he stated that they have continued with research based on the information and knowledge at the research station however TALIRI faces the challenge of accessing funds to implement their activities.
- He stated that TALIRI have continued to carry out research on Station and on Farm based on the information available and knowledge generation on various previous recommended promising forage species in various agro-ecological zones while collecting potential germ plasm within and from outside for evaluation and monitoring.
- The essence being coming up with varieties that are suitable, drought and disease resistance. In addition the research aims in developing forage technologies that are better adaptive to climate change and variability. He clearly pointed out the following;

Currently, TALIRI have forage species (grasses, legumes, fodder grass and fodder trees) recommended for various agro-ecological zones in Tanzania and the list is been updated from time to time, various key players are acknowledged such as TALIRI, SUA, Governmental farms, Private farms, individual farmers etc. ; Informed also that the forage seeds, planting materials e.g. cuttings and splits are available for most important species however you need to request in advance prior to the intended season of planting; Most of the forage seeds may be found in Governmental farms and Institutions but also with private farmers and some farmers;

- What has been a setback on issue with forage seed release has been the funding to carry out the forage seed release procedure and multi-location trials for release as per TOSCI guideline and regulations. TALIRI have the nucleus seeds received from the Gene bank a year ago and since did not have funds to facilitate the process have kept at TOSCI to wait until funds are made available.
- On issues of capacity building on forage technology to various stakeholders is ongoing through visits to our government farms and Institutions. But also training to NGOs and farmers groups in various District Councils.
- On overall TALIRI is facing challenge in accessing funds to implement their activities.
- Participants showed concerns what was the reason for delay in releasing forage seeds officially?

### 5.3 Dairy genetics

#### ***Progress report from PAID/ABEA***

The report of PAID was presented by Joachim Balakana while that of ABEA by Dr. Ali. In his presentation the National Coordinator of PAID highlighted the areas of intervention and achievement since the last DDF as can be seen below:

- a) Increase the number of Dairy cows through increase of Heifers
  - ✓ Re-Training conducted to 177 AI service providers
  - ✓ AI providers have been given service kits on credit including motorbikes
  - ✓ 1551 cows were inseminated between Oct and Nov 2016 within the project site
- b) To support NAIC to produce sexed semen

NAIC has been linked to an international company-ABEA

2800 semen have been proven against a total of 6000 which have been imported into the country

Progress between ABEA and MALF on development of a PPP is ongoing

- c) Develop a database for all dairy cattle in the country

AI service providers have started to collect data on dairy cows using tablets

- d) Sensitize private sector and individuals to be AI providers

177 providers have been trained not only as AI service providers but also as entrepreneurs

- e) Provide capacity building to famers

Training has been organized and planned for 26,000 dairy farmers out of which 50% are expected to be women

The following were mentioned as challenges encountered by the project as well as the proposed solutions

<b>Challenge</b>	<b>Solution</b>
Farmers lack confidence on the use of AI	Start with few targeted farmers as examples to motivate others
Limited financial capability of the project	To work in partnership with other development programs
Farmers and providers expectation to get grants	Awareness to all actors to understand the donor requirements of the project

a) During the meeting a representative from ABEA was present and made a brief introduction on the company and what they are doing not only in Tanzania, but also globally. Participants were informed that ABEA's 5 project areas are:

- ✓ LN2 and semen distribution
- ✓ NAIC semen collection centre
- ✓ Use of genetics
- ✓ AI Technician competence and
- ✓ Farmer education

***Progress achieved by ABEA to date:***

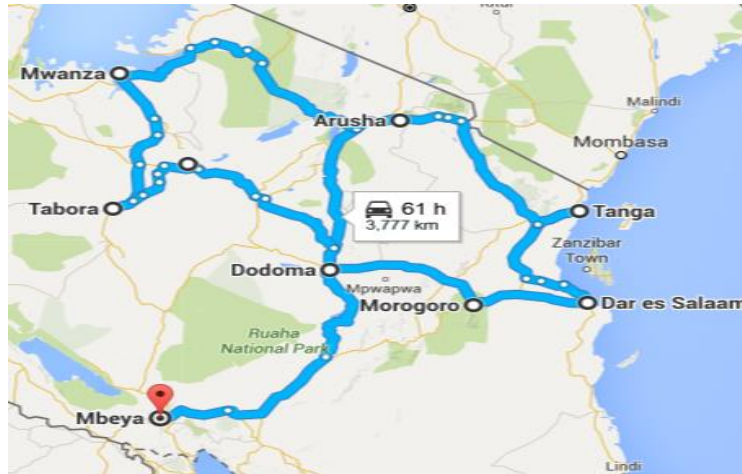
- Completed Training Program 100 technicians on Eastern circuit were recruited and trained by July 2<sup>nd</sup> 2016.
- Franchise structures put in place and equipment distributed, plus branded motorbikes delivered during the months of July & August 2016.

Supervision structure and process has been set up and includes:

- Regional Managers (initially 2, Arusha and Kibaha/Morogoro)
- Team Leader technicians appointed (1 per cluster of 10)
- Workshops on final data capture system & start-up

Imported semen available since August 2016.

ABEA will get the semen, nitrogen and supplies to point of use without compromise to semen and will be available when and where technicians need it, as shown in the distribution map shown below:



The ABEAs business model is hinged on a Franchise participation approach. The franchise approach enables the franchisee to have the following benefits:

- Access to equipment and motorbike through grant funding
- Incentives for improved pregnancy and calf survival results
- Continuous Monitoring and mentoring
- Promotional programs and trials, e.g. synchrony trial, ADGG data capture, and farmer education events
- Win-Win-Win (Farmers/Technicians/NAIC-ABEA)
- Business growth- build a sellable asset

#### ***TDB progress update on genetics***

Linking farmers with TADB and CONVENANT Bank to access loans for buying in-calf heifers. Training and advisory services were given to dairy farmers on criteria for selecting Dairy animals and linking them to heifer multiplication units

## **5.4 Production enhancing technologies**

### ***Progress from TAMPA***

1. TAMPA has provided training to small processors on dairy processing, the last of such training was conducted in Dec 2017 and involved processors from Zanzibar. To date there are several other requests for training from Arusha, DSM, Tabora which have now formed part of 'to do list'-training to be provided subject to funds and time.

2. TAMPA continues to undertake advocacy of the dairy sector particularly on policy and regulatory reforms. TAMPA has recently completed a Study entitled "Impact of Imported Milk on Locally processed Milk, conducted by Economic and Social Research Foundation (ESRF)

3. TAMPA continues to link various milk processors (small and large) with service providers within and outside Tanzania particularly regarding technology and loan facilities so as to improve their businesses.

4. TAMPA has recently facilitated the registration of TAMPA LIMITED to enable processors to have access to packaging materials. In its first few months of operation, TAMPA LIMITED is importing bottles from Kenya for re-sale to processors but has recently purchased a machine to make bottles locally.

5. TAMPA is also in talks with SIDO on the possibility of entering into a Memorandum of Understanding (MoU) on the production of packaging materials to meet the needs of the milk processors in Tanzania.

#### ***TDB progress***

- Linking stakeholders with inputs services providers and with suppliers of animal feed and dairy equipment.
- Training of 30 trainers on milk processing in collaboration with SIDO and TAMPA
- One radio and one TV programme were prepared on Milk processing technologies
- Training on animal husbandry and milk quality control to **123** farmers through special classes in NaneNane celebration 2016, Lindi.

#### ***EADD***

- EADD supports developments for the Mbozi Processing Plant, which is expected to be up and running by April 2017.
- EADD has been providing a continuous technical support to MVIWAMBO on processing and marketing aspects.

### **5.5 Sustainable and rewarding market for milk**

#### ***TDB progress***

- Training on animal husbandry and milk quality control to **123** farmers through special classes in Nanenane celebration 2016 in Lindi.
- Trained 30 trainers on milk processing in collaboration with SIDO and TAMPA.
- One radio and one TV programme were prepared on milk processing technologies
- Linking stakeholders with inputs manufacturer and suppliers for animal feeds and drugs and dairy equipment
- TDB annual budget 2017/18 has included training for training in areas of dairy production and processing
  - Milk school feeding programmes are coordinated,
  - Stakeholder (processors) facilitated to participate in trade exhibition.
  - One TV programme to sensitize people to consume milk,
  - TDB is collaborating with other regulators to remove unnecessary charges and fees in the dairy industry and
  - Inspection for non-compliance of imported milk products



### ***Progress from EADD***

- EADD is in the final stage of rolling over a 3 years' School Milk Feeding Program whereby 10,000 school children in Njombe Region will start benefiting from it. Depending on the finalization of ground work (resource mobilization), the program will start in April 2017.
- EADD trained 51 CAVES and 87 CFs in Mbeya cluster have been trained on the basics of hygienic milk handling at farm level. Intention is for the CFs and CAVEs to enhance farmers' hygienic handling practices.
- In response to milk quality, 20 milk inspectors from different districts in EADD area were trained on milk hygiene and quality. These inspectors are the ones appointed according to the Dairy Industry Act, 2004 with roles, among others, to enhance compliance in dairy.

## **5.6 Strengthening of the producers groups**

### ***Progress from TDB***

- Two meetings were held to strengthen TAMPRODA in coastal regions
- Two meetings to establish DDF in Dar es Salaam

### ***Progress from EADD***

- EADD facilitated establishment of 915 Dairy Interest Groups (DIGs) in the Southern Highlands [target is 1620 DIGs by December 2017]. [<sup>1</sup>].
- EADD facilitated POs to deploy and provide technical support (and remuneration) to 162 Community Facilitators (CFs), 81 Community Agrovet Entrepreneurs (CAVEs) and 12 PO Extension Coordinators (POECs) to mobilize farmers into groups, providing technical backstopping on business and group management, gender and extension services to farmers.
- Of all EADD supported POs, 11 are registered as dairy cooperative society, 1 (MVIWAMBO) as Joint Venture (on final stages) with 15 coops under MVIWAMBO [target is to facilitate MVIWAMBO to register at least 20 coops and form a Coop Union like TDCU].
- In response to stakeholders' call, EADD facilitating farmers in the Southern Highlands to establish a zonal dairy farmer's federation which would be a strongest pillar of TAMPRODA in the Southern Highlands.
- In addition, EADD has plans in place for the establishment of a southern highlands producers' cooperative within two years.

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<sup>1</sup>a DIG is small group of 20 to 30 farmers meant to create social capital, an extension platform and a strong pillar of the Producer Organization (POs) / Dairy Hub

## 6. Considerations for setting up a milk collection

Members were interested to know and understand the minimum volume required before establishing a milk collection centre at any place. For this reason, participants and stakeholders were reminded to take into consideration the below issues while making consideration for setting up milk collection in any area.

1. Seasonality is an issue that must be taken into consideration. This should be backed up with research to inform the actual availability based on the seasons.
2. Despite the reported high volumes of milk in the southern highland participants were wondering why the processors are investing on a processing facility with only 5,000 liters. Questions were raised whether the reported volumes are true.
3. Not all the milk collection and cooling tanks that were donated by the Ministry are being used.
4. Milk collection is best handled through cooperative unions so as to increase member ownership and benefits.
5. For collection centers to work best, members and farmers need to increase productivity in any given area.

## 7. Participants reflections on the lessons learnt

In light of the review of the progress achieved since the last DDF held in Njombe, the 7<sup>th</sup> DDF participants made reflection and summarized their learning as can be seen below:

- That members need to have greater commitment that will be tested through their seriousness and new initiatives targeted towards achieving intended results/objectives.
- It is important for members to identify priorities and to select few issues to address which can eventually lead to final results
- Where necessary, implementation should involve all the actors including those at the grass roots
- That clear targets should always be formulated
- That there is poor information flow amongst the stakeholders
- Despite the importance of task forces, there exists inadequate coordination of members of taskforce/implementers-everybody is implementing on their own.
- There is a general slow progress amongst the dairy farmers to transform into commercial and profitable modern farming
- There is the need to have in place a clear and structured mechanism for linkage/coordination between government and private institutions
- The dairy industry has continued to face the same challenges and problems over time, hence the need for formulate different/innovative strategies to overcome them.
- The milk producers Association (TAMPRODA) has been given less priority/consideration and tasks so that they can fully participate as a key actor's in the industry.

- All future DDF resolutions should be accompanied by strategies for implementation, financing source and set up clear monitoring indicators to help track performance.
- There is the need to frequently adopt the use of different communication mediums such as social media and any other online platform to engage stakeholders in the value chain, e.g DDF *Whatsapp* group.
- There is the dire need for DDF secretariat to engage and make use of various media (mediums) outlets to create industry awareness and to undertake the necessary advocacy
- While some of the stakeholders such as TAMPA are on track to achieve the targets set in Njombe many others have either done nothing or still far away from achieving the agreed/promised targets.
- Once the national master plan is ready, a deliberate effort should be put in place to ensure that all dairy related projects fit within it.

## **8. Presentation of the draft TDB communication strategy**

The draft TDB communication strategy was developed by TDB and presented to the members by Queenter Mawinda-the TDB communications officer. In her presentation she informed the members that the strategy one of the strategies that TDB is employing to implement its mandate. It therefore provides a framework for communicating key messages to its different stakeholders as part of implementing its mission to promote and develop a competitive sustainable dairy industry in Tanzania through effective coordination of the stakeholders and provision of high quality regulatory and advisory service.

After the presentation, the participants had the opportunity to comment on the draft strategy and appreciated the steps being taken up by the TDB management. As a way forward it was noted that the communication strategy is an internal strategy for TDB and not for the stakeholders. TDB was also advised to make the strategy more simple and to follow a clearly identify key mediums that will be used to reach out to each identified target audience. Professor Kurwijila agreed to work closely with TDB communication officer to advise in finalizing it before sharing with the wider public audience.

## 9. The bigger picture for DDF- What is DDF's future?

The discussion on this topic was moderated by Edgar Twine.

The participants took the opportunity to discuss in depth the whole idea of either to formalize DDF or continue to operate as an informal forum that brings together actors for exchange of views.

Critical issues that emerged included whether DDF has the mandate to monitor and take to task its members especially when they do not take up or adequately implement agreed resolutions.

### Which way for DDF 2017 and beyond

Should DDF be registered? Should it be formal? What are the implications for the future of dairy industry? In order to understand and to respond to the foregoing questions, participants looked back at the achievements of DDF over the past several years when it has remained informal.

### What is the role of DDF and what has it achieved so far?

- Bring all actors in dairy value chain together
- Focus on systematic bottlenecks
- Stakeholders driven
- Freedom of expression
- DDF has allowed us to focus on key issues and generating consensus
- To facilitate communication amongst stakeholders
- DDF is now widely recognized and appreciated
- DDF is adding value by promoting complementarily rather than competition
- DDF is viewed as credible
- Enhanced communication among members and with outsiders

### Where do we want to be in 5, 10 years' time?

A summary of the views of participants on what they would like to achieve or see over the next coming years are summarized as:

- Some key actors are missing e.g farmers
- Credible, inclusive, authoritative and trusted DDF
- Encourage free participation of all value chain actors
- Managing participation : quality vs quantity : announcement vs invitation
- Strengthen TAMPRODA

Through a show of hands members expressed their views regarding the DDF formalization or not as can be seen from the below table.

YES(Formal)	NO (Informal)
Bigger voice, structure, recognition, and leadership	No accountable leadership, membership, structure membership, recognition or voice to face various authorities
Publicity and access to information will be achieved(more secure, more energy)	It will have financial implications
A private sector organization will complement TDB, which is a 'Public' institution	Can we overcome the kind of constraints that TAMPRODA and TAMPA has failed
The platforms will give stakeholders protection- DDF can widen inclusivity beyond existing set up	Cannot engage in contract as an informal forum
By formalizing we might have a platform to catalyze other organizations like TAMPA, TAMPRODA and TDB	Potential conflicts with the formal annual council
No conflict with annual council because it is based on self-appointed participation or "what is not for me"	
15 – votes	4-votes

## 10. Issues to consider while planning for an effective 8th DDF

- To have an action plan that will enable farmers envisage dairy sector as most profitable business
- Feed, dairy genetics and dairy data system should be highlighted as key challenges and permanent solution be sought
- Formalization of DDF should be tabled to the stakeholders
- Put in place a monitoring and evaluation committee to oversee implementation of resolutions
- Next DDF to invite medium and large dairy farmers
- DDF meeting should be conducted in a convenience places where farmers can reach and participate
- The secretariat should find a way to position dairy Industry at national level
- Funding and financing sources
- Actions/plans to be part of dairy master plan
- DDF should support TAMPA and TAMPRODA to grow better and have better advocacy

### **Selection of special committee**

A special four member committee to oversee the next steps especially on working on possible constitution and strategy for DDF was formed. TDB agreed to finance the activities of this committee until it finalizes its task. The appointed persons are:

- Charles Tumaini
- FeddyTasha
- Gidufana Gafufen
- Angello Mwilawa

## **11. Closing remarks**

Closing remarks were made by the TDB Chair person, Dr. Aichi Kitanyi, who thanked all the participants for their concentration over the last two days. She expressed her gratitude for the progress made so over the last eight months-since the Njombe meeting- and that, despite the challenges, there are some progress being made by some actors. She wished the special committee a good work and to ensure that the interest of dairy stakeholders' dairy are given first priority.

## Annex 1. Participants opinions on feed availability all year round

NO.	Issue	Suggestion	Responsible	Implementation status
1.	Use of hydroponic fodder	<p>-TDB, Ministry of livestock and research to undertake technology based research and disseminate the most appropriate ones to farmers</p> <p>-Hydroponic fodder alone is not adequate especially when a farmer has more than three cows.</p> <p>-The DM in hydroponic fodder can reach up to 25% if blended with right number of seeds and can reach the same level of DM in silage that has been harvested early.</p>	<p>-TDB</p> <p>-TALIRI</p> <p>-SUA</p> <p>-MALF</p>	1. TDB to contact stakeholders engaged in the in production of hydroponic (Mr. Rafael and Mr. Mamuya) so that they can disseminate the technology.
2.	Training of farmers on how to grow and keep	<p>-Improvement of extension service through the establishment of FFS</p> <p>-Involvement of milk processors in organizing farmers</p> <p>-Institutions involved in farmers' empowerment should be train on technologies for feed harvesting and preservations including water harvesting.</p> <p>-Trainings should target both dairy and indigenous cows</p> <p>-Farmers involvement in the development agenda at the LGA level</p>	<p>-TDB</p> <p>-LGA</p> <p>-Donors</p> <p>-Farmer Groups</p> <p>-Milk Processors</p> <p>-MALF</p>	1. A farmers' cooperative MVIWAMBO in Mbozi, have managed to reduce the problem of feeds during dry season by producing more feeds and use of the crop residues.

		<p>will ensure that budgets include the farmers' plans.</p> <p>-For farmers to accept and adopt feed technologies, price of milk and market assurance must be prioritized.</p> <p>-Farmers groups should train their members on production and storage on pasture.</p>		
3.	Motivating youth to engage in production and storage	<p>-Youth to form groups and be trained on the technologies</p> <p>-Strategic plans should have specific focus on the youth e.g., allocate specific area for you to build</p> <p>-Production of pasture and feeds requires large financial capital.</p> <p>-TDB to use the trained youth inform other youths and peers.</p>	<p>-TDB</p> <p>-LGA</p> <p>-Donors</p> <p>-MALF</p> <p>-FO</p>	<p>1. TDCU provided training to 10 youth.</p> <p>Finances has been the greatest constraint.</p>
4.	Availability of pasture seeds	<p>-Linkage of farmer groups to government and private seed farms</p> <p>-Government farms should publicize what they are doing</p> <p>-Preparation of a proposal to reduce the current dry season shortage from 50% to</p>	<p>-MALF</p> <p>-TAMPA</p> <p>-Donors</p> <p>-TALIRI</p> <p>-TOSCI</p> <p>-TDB</p>	<p>1. TALIRI has in place some core farms with bracharias well as the Napier Ouma seeds</p> <p>Institutions such as TALIRI, ADGG, EADD) have included strategies and plans for implementation of the plans.</p>



		<p>20% (Tanzania feeds development program).</p> <p>-Tanga fresh, ASAS plus other groups to prepare joint pasture production programs in their areas of operations</p> <p>-Pasture seeds should be approved by TOSCI before people engage on them on a commercial basis</p> <p>-Reports on agro-ecological report of seeds should be published to help farmers make the right choices</p>		
5.	Establishment of feed centers.	<p>-Farmer groups and cooperatives to identify and own pasture farms</p> <p>-Milk collection centers and hubs should have in place pasture for users if needed</p> <p>-Establish trial sites for feed centre in select regions for trial.</p>	<p>-MALD -FO -TARILI -Donors</p>	Not done yet due to lack of finance.

## Annex 2. List of Participants

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