• Introduction to the project
• Project Approach & Clusters
• Project key achievements from 2013 to 2017
• Strengths & Opportunities
• Lessons
GPLP – Introduction

Overall goal:
Reduce postharvest losses in food grains in the Central Corridor of Tanzania thereby. improve food security and incomes of targeted farming households.

Project Outcomes:
1. Smallholder households have a better capacity to store grains.
2. Metal silo market and alternative post-harvest technology markets are in place.
3. Post-harvest policies and framework conditions in Tanzania are improved.

Coverage Area:
Morogoro, Dodoma, Manyara & Shinyanga
Cluster 1.
Coordination and Advocacy through multi-stakeholder platforms

Cluster 2.
Awareness raising, communication and farmers training

Cluster 3.
Manufacturing of quality silo and other PHTs

Cluster 4.
Access to financial services to buy / produce PHTs

Cluster 5.
Action research and M&E

ANSAF
INNODEV

SEDIT
CEVEDE

FARIP
IITA
HALF

PPTL
A-Z
MPOLI,
MRINGO,
NG’WANA
IBENGWE
Small Agro-dealers
Cluster 1. Coordination and Advocacy through multi-stakeholder platforms

Cluster 2. Awareness raising, communication and farmers training

Cluster 3. Manufacturing of quality silo and other PHTs

Cluster 4. Access to financial services to buy / produce PHTs

Cluster 5. Action research and M&E
GPLP – Business Model and Its Execution

- Extension Officers
- Men & Women Farmers
- Other groups
- VICOBA groups
- Group Facilitators
- Partner trains VICOBA Facilitators
- MALF trains extension workers

**Demand for PHTs**

- Local Agents of Agro dealers
- Agro dealers
- Producers of PHTs

**Supply of PHTs**

- Agreement between AD and local agent
- Agreement between AD and Artisan

**Coordination and Evidence based Policy Making**

- Training and coaching of Artisans
- Artisans
- Suppliers of Metal Sheets
- Sources of Finance
- Demand for PHTs
- Supply of PHTs
8,284 farmers have access to finance through VICOBA groups.

Cluster 3.
81 artisans trained on metal silo fabrication and produced more than 2100 silos.

Cluster 2.
242 Ex workers & LF trained more than 27,000 farmers on improved PHM practices.

Cluster 5.
- Carried out on-farm trials of different PHT organized.
- Piloted the leasing of metal silo (TSS model) in Msowero.
- Carried out studies on capitalization of seed money, cost benefit analysis of different PHTs in collaboration with HALF university, factors influencing adoption of PHT and local artisans tracer study.
- Promoted lessons on PHM through mass media (TV and radio) and social media.

Cluster 1.
- National PHM strategy in final staged,
- By-laws governing PHM practices and PHTs drafted and opinions in 3 districts collected, and in 5 district in progress.

94% of trained farmers adopt improved PHM practices;
2073 metal silos and 40,000 hermetic bag adopted by 7800 farmers.
Key Strengths & Opportunities

- Readiness of the government through MALF in developing national PHM strategy.

- Strong collaboration with LGAs through DAICO’s office (district focal persons and extension officers).

- Existence of market actors (both agro-dealers and artisans) with aligned vision to project business model.

- Availability of manufactures and suppliers PHTs like PICs bags and metal silo materials.

- Presence of service providers necessary for providing necessary services required by the business model.
Lessons Learnt

• Climate change resulting into *unstable climatic conditions*, which are *affecting production trends and harvests*.

• Adoption of new technology (e.g. metal silo) *is always slow* and *only market players with a longer term vision are interested to engage* in such business.

• VICOBA groups have usually accrued a significant amount of money, but *are rarely investing it in PHT*.

• Market players/agro-dealers, just like any other business, *hesitate to take risk in investing in a new business (such as metal silos) that seems to have no immediate benefit*.

• *Motivated and capable partners with a shared vision* on the market system are key to the *success and sustainability of market development interventions*. 
Key Lessons Learnt

• The **sustainability and scaling up of the business model** is only possible where **private sector takes the leading role** e.g. as demonstrated in Kondoa and Hanang districts.

• The **sustainability of metal silo business, for artisans as well as market players, is highly depending on how much the demand** is continually **being created**.

• There have been existing some competitive approaches by different organisations promoting PHM (Market based Vs free give away ), hence a need for **harmonized approaches** against.

• **Coordination** of various PHM initiatives by the government at national/ministry level and local level is very important for enhancing/engaging **strategic collaboration between various PHM actors**, in a way that will bring about more efficiency & effectiveness, and sustainability.
Agro-dealer in Kondoa
- Establishment of Postharvest Management Services Section under National Food Security Department
- The section has a mandate
  - To develop policies/strategies and incorporate them in sector programmes.
  - To provide technical backstopping on postharvest management to Local Government Authority staff and other key stakeholders all over the country.
Thank you!