

FEED THE FUTURE TANZANIA ENABLING GROWTH THROUGH INVESTMENT AND ENTERPRISE PROGRAM

Project Duration

September 2016–August 2020

Focus Areas

Morogoro, Mbeya, Iringa, and Zanzibar

Implementer

International Executive Service Corps (IESC)

Partners

Diligent Consulting Limited, International City/County Management Association (ICMA), and Mennonite Economic Development Associates (MEDA)

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Fatuma Mbaga's business has been enhanced through trainings provided by ENGINE supported business advisor- SUGECO.

The public and private sectors play a significant role in driving Tanzania's economic development and growth. As the economy and labor force evolve, the U.S. Government recognizes there are opportunities to stimulate inclusive, broad-based economic growth through support to these sectors.

The Enabling Growth through Investment and Enterprise Program (ENGINE) is a four-year, USAID Tanzania-funded Feed the Future activity implemented by the International Executive Service Corps (IESC). The program facilitates the review and reform of regulatory, informational, and financial channels that support business growth and investment in the southern agricultural regions of Mbeya, Morogoro, and Iringa, as well as in Zanzibar.

PROJECT OVERVIEW

ENGINE works with Local Government Authorities, Private Sector Associations, Business Development Service Providers, Financial Institutions, and Micro, Small and Medium-sized Enterprises (MSMEs). The program's three main components include:

- 1. Implementing policies for growth** by building the capacity of the public and private sectors to review, reform, and implement policies that support business viability, growth and investment.
- 2. Equipping businesses for growth** by building the capacity of business development service providers and stimulating market demand for their services among growing MSMEs.
- 3. Broadening MSME access to finance** by helping financial institutions better respond to the needs of small enterprise clients and enabling MSMEs access to services designed to improving their ability to qualify for credit.



An ENGINE representative (left) briefing farmers about business development service providers during Nane-Nane agricultural fair in Zanzibar.

RESULTS

By the end of its third year, the ENGINE program facilitated over 80 Public Private Dialogues and meetings, leading to nearly 330 policy reform recommendations. The program provided technical assistance to 295 Business Development Service Providers that provided training and other value-added services worth over USD 930,000 to approximately 7,800 small businesses. Through a partnership with financial institutions, ENGINE trained over 400 staff, of which 150 were trained in partnership with Tanzania Institute of Bankers (TIOB). This enabled over 10,500 businesses (58% led by women, 39% led by youth) to access agricultural related credit worth over USD 5,000,000.

Additionally, ENGINE has established and strengthened local institutions, and developed several tools that will contribute to the sustainable impact of the program. This includes:

- Designing and rolling out the Policy Reform Prioritization Tool (PRPT) and Local Government Authority Competitiveness Index (LGACI). These tools enable Local Government Authorities and the private sector to more easily make policy reforms that improve the country's business enabling environment.
- Establishing Regional Business Advisor Alliances that foster information exchange, improve the overall quality of services and allow business advisors to speak with a unified voice.
- Strengthening the Tanzania Institute of Bankers (TIOB) to ensure local institutions help equip the country's bankers with the knowledge and skills needed to succeed within their banks and provide better services that meet clients' needs.
- Developed Bizfundi digital market linkage and information platform that enables businesses, business advisors and financial institutions to more easily identify and connect with each other.

Feed the Future is the U.S. Government's global hunger and food security initiative. With a focus on smallholder farmers, particularly women, Feed the Future supports partner countries in developing their agriculture sectors to spur economic growth and trade, increase incomes, and reduce hunger, poverty and undernutrition.