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The USAID Investment Support Program aims to unlock investments in the agriculture sector by closing market information gaps, developing viable business plans, enhancing stakeholder coordination, and making policy recommendations.

TANZANIA

USAID INVESTMENT SUPPORT PROGRAM

The Government of Tanzania (GOT) has implemented many recent reforms aimed at improving the country's business environment and attractiveness to investors. While this has led to improved tax and land policies affecting agricultural investment, several challenges remain and other issues are emerging. The agricultural sector and agribusiness investment environment therefore require continued strategic support to maintain the momentum of successful reforms.

The USAID Investment Support Program (ISP) – Tanzania, implemented by Dalberg Advisors, provides strategic planning and technical support to ministries, departments, agencies, and other institutions directly engaged in enabling agribusiness investment. These institutions include the Partnership Accountability Committee (PAC), the Tanzania Private Sector Foundation, the President's Office Planning Commission, and more. Examples of support provided include analysis of issues regarding agribusiness investment opportunities, preparing briefs that recommend policy reforms encouraging investment, work planning for assisted institutions, and development of monitoring systems to track progress on priority issues.

These efforts aim to unlock investments in the agriculture sector by collecting and disseminating market data, advising agribusinesses on their business strategies, facilitating coordination among market actors, and advising the government on policy changes.

RESULTS

Ongoing support to partner agencies builds upon the successes of the previous phase of the project, which worked closely with PAC to improve its effectiveness. This has directly contributed to changes in Tanzania, including:

- **Attracted \$10M+ in investment to the sunflower sector in Tanzania in collaboration with the Tanzania Planning Commission (now in the Ministry of Finance).** The ISP team worked with potential investors to help them understand the investment opportunities in the sector. The team also worked with the Ministry of Finance to develop targeted tax incentives.
- **Researched industrialization/investment opportunities in the livestock and aquaculture sectors in Tanzania.** Developed a working group to advocate for policy changes based on the research results
- **Advised the Tanzania Horticulture Association (TAHA) on a sustainable business plan to reduce donor dependency.** The ISP team worked with TAHA Green – a commercial production and processing company – to develop a viable business plan that can attract private financing and reduce its reliance on donor capital.
- **Assisted Fintrac in establishing an irrigation financing facility for its Mboga na Matunda (MnM) program.** The ISP team worked closely with a number of financial institutions to develop an irrigation financing product that is now being piloted by MnM.

Provided ad hoc policy support to the Partnership and Accountability Committee (PAC). The ISP team has supported PAC on discrete requests such as: 1) development of the draft National Food Security Strategy for the Department of Food Security, 2) development of the National Land Bank Strategy for the Tanzania Investment Centre, and 3) development of annual tax recommendation for the Tanzania Private Sector Foundation.

BUDGET

\$2.3 million

DURATION

September 2017 – September 2019

ACTIVITY LOCATIONS

Nationwide

IMPLEMENTING PARTNER

Dalberg Advisors

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