

FEED THE FUTURE TANZANIA AINFP ACTIVITY

Good nutrition is vital to ensuring healthy families and communities. However, many Tanzanians lack access to nutritious, safe, and affordable foods, and more than a quarter of the country's children under the age of five exhibit stunting.

The Alliance for Inclusive and Nutritious Food Processing (AINFP) activity tackles this challenge by strengthening Tanzania's food processing sector. Food processors, which turn raw ingredients into nutritious products like fortified flours, edible oils, yogurt, and therapeutic foods, are an important link in agricultural value chains. These food processing businesses have the potential to serve as stable, dependable buyers for crops grown by Tanzanian farmers and to increase the supply of healthy, accessible food available for Tanzanian consumers.



Severina Mwakateba, director of AINFP client A.A. Nafaka: "I started my first business when I was only 5 years old, selling cookies. My mother taught me to be strong and confident." (Photo: Bobby Neptune)

Project Duration

February 2018 - March 2023

Budget

\$1.5 million

Geographic Focus Area

Nationwide

Implementer

TechnoServe

Partners

Partners in Food Solutions, ISF, food processing businesses

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Program Overview

To realize that potential, the AINFP activity is strengthening Tanzanian food processors' technical capacity, improving access to finance, and improving linkages in the value chain. Activity implementing partners, provide customized technical assistance to help food processing companies address the manufacturing and business challenges that limit their growth. The program also provides sector-wide trainings on key topics for businesses, regulatory agencies, and other stakeholders.

AINFP is working with food processors to develop strategies to make smallholder farmer crops more profitable and develop marketing strategies that will improve access to their products for base-of-the-pyramid consumers. The activity also helps identify financing needs and assists firms in accessing capital.

Results to Date

During the first two years of the activity, AINFP created positive change in Tanzania's food processing sector. The activity provided customized technical assistance to help 12 firms — eight of them owned or led by women — adjust the layout of their plants, implement good manufacturing practices, develop workforce recruitment strategies, and make improvements to foster growth. The activity also developed a sector-wide training program focusing on food safety, which will be delivered to 480 people.

In conjunction with the Feed the Future NAFKA II activity, AINFP helped four food processors enter into purchasing agreements with 160 smallholder farmers and aggregators. Over two years, AINFP has facilitated more than \$1.5 million of additional crop sales from smallholder farmers in Tanzania.

The program has also helped link processors to base-of-pyramid consumers and outlets, including retail shops, agents, and public schools, facilitating the sale of more than 16,000 metric tons of nutritious foods to the base-of-pyramid market. To address distribution challenges resulting from the COVID-19 pandemic, the program has also helped processors develop online and door-to-door sales and distribution strategies.

AINFP also helped firms access nearly \$500,000 from lenders to finance working capital and investments in plant infrastructure.