



## **New project in Tanzania!**

### **Linking small-scale farmers to the international market for organic sunflower**

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ADDA has contracted with a new fund in Tanzania, the Agricultural Markets Development Trust (AMDT), for funding for the first phase of a major project, which will help 20.000 Tanzanian farmers access into the international market for organic certified feed. ADDA cooperates in this project with the Indian company Vantage Organic Foods Ltc. (VOF), which is specialized in the purchase and sale of organic crops for use in the production of organic animal feed at the international market.

The project has been under preparation for several years. In the process, ADDA asked last year 4,347 small scale farmers to become suppliers of feed. And they have since then been certified as organic farmers through the internationally accredited certification company Control Union, which has verified that farmers are basically 'Organic by Default', i.e. in practice they have a production form with no or very low chemical inputs. In 2017, it was also possible to have another 10,135 small farmers registered as suppliers, and now ADDA-Tanzania is looking forward to finding even more farmers and getting the project started.

The board of ADDA and especially country manager Mikael Jonsson and Erik Schiøtz, project manager in Tanzania are currently busy making the final preparation of the project's activities ready for the cultivation to be initiated by the small scale farmers in the villages.



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#### **ADDA's role in the project**

The role of ADDA in the project is to facilitate the formation of new partnerships between the various stakeholders in the market, and to assist them when necessary to increase local competencies. The project approach is based on "Making Markets Work for The Poor" (M4P). By this approach ADDA is assisting market stakeholders to improve their cooperation. In this manner, local farmers, transport companies, and processing and grocery companies will become stronger, both in economic and civil society perspective, when ADDA in some years will leave the stakeholders on their own.

Throughout the project, ADDA will provide 'Training of Trainers' (TOT) - a training program for future facilitators of the Farmer Field Schools (FFS), launched in extensive organic farming practices. The trained facilitators will teach all enrolled farmers, so that they can improve cultivation practices and productivity, as well as reduce risks.



### **Who is Vantage Organic Foods (VOF)?**

Back in spring 2014, during the preparatory activities of the project, VOF contacted ADDA. It was at the end of ADDA's previous project called 'NADO in Focus'. The vision was to investigate possible collaboration on building a large supply chain of ecologically certified small scale farmers in Tanzania.

VOF is specialized in the acquisition and marketing of certified organic animal feed products sold on the international market, e.g. EU, USA, Canada, Japan, etc.

VOF already works with approx. 30,000 farmers in India, 19,000 farmers in Nigeria, 5500 farmers in Benin and 8,000 farmers in Malawi in addition to the preliminary 14,482 farmers in Tanzania.

In the project, VOF is responsible for organizing and paying for the international ecology certification of the farmers' sunflower products. During the harvest period, VOF will offer to buy farmers' certified crops at competitive market prices.



### **The fund will help poor farmers!**

The Agricultural Markets Development Trust (AMDT) is set up by the governments in Denmark, Ireland, Sweden and Switzerland, and works with long-term projects with a life span of at least 10 years.

AMDT's goal is to change and improve market systems for agriculture in Tanzania, in order to improve poor women, men and younger people to be able to benefit from their activities.

The fund cooperates with the private sector, government and local civil society organizations based on the development program called 'Making Markets Work for the Poor', M4P. The program intend to change the way the market works, so that poor people may get access to better benefit from growth and economic development in the agricultural sector.