



rikolto

## What will we eat tomorrow?

AMEA Learning Event: BDS Interoperability using SCOPE and Agribusiness Cluster Approach (ABC)

**BICHOBS: Building  
Inclusive and  
Competitive  
Horticulture  
Businesses in  
Tanzania's Southern  
Highlands**





- To improve the performance of Tanzania's horticulture sector
- The inclusion of smallholder farmers in it
- Contribution to job creation and nutrition
- Project Duration: 2020-2024
- Euro 5.9m

**Funded by the European Union (EU)'s flagship AGRI-CONNECT**



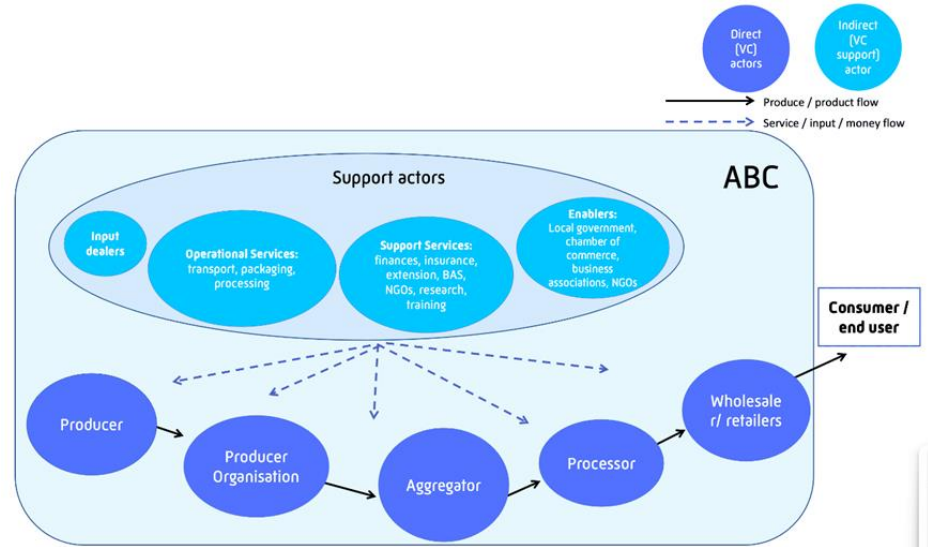
**Partners:** Agrónomos sin Fronteras, Inades-Formation Tanzania, MIICO Consortium and the Tanzanian Chamber of Commerce, Industry and Agriculture (TCCIA) Mbeya



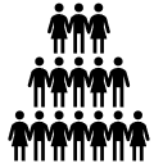
# AMEA TOOLS



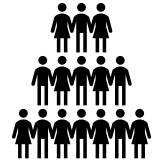
## The eight dimensions of farmer professionalism



# The Model



Formation of loose production groups into 82 clusters



Conduct Scope Basic on formal 22 FBOs



## Flexible 2-years in-house/in-project trajectory (year 1)

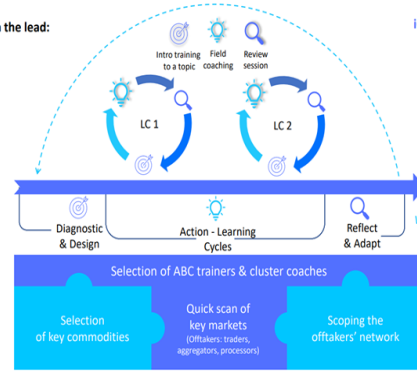
AMEA member in the lead:

ABC trainers train cluster coaches in learning cycles

ABC trainers lead D&D - LCs - R&A

Prepare the ground for ABC formation

www.icra.global



ICRA training of ABC trainers Year 1

Two F2F LC intro trainings (20d)  
On-the-job field coaching (6d)

4 D&Ds + 4 R&As (44 d)  
Virtual D&D + R&A coaching (28d)  
Virtual coordination LC 1 + 2 (4d)

Optional:  
74 ICRA consultancy days

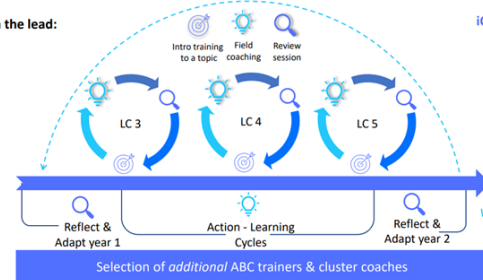
## Flexible 2-years in-house/in-project trajectory (year 2)

AMEA member in the lead:

ABC trainers train cluster coaches in learning cycles

ABC trainers lead R&A - LCs - R&A

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ICRA training of ABC trainers Year 2

3 virtual LC intro trainings (18d)  
On-the-job field coaching (20d)

Virtual coordination LC 3-5 (12d)  
Virtual R&A backstopping (10 d)



# Key Results-BDS Effectiveness

- **104 ABCs -22 formal FBOs** represents a total of **30,625 farmers** (adult male 12,762; adult female 7,774; youth male 6,028; youth female 4,061)
- BDS improved scores of FBO professionalism. Scope basic scores average increase in score from **2.46 (considered immature organizations)** at baseline to **3.18 (considered maturing) at midline.**
- **25% of the producers received loans** through VSLAs or commercial banks, **compared to 19% at baseline.**
- Rikolto estimates the **costs of BICHOBS as 200 EUR/farmer and 59,000 EUR per cluster**
- Enhanced sector governance and coordination with **4 platforms established** to facilitating public-private collaboration and management of multiple stakeholders' interests
- Farmers have been connected to new markets: 16 established market linkages and 8 new linkages. Consequently increased sales margins on average.



# Key Results

## BDS Efficiency

- To improve the lives of 30,000 people to be part of over 100 FBOs/Clusters-Target met
- Support of Euro 200/person and Euro 59,000/cluster over 4years
- **ABCs requires** “significant upfront ‘sunk’ costs: initiating activities on the ground, formulating FBOs and clusters, building local networks and trust, engaging pilot farmers, identifying demonstration plots, and linking up with local institutions through farmer field days.

## Sustainability

- Mix results: knowledge and capacities created at the community level (LGA agricultural extension officers, coaches, agro-dealers, seed/seedling producers, and community health workers)
- MTR -ABCs & FBOs need further strengthening beyond 2024
- Connection to Building a Better Tomorrow (BBT) initiative- using local coaches
- **FBOs unlikely to pay for services in the short term.**
- **Subsidize BDS to FBOs, such as that provided by 7 National Coaches. TCCIA and MIICO provide market linkages etc**
- **Coordination mechanism (certifications) for BDS in Tanzania-BDS quality & incentivize FBOs to contribute to the cost of the BDS**



Thank you!





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