



COTTON SECTOR

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SUB SECTOR BRIEF

Introduction

Cotton in Tanzania is a sector which has huge potential for pro-poor impact. It impacts large numbers of people, with up to 500,000 smallholder farmers - concentrated in some of the poorest and least fertile regions of the country.

While it is the country's second crop in terms of foreign exchange earnings, the sector has great potential to grow and compete further in the world market: Tanzania's average cotton yields of 550kg per hectare are barely a quarter of the world average. Furthermore, there is potential to raise the quality of Tanzanian cotton from its



current low level which sees it trading at a discount on world markets.

The sector's governing body, the Tanzania Cotton Board (TCB), is a relatively autonomous institution committed to improving the crop's fortunes, while cotton's importance to the regions where it is grown helps to ensure a supportive attitude from local authorities.

The major constraints the smallholder cotton farmers in Tanzania's central corridor face are:

- lack of access to inputs (seeds, pesticides, fertilizer, tilling machines),
- lack of access to reliable extension services,
- lack of access to finance that would enable producers invest in the production process
- low competition among buyers due to remoteness and poor infrastructure,
- limited access to competitive markets and low bargaining power by producers.
- high price volatility puts cotton producers at uncertainty to profit from the crop

Vision for the Future

RLDP's vision has been to substantially increase yields of seed cotton from 800 kgs to 1200 kgs, improve quality and increase income to producers. During the phase RLDP interventions will demonstrated that contract farming is the contributing means to achieve this goal, and can create a win-win situation that will benefit both producers and ginners complemented with assured access to inputs, a strong and well-coordinated rural advisory services, access to finance to enable farmers invest adequately in production process.

It is anticipated that by the end of phase, stakeholders will be represented by strong associations that can voice on their behalf and foster trust, cooperation while producers and ginners work together to set the best possible policy regulatory to improved sector business environment. Another aspect will be to improve the managerial capability of the farmer organizations to enable them to be innovative in designing income generating activities and to make available the necessary skills and instruments for accessing finance and evolving them into effective and socially accountable organizations. RLDP will also support willing high-potential farmer groups and/or organizations to move one step up the value chain by adding value to their produce which will consequently increase the net income to its members.

4. Interventions

4.1 Enhanced Extension Service provision through Contract Farming

Replication, scaling up and crowding in the contract farming intervention is expected to be achieved through annually convening of workshops with ginners allocated in the central corridor zone so as to identify companies that are receptive to the model. Such companies should have financial and human resource to invest in service provision in order to increase production and improve productivity and will be able to continue with the interventions being implemented after RLDP phases out.

4.2 Commercialization of Farmers' Organizations

RLDC will continue to work with independent farmer organizations (FOs) and associations to support them become business entities, and to better serve buyers and benefit from inputs and advisory services to raise productivity. Three organizations, BOFA, ORIDOY and KHAMA are scaling up in current interventions by adding new members. Further scaling up and crowding in expected. Support to FOs includes:

- training and advice on management and organization of the group
- building an effective network of lead farmers to make dissemination of improved agronomic practices more effective
- increase financial capability for increase procurement capability of members produce,
- support the producer groups form Village Savings and Lending to address the need for finance to support production process,
- improvement of cotton marketing infrastructure (including infrastructure such as collection centers and

warehouses).

- where applicable, when dealing with groups that engage in organic cultivation, RLDP support will also include capacity building in organic certification and standards compliance.

4.3 Promotion of Conservation Agriculture

Also, RLDP will continue to complement the sector reform by supporting the concept of Conservation Agriculture by ensuring sustainable mechanisms are in place. Limited awareness and understanding of the concept by producers is slower than anticipated, so RLDP will intervene by devising innovative means of communicating of the concept and its advantages. RLDP will also enter an MoU with TGT to support a willing private sector company to become the supplier of the CA tools and provide advisory service which will quicken the adoption of the concept.

4.4 Representation of producers in policy dialogue and regulation

RLDP has started to support the reform the Tanzanian Cotton Growers Association (TACOGA) 2012 in order to make the organization more effective in fulfilling its mandate of representing cotton producers' interest from grass root to national level. RLDC intends to build the capacity of the executive committee on lobbying and advocacy which will eventually culminate into advocating against policies and regulations affecting cotton farmers adversely.

4.5 Coordination and Networking

RLDP intends to improve sector coordination and networking through regular consultation meetings with TCB and other major cotton sector



stakeholders. It will also monitor the progress of contract farming reform within the sector. Also, it will periodically carry out review of the cotton sector strategy (including risk) to ensure its interventions are complimentary, with high level of synergy within the sector while avoiding duplication. Identified areas of collaboration will require reaching mutual agreement with stakeholders, private sector actors on level of involvement. Private Public Partnership that will enhance synergy on the intervention of each party.

5. Outreach

The cotton sector has target to outreach 27'000 cotton growers in both the western and eastern cotton growing areas which in the central corridor. By the end of the phase, the targeted women participation is estimated to be 40%.

The monitoring the number of (direct) beneficiaries constantly been a challenge in the RLDP facilitation approach. RLDP monitors the number of producers reached from reports from implementing partners and it occurs that in situations were the same producers are involved in different interventions within the sector, i.e. training and inputs provision; there is a possibility of double counting. Also where producers have received advisory services and may not adopt the improved practices they are still considered as part of the

6. Sector Achievements:

RLDP has played a pioneering role as a facilitator of market system development through the contract farming implementation in the cotton sector, starting in 2007 to 2012.

- RLDP has enabled 10 ginning companies and 3 farmer organizations to reach 24,760 producers in 10 districts within the central corridor
- Estimated 3,306 lead farmers have received training in improved agronomy and provide extension services in the central corridor.
- 84 demonstration plots have been established to reinforce adoption of improved agronomy skills by producers.
- 36 motor cycles and 142 bicycles for enhancing mobility during provision of extension and advisory services were procured
- 29 collection facilities have been built and/or rehabilitated to improve market infrastructure
- RLDP inject funds worth TZS 1.5bn whereas the private companies contributed TZS 2.9 bn.
- Increased yield from an average of 350 kgs to 800 kgs per acre (best practices reached as much as 1,200 kgs per acre)
- FOs have integrated 1200 additional cotton farmers into organic cotton production making a total of cotton growers benefiting from this intervention to be 3,760.
- Increased acreage from 1.5 -2 acres to 10 acres per household, improved agronomy due to support in inputs, extension services and tilling services.
- Increased involvement of women in cotton production and improved market infrastructure are among the milestones achieved.

Kupitia uwezeshaji wa RLDC kupitia sekta ya redio mafanikio mengi yamepatikana kama:

- Stesheni za redio kujitegemea baada ya kupata wadhamini na watoa matangazo ie

kipindi cha INUKA cha Redio Free Africa na AMKA cha Redio five Arusha

- Redio zingine zimeanza kurusha vipindi vinavyochusu maeneo ya vijini na wanawake kwa kuiga modeli ya NUKA na AMKA
- Vituo vya redio vimenufaika ie Radio Free Africa na Radio Five zimeboresha ubora wa viwango vya uandaaji wa vipindi vya kutokana na mafunzo waliyopata kipindi cha mradi
- Kuboresha mbinu za kiimo kwa wakulima kupitia kusikiliza redio. Kipindi cha NUKA kimetoa na kinaendelea kutoa matangazo ya mbinu bora za kiimo yanyoleta mabadiliko kwa wakulima wengi vijini
- Kuchochoea uwiano na usawa wa kijinsia miongoni mwa wakulima vijini katika kanda ya kati ya Tanzania.





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