

PERCEPTIONS ON
EMPOWERING THE DORMANT
YOUTH POWERHOUSE FOR
BENEFICIAL ENGAGEMENT IN
AGRICULTURAL VALUE CHAINS



AMDT
AGRICULTURAL MARKETS DEVELOPMENT TRUST

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An analysis by Obed Mahenda and Eliminata Marmetus published in June 2017 of factors limiting the engagement of youth in opportunities in agriculture for personal economic gain and general advancement of selected agricultural value chains

THE STUDY

These are perceptions and recommendations that came out of a study conducted in 12 regions of Tanzania between the months May and June 2017 which analyzed factors that youth believe limit their engagement in sunflower, maize and pulses value chains resulting in disempowerment affecting their livelihoods and potential incomes. The study considered what is at stake for youth and poverty alleviation if this group of the population is not properly engaged when dealing with enabling markets for the poor.

AMDT, with a consortium of partners, targets youth economic empowerment as among strategic interventions that aim at establishing better functioning rural market eco-systems around the productive poor, enabling them take advantage of income and employment opportunities as market systems improve by becoming more inclusive, resilient, and competitive. The results of this study should enable AMDT and its partners to make informed decisions when designing these interventions.

Data for this study was collected using focus group discussions (FGD) in six geographical centers in Tanzania, featuring productive women and men farmers in the crop production (supply) segment within value chains and men and women small and medium entrepreneurs (SMEs) on crop aggregating and processing side, was designed to capture social and cultural diversity across the targeted value chains:

1. Mtwara center – Mtwara and Lindi regions
2. Mbeya center – Mbeya, Njombe and Iringa regions
3. Rukwa center – Rukwa, Katavi and Kigoma regions
4. Dodoma center – Dodoma, Morogoro and Singida regions
5. Mwanza center – Mwanza, Kagera, Geita, Simiyu and Shinyanga regions
6. Arusha center – Tanga, Arusha and Manyara regions





Factors that were dealt with in this study included how youth perceive agriculture and activities they perform in respective value chains; access to and control over resources, knowledge information/ knowledge management and soft skills; reflection on decision-making at household and community level; youths membership in farmers' organizations (production, marketing and processing) and crosscutting issues and small and medium sized entrepreneurs in maize, sunflower and pulses value chains.

Many recommendations were made out of this study, but the general determination was that for AMDT to make a difference for youth in maize, sunflower and pulses sub sectors, much effort needed to be invested in interventions that promoted value addition, product markets and marketing, formation and strengthening of women and youth farmers' organizations. Enhancing contractual arrangements and enabling access to bundled services and inputs was important to raise the labor status of youth struggling to make business out of agriculture. Linkages with policy centers where voices could be heard and strengthening coordination and collaboration with government and other partners would help to ensure that voices were heard. Lastly AMDT should influence policy makers to create policies and regulations that favor the investment in agribusiness by women and youth.

PREVAILING CIRCUMSTANCES

For many youth agriculture is the main source of livelihood, providing income and employment. However, given other options, youth see agriculture as a last resort.

The unemployment rate in Tanzania mainland among the productive age group of 15-34 year-olds is 13.4%, with unemployment among young women (14.3%) being higher than among young men (12.3%). With continued decrease of employment opportunities in the formal sector, informal agriculture has a huge potential of employing youth and women, if the environment is enabling and made attractive.

Women and youth provide the major agricultural labor force in Tanzania, but youth do not see agriculture as a viable income source (Msuya et al., 2014). Youth are eager and in need to invest where there are quick returns (URT, 2016) and to them, being a farmer is condemning oneself to



subsistence and poverty (FAO, 2014). Youth are more engaged in agricultural value chain that have short incubation periods such as horticultural (onion, tomato, vegetable), and sunflower and sesame. A large proportion of youth engage in value chain nodes that augmented or supplemented production such as transport, processing, marketing and selling inputs (FAO, 2010).

Cultural and psychological issues creating negative perceptions are among factors hindering youth's involvement in agriculture (Kayode and Ismaila 2011). Lack of access and control over basic resources such as land, information, credit and mechanical farming equipment to make farming less tedious, are also contributing factors (IFAD 2016). Even willing youth face barriers to entering agriculture such as insufficient access to knowledge, information and education and limited access to land, financial services, green jobs, markets and engagement in policy dialogue (FAO 2014).

The study made recommendations for the various factors inhibiting youth participation in agriculture. But the overarching recommendations were made in favor of agribusiness enhancements and they favored a honing in on the various nodes that exist in the three selected value chains of sunflower, maize and pulses.

It was recommended that AMDT look into interventions that would

- i. Enhance strategic coordination and the business environment for agricultural medium, small and micro enterprises/entrepreneurs (MSMEs) in the value chains. Focus on building individual business capabilities for youth so that they can venture into opportune value chain nodes.
- ii. Empower youth to start and expand youth-led enterprises. This will enable youth to improve their livelihoods and create employment opportunities for themselves and their peers.
- iii. Use information technology (IT) to communicate agricultural information and make agriculture appealing to youth.
- iv. Advocate the change of policies, laws, regulations and traditions that hinder the participation of women and youth in agriculture and also those that prevent agriculture from becoming profitable business.
- v. Mobilize youth into groups or associations to enable easier collective training on agribusiness and entrepreneurship skills, among others.



- vi. Facilitate access to and advocate for designing tailor made services that suit conditions and capabilities of both female and male youth like insurance services, agricultural implements hire and mechanization services, land and reliable market services.
- vii. Use market information and linkages to facilitate youth to undertake economic activities that expand on their current interests. Enhance value addition activities and improved farm-level quality to accommodate market conditions and demands.
- viii. Re-direct and train youth to specialize in specific value chain production, processing, packaging or marketing services instead of trying to carry out all activities at once.
- ix. Integrate women empowerment approaches such as having female change agents and mentors and creating women-friendly training environments to discuss women's rights and gender issues, which will help to build self-confidence, leadership and life skills in female youth so they can make positive life decisions and become economically productive.

PERCEPTION TOWARDS ENGAGEMENT IN SUNFLOWER, MAIZE AND PULSES VALUE CHAINS

Agriculture for the majority of youth is the main source of livelihood as it can provide full employment with income. However, given other options, youth considered agriculture as a last resort. While there was slightly balanced responsibility among female and male youth, marketing along value chains was mainly a responsibility of male youth and harvesting and manual winnowing were mainly the responsibilities of female youth.

It was recommended perceptions could be improved through awareness creation among youth and the public on the importance of the agricultural sector in job creation and self-employment and linking agriculture to social media to improve agriculture's image.

During the study clear divisions were noted in gender responsibilities across value chain activities (Table 1). While there is a slight balance in activities like land preparation, weeding, and marketing (except married females), harvesting and winnowing are mainly the responsibilities of females. Marketing depends on the market value of the crop, where males always take control leaving



females with low market value crops. Crop processing, chemical application and transportation activities are largely done by male youth.

Table 1: Distribution of roles and responsibilities among youth in the three value chains

	Sunflower				Pulses				Maize			
	Single Youth		Married Youth		Single youth		Married Youth		Single youth		Married Youth	
	M	F	M	F	M	F	M	F	M	F	M	F
Land preparation	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Planting	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Weeding	✓		✓		✓		✓		✓		✓	
Pesticide and herbicides application	✓		✓		✓		✓		✓		✓	
Harvesting		✓		✓		✓		✓		✓		✓
Winnowing		✓		✓		✓		✓		✓		✓
Processing	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗
Transportation	✓		✓		✓		✓		✓		✓	
Storage	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗
Marketing	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	

Source (survey data, 2017)



Youth are involved in a wide range of other crops and non-agricultural activities as sources of income (Table 2) depending on prevailing climatic conditions. In all regions, bodaboda was the leading non-agricultural activity attracting male youth while female youth prevailed in food vending (*mama ntilie*).

Table 2: Other crops and non-agricultural activities occupying youth for income

S/N	Area	Crops	Non-agricultural activities
1	Manyara and Arusha	Sweet potatoes, fiwi, sesame and millet	Bodaboda and petty business
2	Dodoma, Morogoro and Singida	Rice, onions, watermelon and carrots	Bodaboda and petty business
3	Mtwara and Lindi	Cassava, sesame, horticulture and cashew nuts	Bodaboda and petty business
4	Rukwa, Kigoma and Katavi	Onions and watermelon	Bodaboda and petty business
5	Geita, Mwanza, Kagera and Simiyu	Onions, watermelon, banana, coffee, mango, pineapples	Bodaboda and petty business
6	Mbeya, Songwe, Njombe and Iringa	Hot pepper, Irish potatoes, coffee, rice, tomato and groundnuts	Bodaboda and petty business

Source (survey data, 2017)

A number of factors limited the full engagement of youth in agriculture and in the three value chains. These included lack of initial capital, limited market opportunities, lack of ownership and limited access to land, climate change and inadequate agricultural knowledge and skills (Table 3). Reduced farmer profits caused by middlemen (crop aggregators) and non-standard measurements were also disincentives.



Table 3: Categorization by regions of factors limiting youth engagement in agriculture

S/N	Area	Factors limiting youth involvement in the three value chains
1	Manyara and Arusha	Lack of capital, use of non-standard measuring vessels (warped buckets and oversized gunny bags), poor agro inputs, outdated technologies, land infertility and climate change
2	Dodoma, Morogoro and Singida	Post-harvest loss due to limited facilities and knowledge, knowledge gap in farming practices, limited access to credit, limited access to storage facilities and climate change. Others are high crop levies, saturated markets at harvesting hence low prices and lack of collective marketing initiatives.
3	Mtwara and Lindi	Lack of capital, land; extension services, unavailability of agro-inputs (seeds and fertilizers); poor agri-business and marketing skills; use of illegal measurements; lack of clear information regarding crops tax and levies. Other factors are lack of reliable market information and the presence of middlemen (madalali)
4	Rukwa, Kigoma and Katavi	Lack of capital, climate change, high costs of agro inputs, lack of agribusiness and marketing skills, high crop levy and taxes and lack of improved seeds. Other factors are untimely access to information, ineffective extension service approaches (no demo plots, farmer field days or agricultural exhibitions)
5	Geita, Mwanza, Kagera and Simiyu	Lack of capital, limited market opportunities, lack of ownership to land, climate change, use of non-standard measuring vessels (warped buckets and big bags), reduced labor wages due to availability of cheap labor from Burundi
6	Mbeya, Songwe, Njombe and Iringa	Lack of capital, poor agro inputs, outdated technologies, land infertility, climate change and high costs of agro inputs (seeds and fertilizers)

Source (survey data, 2017)



ACCESS AND CONTROL OF PRODUCTION RESOURCES

Access and ownership of major production resources such as land, credit and work tools was lop-sided in favor of male youth, and a larger proportion of youth rented land as few had access to family land. Female youth had more access to credit facilities.

There is significant difference among youth in access to production resources such as land, credit and implements. There are variations in land ownership across the regions ranging from one to fifteen acres acquired mainly through inheritance or purchase. A large proportion of youth own no land. They either rent land or (a majority of the landless) had access to family land.

Recommendations on sorting out these issues included AMDT looking into interventions that could design credit facilities and packages that suit both female and male youth conditions and capabilities and link youth with appropriate services like insurance, agricultural implements hire, farmland and reliable markets. It was also recommended that while exploring linkages with national-level agricultural financing institutions such as the Tanzania Agricultural Development Bank (TADB), it was important to also mobilize producers and rural service providers to establish or strengthen grassroots financial structures savings and credit associations (SACAS), village cooperative banking associations (VICOBA), savings and credit cooperative societies (SACCOS), and agricultural marketing cooperative societies (AMCOs).

The study found that in many cases the decision of youth to use family land was vested in the parents not the youth. For married couples the husband had power over the use of land and anything produced on that land. The implication was that, since youth generally had difficulties in accessing land, they probably found it difficult to involve themselves in agriculture.

Youth and households do own traditional farm implements and tools, but many do not own machinery like tractors and power tillers. There are people or groups or companies that have such machinery and rent them out. But for many the costs for hiring are too high.



Youth were limited in their access to credit and credit facilities because they did not have land or other accumulations to put down as collateral. There was also an element of mistrust towards (male) youth (Box 1) as many had not built up a profile of past or ongoing projects with good loan repayment history. It was claimed in the study that many known credit facilities were not designed for agricultural production, which had relatively longer incubation periods while lenders required repayments to start instantly. Even if a loan was secured, there was the fear of forfeiting property put down as collateral because unpredictable weather could adversely affect rain-fed agriculture thereby impinging on repayments on loans and their interest.

Box 1: Unreliability of youth in loan repayments

“You know creditors, be it formal or informal, do not trust youth because they are slippery and unsettled. They move from one place to another. This increases the chances of not repaying loans.”

Mwanza focus group discussion

Female youth appeared to have a better access to credit than male youth because females engaged in peer groups that associated with micro-savings and credit institutions such as VICOBA and SACCOS. These institutions tended to have more faith in females than males because apparently the default rate among females is lower than males.

ACCESS AND MANAGEMENT OF KNOWLEDGE/SOFT SKILLS AND INFORMATION

Access and control of knowledge and soft skills and information among the youth was moderate, with male youth having more access and control than female youth. Although there were variations across the regions, they all lacked soft skills, especially business, processing and marketing skills. Therefore, any intervention to help youth access agricultural information had to be informed of by contextual realities at local level and actual needs of the youth.



While several recommendations were made for short-term training in almost all factors limiting youth engagement in agriculture, there was a specific long term recommendation meant to address this lack of knowledge and soft skills in agriculture. It was recommended that AMDT Advocate for the inclusion of agriculture in the curricula of all educational levels in Tanzania mainland.

The study found that male youth almost invariably do better in accessing information than females, resulting in male youth generally appearing to be better informed and knowledgeable. The information preferred by youth includes marketing, weather forecasts, processing information and entrepreneurship or business skills. Community radio, participatory approaches and use of mobile phones and social media are the most preferred method of delivering information. (Table 5) shows key channels used by youth to gain information and knowledge and the information they prefer to access.

Table 4: Key channels used by youth to gain information and knowledge and the information they prefer to access

	Northern Manyara and Arusha	Central Dodoma, Singida and Morogoro	Coastal Lindi and Mtwara	Tanga-nyika Rukwa, Katavi and Kigoma	Victoria Geita, Mwanza, Kagera and Simiyu	High-lands Mbeya, Songwe, Iringa and Njombe
Status	Have access	Limited access	Limited access	Moderate access	Moderate access	Have access
Means of access	Training and visits, radio, TV, phones	Training and visits, radio, TV, Phones, meetings	meetings, warehouse noticeboards	Training and visits, radio, TV, Phones	Training, visits, and social media	Village meetings, visits, study tours



	Northern Manyara and Arusha	Central Dodoma, Singida and Morogoro	Coastal Lindi and Mtwara	Tanganyika Rukwa, Katavi and Kigoma	Victoria Geita, Mwanza, Kagera and Simiyu	Highlands Mbeya, Songwe, Iringa and Njombe
Nature of information	Production, marketing, processing and storage	Production, marketing and processing	Production	Production, processing and measures	Production	Production
Source	Government agents, NGOs (Farm Africa, Sarian, Kukuni and G-soko), farmer groups, elders	Government agents, elders, middlemen, radio (Shamba Shape Up), NGOs (AGRA)	Government agents, elders, middlemen, radio	Government agents, elders and LAHELA	Government agents, farmers groups, elders and NGO (AGRIX)	Government agents, NGO (SNV, SAGET agro dealers)
Preferred information	Markets, prices, weather forecasts, inputs, branding, entrepreneurship	Markets, prices, weather forecasts, inputs, branding, packing	Markets, prices, weather forecasts, life and business skills	Marketing, and agribusiness, forecasts, inputs	Marketing, processing and agribusiness, storage	Marketing, processing and entrepreneurship
Preferred means of access	Community radio, mobile phones, social media and Demonstration plots	Community radio, mobile phones, social media. Demo plots, farmer	Community radio, phones, social media. Demos, farmer exchange visits, field days	Radio, phones, social media. Demos, exchange visits, field days	Community radio, phones, social media. Demos, exchange visits, field day	Social media, internet and demo plots

Source (survey data, 2017)



PARTICIPATION IN DECISION MAKING PROCESSES AND CYCLES

The level of participation of both male and female youth in decision making processes and cycles was moderate among male youth, whereas female youth actively participated in decision making in such organizations as village banking cooperatives (VICOBA), savings and credit cooperative societies (SACCOS), and farmer producer groups. At household level, male youth were more involved in decision making than female youth and the males also had more autonomy.

Two major recommendations were made to address anomalies of youth's minimal participation in decision making. These were for AMDT to Advocate for the establishment of youth farmers' platforms at local and national levels at which young people would be empowered to speak up; and the creation of awareness among elders, youth and public on democracy and good governance issues and on the importance of youth to fully participate in decision making processes and cycles.

Household level

Decision making at household level, focuses on production and investment decisions, spending of income and resources and the choice of technology to use. In most cases single male youth have the autonomy to decide on how to spend their own generated income while for single female youth (Box 2) decisions are made by parents. Both female and male youth do appear to have a measure of decision making participation on the type of crops to grow and technologies to use.

Box 2: A work-around traditional and cultural spending restrictions

In efforts to attain control on how they spend income they have earned, some female youth have resorted to cultivating 'secret farms' from which they can earn secret income and spend in their own secret way.

Focus group discussion testimonial



Control over resources and assets

Across regions, male youth largely decide on which assets to purchase and they purchase in their names. But for female youth, especially in coast and central regions, assets purchased belong to the family. For the married, only male youth (Box 3) have rights to own assets in their names. In the Lake zone, female youth, whether married or single, if they stayed with their parents, tended to have only indirect control over resources. They were limited in contributing to household decisions unless they are economically powerful, in which case they are invited to participate. Helping female youth to engage in sunflower, pulses and maize value chains can improve their economic standing and defeat traditional barriers that hinder their participation in household decision making.

Community level

Participants in the study revealed that in all regions a small proportion of single male and female youth attended village general meetings. Female youth participated more in community micro-finance organizations such as VICOBA, SACCOS and farmer's groups while male youth were in marketing groups or organizations like AMCOS.

Box 3: Responsibilities associated with decision-making

"In our areas, youth, regardless of gender, have the power to decide what to produce and if you buy anything, you have it on your name. Parents only give you advice. And for married youth, if it is a joint venture, you all take part in deciding what to do, and if you purchase an asset for a joint enterprise, it is a family asset."

Female participant, Mbeya focus group discussion

Box 4: Lack of youth in elected community positions

"Despite government efforts encouraging and educating youth on the need to actively participate in decision making processes and cycles, a majority of them think that they stand no chance of being elected into community or government decision-making organs in their respective locations. They believe that adults are wiser than youth."

A district official, Katavi focus group discussion



More male youth were elected into governing bodies such as village councils and security committees than were female youth. There are no formal directives or regulations that restrict youth from participating in community decision making and development processes. However, there are perceptions among youth (Box 4) that such positions are for adults.

Inhibiting perceptions

Generally this portrayed a lack of self- confidence on the part of youth, but they said they often faced mistrust from the community. This notion of mistrust is not helped by the fact that many youth will go for things that appear to generate quick money. Also many community leadership posts are unsalaried and youth perceive taking such posts as a wastage of precious time to make money. Respect for elders and cultural beliefs also feature in youth’s reluctance (Table 5) to go for elected community posts.

Table 5: Perceptions holding back youth form community decision-making posts and recommended mitigations

Perceptions that inhibit the desire of youth to seek elected positions at community level	Mitigations to perceptions that inhibit the participation of youth in elected community positions
Elders withholding support for younger contenders. There is a perception that elders do not want to be under the leadership of a youth.	Creating awareness among elders, youth and the public on democracy and good governance issues.
Youth lack of confidence and suffer from inferiority complex.	Creating awareness among the youth on the importance of their participation in decision-making processes at all levels.
Fear to competing with adults that is rooted on religious believes that require youth to respect elders, and traditional beliefs and taboos of both respect for elders and respect for their “powers.”	Establish mentoring programs and capacity building for youth to instill confidence in them.
Lack of interest and negative perceptions that politics are associated with corruption	Eliminate corruptive dealings associated with elections



Perceptions that inhibit the desire of youth to seek elected positions at community level	Mitigations to perceptions that inhibit the participation of youth in elected community positions
Youth have no resources to invest in campaigns for political positions.	Expose youth to local, national and international leadership forums and networks
	Train youth on self-mobilization, group formation and management, leadership and life skills.

MEMBERSHIP IN FARMER ORGANIZATIONS

A small proportion of youth are members of producer groups with more female than males having membership in farmer groups involved in crop production, marketing and processing. Female youth are generally more comfortable in approaching agricultural activities collectively than are males.

Lack of awareness on the importance of collective actions is the main reason youth don't seek membership. Frequent leadership and financial squabbles in many farmer organizations and cooperatives also contribute towards youth disinterest. In many cases farmer groups are created as a result of external requirements, such as group credit or financing promises or groupings for research or development projects. They are not born of an internal urge in the community for such an organization. As a result, few farmer organizations have a long life span.

Recommendations on dealing with this was to suggest that AMDT harness synergies, economies of scale and increased voice by mobilizing and organizing women and youth farmers into associations and clusters within value chains. These association clusters would be based on output concentration levels or geographical areas of convenience for access to such services as transportation, inputs, processing, information hubs, exchange points between farmers and traders, point of interface with government and regulatory or promotional institutions. Where such arrangement could exist, there would be needed capacity building to be done in collaboration with other actors in specific value chains.



CROSCUTTING ISSUES

HIV/AIDS, drug abuse and alcoholism and climate change, were the three main crosscutting issues youth in the study were concerned about. HIV/AIDS affected females more, while drugs and alcoholism affected male youth more. It was acknowledged that the cost of caring for disease or maintaining addiction impacted negatively on efforts to alleviate poverty. There was little knowledge on how to mitigate or adapt to impacts of climate change.

A fourth issue, particular to agriculture (Box 5), was that of fake or counterfeit agricultural inputs.

HIV/AIDS, substance abuse and climate change required everyone's involvement. On the part of AMDT, it was recommended that capacity building efforts be undertaken to enable youth to understand how to mitigate climate change impacts. Enhancing life skills for youth would help them understand how to deal with HIV/AIDS, drug abuse and alcoholism on an individual level.

The study determined that HIV/AIDS caused loss of family labor leading to reduced agricultural production. Family incomes are eroded because of drawn out medical and funeral expenses. Women, the main care givers are vulnerable to the disease and its repercussions. Female youth were also said to be more susceptible to new infections because of engaging in risky sexual behavior earlier and more readily than male youth.

Although male youth far outstrip the females in drug and alcohol abuse, both were mentioned as being involved. Abuse leads to dependency and misdirecting of income. This then leads to failing health with no money to counter the effects. From there the spiral leads to decreased productivity, less income and ultimately poverty.

Box 5: Concern over crippling fake agricultural inputs

A fourth issue, particular to agriculture, but affecting multiple nodes in value chains, is the presence of fake or counterfeit agro inputs such chemicals and seeds. This presence leads to wasted time and resources on agriculture without the required results. This can lead to loss of income, defaulting on loan repayments and poverty. Participants in the study suggested helping youth acquire skills to recognize fake inputs.

Study finding



Climate change, and its resultant climate variability, manifests itself as unreliable rainfall, prolonged drought, destructive floods and land degradation. This disrupts agricultural systems and increases agricultural production costs which in turn causes failure in agricultural enterprises. Not being well informed on climate change mitigation measures, youth become skeptical about engaging and investing in agriculture.

YOUTH ENTERPRISES IN THE VALUE CHAINS

The engagement of youth in small and medium business was dismal. Youth were interested in the three value chains, but they were uninformed about income generating opportunities across those value chains. Lack of initial capital, limited market opportunities, ownership and limited access to land, climate change, inadequate agricultural knowledge and skills and use of non-standard measurements in transactions with market brokers contributed to their limited entrepreneurial engagement.

Recommendations for solving this included improving producers understanding of basic farming business ideas in optimizing production factors for higher yield especially for sunflower and pulses value chains. This could be expanded into designing and train women and youth in basic agribusiness and entrepreneurship skills to make agriculture both individually and collectively profitable.

It was recommended that AMDT document and package locally or internationally available success stories and disseminate them to youth using, among other communication channels, video, social media and other new age or traditional methods, so youth can emulate them for their own success.

Where appropriate, it was also recommended that information sharing clubs and village or ward resource centers (with internet, and video services) be established. The use of farmer-to-farmer (peer) education, on-farm demonstration plots, farmer field schools and study visits could be facilitate and encouraged.



For a large part agriculture has not been given a business perspective among the productive poor in Tanzania. Study findings showed dismal engagement of youth in small and medium businesses in nodes within the value chains. A few businesses were found to have formal registration at district level (Table 8), but these had limited capital and could not sustain themselves after a season.

Table 6: Status of formalization of youth businesses/groups in agriculture

Region	Registered Groups	Not registered	Total groups
Iringa	11	0	11
Mbeya/Songwe	1	0	1
Njombe	1	34	35
Rukwa	13	31	44
Katavi	12	10	22
Kigoma	4	19	23
Manyara	7	2	9
Dodoma	21	33	54
Morogoro	34	0	34
Singida	7	18	25
Arusha, Geita, Mwanza, Simiyu and Kagera	NA	NA	NA

Source: Baseline Survey on the status of youth participation in agriculture (MAFC 2014)

Study participants were hopeful that government efforts at industrialization would create innovations that promoted youth engagement in small and medium business. Some of these efforts include the one crop one district initiative in the Lake Victoria zone, district bylaws that intend to allocate land specifically to youth and the URT's National Youth Strategy for Involvement in Agriculture (2016-2021).



YOUTH SMES

There are quite a number of factors hindering the establishment of youth-owned small and medium enterprises (SMEs). These range from individual capacities to market forces, to policies and regulation and to infrastructure.

The study determined that there was no systemized training to build the capacity of poor youth to manage business or undertake business activities in processing, packing and marketing. Youth were also hindered by insufficient investment capital, competition from established enterprises and imports. Regulatory issues such as barriers to market entry, bureaucratic procedures in business registration and high taxes or levies were also cited as hindrances. Government policies, such as the blanket export ban on agricultural produce under the cover of national food security agenda, denied markets to entrepreneurs. Poor infrastructure especially in the rural areas (land, electricity, water, roads) also adversely affected youth SMEs

Cultural issues also come into play, like for example in Lindi and Mtwara where female youth entrepreneurs are considered promiscuous when they venture into agri-business.

Pre-tertiary education in Tanzania does not provide entrepreneurship education, so designing innovative, tailor made, training programmes was crucial. Creating financial packages appropriate to youth's conditions and abilities was vital to boost youth SMEs, alongside with advocating for policies and regulations conducive to an enabled business environment for youth.

There were certain enterprises within the sunflower, maize and pulses value chains that were preferred by youth (Table 7). Value chains were prioritized differently per zone. There were no significant gender difference in preferences of which value chain, but male youth did appear to prefer value chain nodes like transportation and marketing, that kicked in after the initial production work.



Table 7: Preferred agricultural enterprises for youth in the value chains (by zones)

Zone/ region	Sunflower		Maize		Pulses	
	Preferred Enterprise		Preferred Enterprises		Preferred Enterprises	
	Male Youth	Female Youth	Male Youth	Female Youth	Male Youth	Female Youth
Lake Tanganyika	Production, Processing, inputs supplies, transportation, and storage and market linkages	Production, processing, packaging, selling, supply livestock feed	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, packaging, processing, supply livestock feed processing and selling	Beans production, processing, inputs supplies, transportation, and storage and market linkages	Beans production, market linkages, selling
Southern highlands	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, processing, packaging, selling, supply livestock feed,	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, packaging, processing, selling, milling, supply livestock feed.	Beans and soya production, processing, inputs supplies, transportation, and storage and market linkages	Beans/soya production, selling
Central zone	Production, processing, inputs supplies, transportation, and storage and market linkages	Packaging, oil selling, supply livestock feed	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, processing, selling, supply livestock feed,	Production, Processing, inputs supplies, transportation, and storage and market linkages	Beans (Dodoma and Singida) pigeon peas (Morogoro) production, selling



Zone/ region	Sunflower		Maize		Pulses	
	Preferred Enterprise		Preferred Enterprises		Preferred Enterprises	
	Male Youth	Female Youth	Male Youth	Female Youth	Male Youth	Female Youth
Lindi and Mtwara	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, processing, packaging, selling, supply livestock feed,			Production, processing, inputs supplies, transportation, and storage and market linkages	Beans production , selling
Manyara and Arusha	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, processing, packaging, selling, supply livestock feed,	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, packaging, processing, supply live-stock feed processing and selling	Pigeon peas production, processing, inputs supplies, transportation, and storage and market linkages	Pigeon peas production, market linkages, selling.
Lake Victoria	Production, processing, inputs supplies, transportation, and Storage and market linkages	Production, processing, packaging, selling, supply livestock feed	Production, processing, inputs supplies, transportation, and storage and market linkages	Production, packaging, processing, supply live-stock feed processing and selling	Soya beans production, processing, to flour inputs supplies, transportation, and storage and market linkages	Soy beans growing, storage, processing into flour, selling

Source (survey data, 2017)



PREFERRED VALUE CHAINS AND NODES

Zones prioritized the value chains differently, and even within the value chains themselves, nodes were prioritized differently (Table 8). This knowledge should help inform value chain intervention programs for women and youth in each particular zone.

Table 8: Preferences and deals with value chains as per area potential

Value chain	Target areas	Nodes
Pulses	Lake Victoria, Lake Tanganyika and Northern zones, Coastal zone	Seeds/inputs, marketing, transport and distribution
Maize	Lake Tanganyika zone, southern highlands, central zone (Dodoma, Morogoro), northern zones	Seeds/inputs, marketing
Sunflower	Coastal zone, central zone, southern highlands, Lakes zone	Seeds/inputs, marketing

Source (survey data, 2017)

IN CONCLUSION

Mitigating issues holding back women and youth in all value chains, should be given priority. Interventions should include enhanced extension services, accessing credit and finance, solving agricultural land issues, facilitating use of agricultural implements hiring services and the provision of business management training.

Particular attention needs to be paid to introducing youth to business opportunities contained in the many nodes within value chains. These opportunities need to be made known to youth, and when they positively take up those opportunities, to be extended all the support they can get. Interventions may become more focused when they look at youth as individuals rather than a homogeneous group



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