Maziwa Zaidi (More Milk) in Tanzania

Collective action in Tanzania's dairy value chains

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Key messages

- Collective action (CA) by farmers generally remains indispensable to maximizing their welfare
- CA in dairy value chains in Tanzania has often taken the form of producers in a formal group *collectively* bulking and selling milk to a processor (**case 1**)
- But CA can also thrive where producers in a formal group *individually* sell milk to milk traders (**case 2**) and final consumers (**case 3**)
- More investment in R4D is needed to examine incentives for and sustainability of CA in different contexts

Objectives and approach

- Objective: understand the nature of CA in Tanzania's dairy value chains so as to recommend particular models for scaling
- Approach
  - Dairy market hubs in the MoreMilkiT project sites as platforms for studying CA
  - **Case 1**: akin to producer (marketing) cooperative but can also take on the role of a supply (consumer) cooperative.
  - **Cases 2 & 3**: akin to supply cooperative without collective bulking and marketing

Key results

- CA in **case 1** has been relatively successful among intensive milk producers whose cattle are mainly for milk production. But role of processing is limited, catering for only 3% of marketed milk currently
- CA in **cases 2 and 3** has been relatively successful among semi-intensive and extensive milk producers whose cattle are also sold for beef. This is the most common as 97% of marketed milk is sold directly to consumers without processing

Corollary

- CA in both input and output markets more likely where producers face greater risk of exploitation due to the specialized nature of their assets
- Producers producing both milk and beef likely to act collectively to procure non-allocable inputs but not to collectively sell only one product

Opportunities to invest and scale

- Public investment in building the capacity of milk producers to act collectively
- Public investment in further R4D to understand the dynamics of and incentives for collective action. For instance, processors procuring milk from the extensive system would like to deal with producer groups rather than individual producers. What would be the right incentives for producers to collectively bulk and sell their milk?
- Producer investment in their producer groups in terms of membership fees, joint economic activities, good governance and fostering of the cooperative ideology

MORE MILK PROJECT SITES AND REGISTRATION NUMBERS AND MEMBERSHIP BY JUNE 2014

S/N	REGION	DISTRICT	VILLAGE	GROUP NAME	REGISTRATION NUMBER	DATE	CURRENT MEMBERSHIP		
							MALE	FEMALE	TOTAL
1	TANGA	HANDENI	SINDENI	Maziwa Zaidi	HW/HD/UV/0493	14/04/2014	72	68	140
2			KWABAYA	Maziwa Zaidi	HW/HD/UV/0179	08/11/2013	36	34	70
3			MSOMERA	Maziwa Zaidi	HW/HD/UV/0429	06/01/2014	46	36	82
4			KONJE	Maziwa Kwanza	HW/HD/UV/0223	14/11/2013	124	85	209
5			KWEDITILIBE	Maziwa Zaidi	HW/HD/UV/0259	21/11/2013	42	37	79
6			KWEDIAMBA	Maziwa Zaidi	HW/HD/UV/0298	27/11/2013	46	42	88
7			KIBAYA	Maziwa Zaidi	HW/HD/UV/0517	17/04/2014	61	38	99
8			MASATU	Maziwa Zaidi	HW/HD/UV/0311	03/12/2013	65	61	126
9	TANGA	LUSHOTO	LWANDAI	MWAMKO	HW/LT/UV/22	11/03/2014	55	35	90
10			KWEMASHAI	UWAKWE	HW/LT/UV/50	12/12/2013	73	83	156
11			VITI	UWASHU	HW/LT/UV/196	23/01/2014	30	35	65
12			UBIRI	UWAU	HW/LT/UV/104	20/12/2013	45	42	87
13			MBUZII	BAHATI	HW/LT/UV/24	20/04/2014	25	35	60
14			WENA	UWAMAZAWE	HW/LT/UV/03	05/11/2013	47	64	111
15			MWANGOI	UWAMWA	HW/LS/UV/517	21/05/2010	32	48	80
16			NGULWI	UWANGU	HW/LT/UV/62	20/12/2013	48	32	80
17	MOROGORO	KILOSA	MABWEGERE	NABOISHU	MG/KLS/CBO/214	14/03/2014	22	18	40
18			ULAYA KIBAONI	MAZIWA ZAIDI	MG/KLS/CBO/413	25/11/2013	22	16	38
19			TWATWATWA	ENGOLON EMAA	MG/KLS/CBO/418	17/03/2014	34	30	64
20			MBWADE	MBWADE LIVESTOCK COOP. SOCIETY Ltd	MGR/KLS/ 244	20/09/2012	40	33	73
21			MADOTO	ERETO (TUSAIDIANE)	MG/KLS/CBO/423	08/06/2014	26	12	38
22			KWAMBE	MAZIWA ZAIDI	MG/KLS/CBO/247	20/06/2014	35	26	61
23			IHOMBWE MFILISI	AMKA	MG/KLS/954	08/10/2013	16	20	36
24	MOROGORO	MVOMERO	MANYINGA	MAZIWA ZAIDI	MVDC/CD/CBO/257	05/02/2014	33	38	71
25			WAMI LUHINDO	MAZIWA ZAIDI	MVDC/CD/CBO/270	25/02/2014	25	20	45
26			MELA	EMBURISI(NEEMA)	MVDC/CD/CBO/272	02/04/2014	23	17	40
27			WAMI DAKAWA	TENEBO KIBAYA MAKUTURE	MVDC/CD/CBO/239	17/12/2014	21	20	41
28			WAMI SOKOINE	MAZIWA ZAIDI	MVDC/CD/CBO/271	03/04/2014	31	23	54
29			MANGAE	EMAA MAZIWA ZAIDI	MVDC/CD/CBO/267	27/03/2014	25	34	59
30			KAMBALA	WAFUGAJI MAZIWA ZAIDI	MVDC/CD/CBO/269	19/05/2014	30	24	54
							1,230	**1,106**	**2,336**

MAZIWA ZAIDI

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