

Maziwa Zaidi (More Milk) in Tanzania

Well-facilitated and inclusive multi-stakeholder processes contribute to more effective dairy value chain development in Tanzania

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Key messages

- There are expanding opportunities in the Tanzania dairy value chain resulting from increased demand for more and better quality milk.
- Exploiting the opportunities requires upgrading technological and institutional capabilities of value chain actors to boost productivity and market growth.
- Investments in the sector need to promote scalable approaches that enable smallholder producers to sustainably and competitively participate in growing dairy markets.
- Well facilitated multi-stakeholder processes can effectively mobilize key actors to engage in learning and co-innovation that is necessary to upgrade the Tanzania dairy sector.

Objectives and approach

- Expanding the Tanzania dairy sector starts with finding leverage points to address various technical and institutional barriers affecting productivity and market integration especially of poor smallholder producers.
- A study assessed the effect of multi-stakeholder processes (MSPs) facilitated by the Maziwa Zaidi program to tackle identified barriers through novel business linkages.
- The study was conducted in 6 sites in Tanga region including Handeni (Kibaya, Sindeni, Kwediyamba) and Lushoto (Ubiri, Mbuuzi, Wena) districts.

Key results

- MSPs improved coordination between smallholder milk producers (groups) and stimulated business linkages (with input/service providers and milk buyers) especially in Lushoto (intensive system).
- MSPs enabled matching of technical support (e.g. farmer training, technology/services access) to farmers' needs but translating these linkages into outcomes such as increased productivity is not immediate.
- MSPs can stimulate growth of markets through business partnerships in the value chain that can result in more and better quality milk and dairy products.
- Government's supportive role in providing an enabling environment for growth of the dairy sector is not always consistent.

Opportunities to invest and scale

- Milk producers can invest in groups/co-operatives that enable members to access resources and reduce individual risk to increase their productivity and marketing.
- Supply chain actors (producers, input/services and milk buyers) should build trustful business relationships in order to grow their enterprises and the dairy sector.
- Invest funds for joint ventures between public and private sector actors to enable scaling up of technical and institutional innovations to grow inclusive and sustainable dairy sector businesses.
- Increase investment of the public sector in building a conducive policy environment through increased funding and strengthening its internal capacity to support the sector.
- Invest in multi-stakeholder processes and platforms at different levels and for specific purposes, and build capacities and institutional support for these.

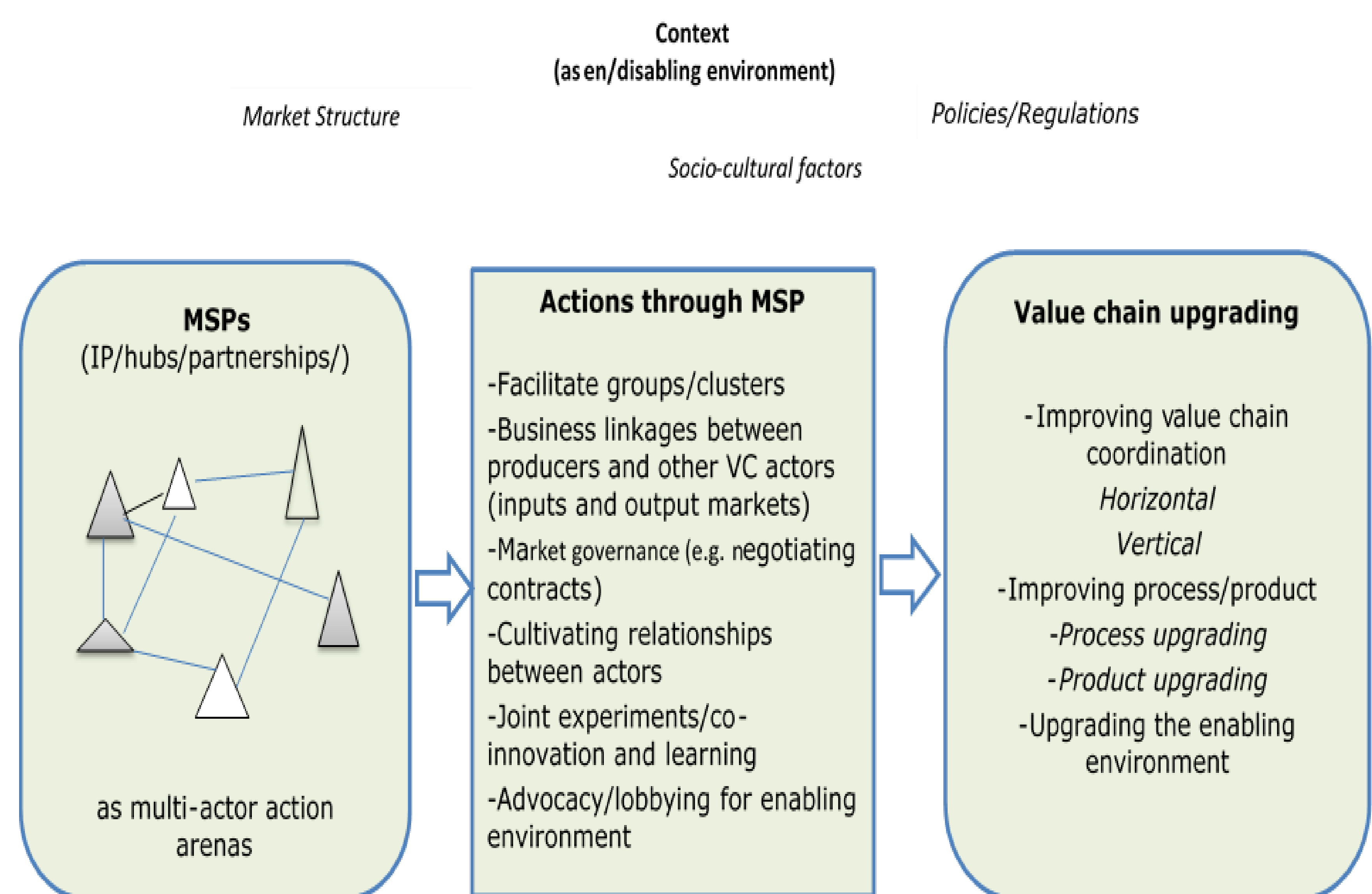


Figure 1: How MSPs can stimulate inclusive dairy sector development in Tanzania

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