LVCD stands for Local Value Chain Development, meaning end-to-end fortification of businesses practices within an agricultural community. Rural Tanzanians experience a poverty trap, whereby economic isolation guarantees the failure of individual attempts at increasing incomes. Farmers cannot improve crop quality because hybrid seeds are not available. Increasing yields does not lead to higher incomes as they lack market access. And shortage of capital and know-how prevent them from starting businesses to satisfy community needs. LVCD holistically addresses these challenges, creating linkages with suppliers, markets, lenders and business partners. Farmers form Producer Groups, which are led through a collaborative process to identify and boost their competitive advantages. Many now utilize new irrigation technologies or add processing and packaging to increase crop value. They concentrate their production on high-margin crops and establish local businesses to produce quality seeds. LVCD market facilitators connect them to distant markets, ensuring steady demand and fair prices. All this is accomplished with facilitation and coaching by World Vision resulting in community empowerment and sustainable transformation.

“I have become a daring and creative entrepreneur. I now use my wealth to send my niece and nephew to school so they can pursue their dreams.”

Project Goal
To help impoverished communities increase incomes and resilience by envisaging farming as a business: boosting competitive advantages, adding value to crops, promoting entrepreneurship and developing marketing capabilities.
Key Results

- 7000 farmers have been reached out of a total goal of 9000 by project end.
- 152 Commercial Producer Groups were formed, incorporating over 3000 farmers.
- 544 household water pans were dug to irrigate 150 acres of land during dry season.
- 3 large-scale irrigation schemes were developed benefitting 3978 farmers.
- Rice, maize, sunflower seeds, vegetables, honey and mangoes were chosen as high-margin focus products.
- 3 seed business were established to supply local farmers.
- 5 local suppliers of agricultural inputs were chosen and connected to Producer Groups.
- 786 entrepreneurs in 32 villages were identified for integration into local value chains.
- 58 market facilitators were trained to help Producer Groups establish market linkages.

Lessons Learned

- Encouraging focus on select crops builds economies of scale and increases gross margins.
- Commercial relationship building and linkages between farmers and other value chain actors creates a virtuous cycle of economic empowerment.
- Savings Groups help develop social networks as well as creating opportunities for saving and lending.
- LVCD should not be treated as a stand alone project, but should be integrated into regular programming.
- All key actors must be involved from project onset.
- Mutual benefit is key to long-term success in connecting farmers with commercial partners.
- Focus first on quick-wins to build confidence and momentum, then pursue longer-term interventions.

“I’ve been transformed in my soul about water but also in love; that it is more important than hatred. I happily share my things and give to others who are more needy.”

Life-of-Project Spending through September 2015

- 71% of project funding to date
- $975,000

Project Timeline

June 2012 - September 2016
Project Partners

- Vision Fund Tanzania - Nzega Branch
- Yarra Tanzania Limited
- World Agroforestry Centre
- Tanzania Organic Certification Association
- Nzega and Igunga Local Government Authorities

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“Being educated in modern farming methods has made my small plot more productive giving me more capacity for other work and extra time to spend with my children.”