

## African Chicken Genetic Gains project



### Workshop on How to Better Integrate the Smallholder Chicken value Chain in Tanzania

**1st National Innovation Platform**

**July 13<sup>th</sup> - 15<sup>th</sup> 2015**

**Blue Pearl Hotel, Dar es Salaam, Tanzania**



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**This report documents the African Chicken Genetic Gains(ACGG) Project *Actors Dialogue Workshop on the integration of the Smallholder chicken value chain in Tanzania*, held from July 13, 2015 to July 15, 2015 in Dar es salaam, Tanzania. THIS DOCUMENT IS TO BE USED FOR REFERENCE PURPOSES by the participants and provides details on the events and proceeding of the IP and launch. The content and material herein are reported as they were presented at plenary and no interpretation of the outputs has been made.**

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## **ABBREVIATIONS**

ACGG	African Chicken Genetic Gains Project
BMGF	Bill and Melinda Gates Foundation
CBO	Community Business Organization
COSTECH	Commission for Science and Technology
CRDB	Cooperative Rural Development Bank
CVC	Chicken value chain
DOCs	Day old chicks
EADD	East Africa Dairy Development
TFDA	Tanzania Food and Drugs Authority (TFDA)
F <sub>n</sub>	Function (Value Chain functions number n)
IC	Innovation Challenge
ILRI	International Livestock Research Institute
IP	Innovation Platform
M&E	Monitoring and Evaluation
NBC	National Bank of Commerce
NGOs	Non-Governmental Organizations
PICO-EA	The Institute for People, Innovation and Change in Organizations, Eastern Africa
PPP	Public Private Partnerships
PRIDE	Promotion of Rural Initiative and Development Enterprises
PSG	Process Steering Group
SADC	Southern Africa Development Community
SIAC	Scientific and Industry Advisory Committee
SNC	Sub-National coordinator
SUA	Sokoine University of Agriculture
TALIRI	Tanzania Livestock Research Institute
TGNP	Tanzania Gender Networking Platform
ToT	Trainer of Trainers
VAT	Value Added Tax

VC	Value chain
VICOBA	Village Community Bank
WIIIFM	‘What Is In It for Me’

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## **1. Opening and Introduction**

### **1.1. ACGG project Principal Investigator - Tanzania**

The workshop was opened at 9:15AM by Dr. Emmanuel Goromela, the PI for the Tanzania component of ACGG. He welcomed the participants and invited Dr Nyange, TALIRI Board Chairman to officially open the workshop.

### **1.2. TALIRI board chair**

Dr. Nyange welcomed the ACGG team to Tanzania and congratulated the team for bringing to the forefront innovations related to chickens. He noted that the chicken innovation platform falls within other innovation clusters that have been introduced by the government through COSTECH and as such the team's initiatives are complementary to existing efforts by the government to bring technology closer to people.

He reiterated that chickens are an important source of income and nutrition for rural farmers; these farmers are the dominant suppliers of poultry meat to most urban areas. Improvements to productivity would lead to a large contribution to the national economy.

The innovation platform is a well thought initiative that will bring change to our people. If the innovation platform does not lead to impact, stakeholders in the industry, including farmers will neither be interested nor participate in it.

He declared the ACGG officially open. His full speech can be read in ANNEX 5

### **1.3. Facilitation**

The workshop was facilitated by Ed Rege and Aichi Kitalyi, both from PICO-EA. In order to track and monitor workshop process, outcomes and recalibrate the program, the facilitators were assisted by a team of participants including the ILRI project team (Tadelle Dessie, Jasmine Bruno), Country Project team (Emmanuel Goromela, Deogratius Shayo), PICO-EA (Denis Mujibi, Sharon Ndegwa), and representatives from the industry and private sector (David Mng'ong'o – Poultry Expo Tanzania, Fadhili Tumbi – CPF TZ LTD).

### **1.4. Workshop Process, objectives and agenda**

The workshop was designed to run over two days. The workshop agenda (See ANNEX 3) was designed to be interactive, and guided the discussion which was held in plenary, or break out groups. The objectives of the platform were hung up for the duration of workshop for all to see (Fig. 1). These objectives were:

1. To familiarize stakeholders with the ACGG project – what it is about, the implementation plan and stakeholder roles and responsibilities.
2. To analyze the smallholder chicken value chain in Tanzania with a view to understanding challenges, opportunities and priority interventions.
3. To agree on stakeholder roles and responsibilities in transforming the smallholder chicken value chain.
4. To agree on a plan of action over the next 12 months

Issues were introduced through input presentations (from the project team) and challenge statements from the facilitators or contributions and questions emanating from platform participants. The setting was informal to allow for maximal interactions between participants. There were input presentations, plenary sessions and intense group discussions.



Picture 1: Workshop agenda and objectives

#### **1.4.1.Participant introduction**

Aichi Kitalyi led the group through an introductory step to allow the participants to know each other and examine the reasons why they were invited for the workshop. This was done at individual tables and one participant introduced the rest of the team on the table. The seating arrangement required that one sat with people they least knew or were familiar with.

From the introductions at the tables, it became apparent that there were fewer women than men even though chicken business is considered a woman-led activity. This required that the team take cognizance of that in their current discussions and future planning.

A few participants were asked to enumerate why they thought they were invited. Some of the reasons provided included the following

1. To give guidance on the gender agenda (i.e. division of revenue, gender implied labor issues), during project implementation.
2. To take stock of opportunities available in the chicken value chain
3. To share experiences in the improvement of poultry production

#### **1.4.2.Participant expectations**

Most participants wanted to better understand the poultry industry, the value chain and the project while others were looking for networking opportunities, to meet and know stakeholders in the poultry business. Specifically some of the expectations included the following:

1. Access new information
2. Improved chicken value chain
3. Understand the genetic pool policy
4. Networking opportunities
5. Know challenges facing the project
6. Internalization of project ideas
7. Understand the opportunities and challenges in the Tanzania Poultry value chain
8. Explore new areas in development of poultry
9. Share of experiences from the poultry industry
10. Formation of active platform

Additionally, certain process things were deemed undesirable during the two day workshop. The biggest of them all involved around time keeping and respect of others. Specifically, the participants preferred that the following does not happen:

1. Disruption of workshop processes
2. Late coming
3. Theft of properties
4. Disrespecting/ignoring other opinions
5. Disruption from mobile phone
6. Electrical blackouts
7. Partial/ negative participation
8. Side talks
9. Jargon

#### **1.4.3.PICO-EA core values and rules at tables**

In order to facilitate workshops effectively, PICO-EA is governed by specific core values. These serve to ensure that the facilitation process brings out the best in all participants and maximizes the quality of interactions obtainable. These core values can be summarized as follows:

1. Thinking out of the box (and not being in a box all together)
2. Be politically incorrect
3. Flexibility without losing focus
4. Allow for open and constructive discussions
5. No sugar coating
6. Open and transparency: - lets be factual, tell truth and constructive
7. Inclusiveness – encourage everyone to contribute, especially during break-away sessions and at tables
8. No lectures: Lets allow for time to hear others opinions
9. No formality: Let us all be at the same level, talk as colleagues. There is no requirement for a certain dress code (e.g. a suit, a tie) unless one is most comfortable in it; all titles will be dropped during the sessions, to remove any inhibitions during the discussions. Informality also allows for one to come and go or stand up and stretch during sessions without requesting for permission to do so.
10. No jargon – Do not use words (including acronyms) that only you can understand
11. Allow for constructive controversy: raise issues when they appear
12. No defensiveness: this prevents exchange of valuable information. Listen, don't be defensive and allow a conversation to happen.
13. Laptops/cell phones: these are enemies of workshops; only the documenter's computer should be open

The participants agreed to have these rules, together with their expectations be the governing principles for the duration of the workshop.

#### **1.4.4.Challenge Statements**

A set of three challenge statements were used as ice-breakers to foster interaction between participants and create a relax atmosphere for the ensuing discussion. The statement also served to start a conversation on some of the issues affecting the poultry Value chain in Tanzania. The statements and some of the participant views around these statements were as follows:

1. Smallholders in Tanzania have the chicken strains they need and this is not an issue we should be discussing here:

**Table 1 Responses to challenges statements: Smallholders have the chicken strains they need**

<b>Agree Completely</b>	<b>Agree a bit</b>	<b>Neutral</b>
a. Farmers have what they need, but they (farmers and chickens) are being neglected	a. Farmers would like to have some new introductions to combine with what they have. b. The language we use is	a. Agree abit: Farmers would like to have some new introductions to combine with what

	different from what the farmers use; e.g. ecotypes, farmers in different regions need to know what they have and use standard/similar definitions of the same. This is a characterization challenge that needs sorting out	they have b. Agree a bit: The language we use is different from what the farmers use; e.g. ecotypes, farmers in different regions need to know what they have and use standard/similar definitions of the same. This is a characterization challenge that needs sorting out
<b>Disagree completely</b>	<b>Disagree a bit</b>	<b>Neutral</b>
a. The ecotypes that farmers have perform at levels below anticipated/consumer needs	b. Some people have, others don't	

Most participants disagreed (either completely or a bit) with the statement. There was only 1 person who agreed completely.

2. The private sector is alive and well and is making great contribution to the smallholder chicken value chain in the country.

**Table 2 Responses to challenges statements: The private sector is making great contributions to smallholder chicken value chain.**

<b>Agree Completely</b>	<b>Agree a bit</b>	<b>Neutral</b>
a. Our (private sector) service reaches the smallholder farmers b. Everything that is happening in the poultry chain is driven by private sector, not government. c. The TZ Private sector is selling up to 800K day old chicks of which 80% are smallholder, so have the reach.	a. The private sector is working but the reach to smallholders especially in rural areas is low.	
<b>Disagree completely</b>	<b>Disagree a bit</b>	<b>Neutral</b>
a. Smallholder chicken keepers (70%) are in rural areas while all service providers operate in and from the cities.	a. The private sector is trying, but they probably don't have the strains that farmers need.	

Most of the participants (except one) who agreed completely or a bit were private sector players. Most of the participants disagreed with this statement. I was also noted that the private sector majorly deals in commercial lines of chickens, whereas this discussion is about indigenous chickens. That may affect the level of interest of private sector to serve smallholder farmers.

3. The problem facing the chicken sub-sector in this country has ALL to do with policy. RESULT: normal distribution, with majority either agreeing a bit or disagreeing a bit.

**Table 3 Responses to challenge statement: The problems facing the chicken subsector have ALL to do with policy.**

<b>Agree Completely</b>	<b>Agree a bit</b>	<b>Neutral</b>
a. There is no policy on poultry in the country. This vacuum has left everything to NGO, and things are happening haphazardly.	a. Policy arm of government doesn't seem to understand the policy well so they don't operationalize it well. There is a big gap between government policy arm and the consumers of policy.	
<b>Disagree completely</b>	<b>Disagree a bit</b>	<b>Neutral</b>
a. The 2006 livestock policy document and other strategic documents all talk about poultry and these guide operations in the industry.	1. The policies are there to guide private sector in the poultry industry but there are many gaps, specifically in operationalization. This notwithstanding, there are many other problems apart from policy issues.  2.	

This question displayed a normal distribution with almost equal numbers for and against the statement.

#### **1.4.5.Participant Analysis**

Understanding participant composition (who is here) in the innovation platform is a critical component that determines the direction and design of the workshop process. As part of the introduction, a differentiation process was carried out to evaluate stakeholder composition and its implication on the intended discussions.

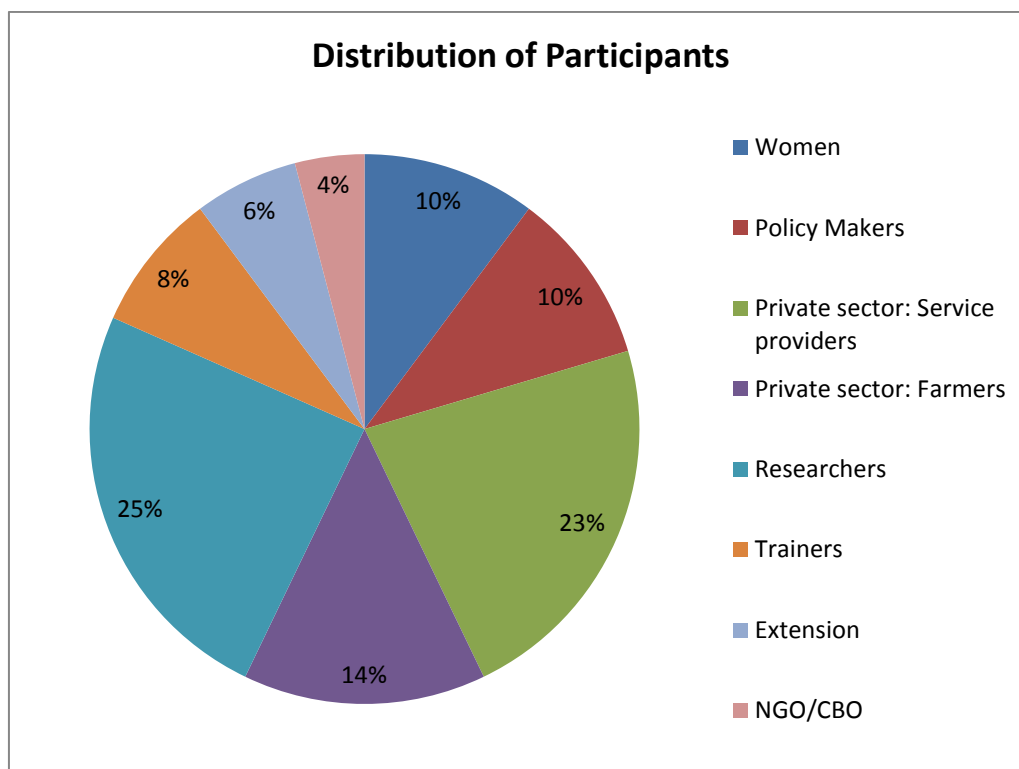




Picture 2: Participant analysis in action: understanding what stakeholder groups were represented at the ACGG innovation platform in Tanzania

**Error! Reference source not found.** below illustrates the various groups of stakeholders represented at the beginning of the workshop. The total number of participant during this activity was 49.





**Figure 1: Number of participants (as %) from various stakeholder categories that took part in the discussions at the start of the ACGG innovation platform.**

#### **1.4.5.1. Women representation**

During the participant analysis, it became apparent that women were under represented. This skewed representation illustrate the fact that men make most of the decisions even on matters where women would be better placed to do so, like in the poultry value chain. Additionally, there was need to sensitize and empower women to take part in such platform workshops and deliberate efforts ought to be made by the workshop organizers to ensure more women are included in the platform process.

It was subsequently agreed that the conversation during the two days of the workshop would reflect what women would say on specific issues, so that the outcome is not perceived as coming from men but from people who understand the value chain.

#### **1.4.5.2. Private sector representation**

The private sector was sufficiently represented. However, there were no women representing private sector at all. From the group of private sector practitioners present, their clientele, up to 80% represents smallholder farmers. Their intention was to be at the platform workshop to understand the constraints facing the farmers. There was no representation from public sector extension service, while participation from NGOs, community organizations and development agencies was very poor with only 2 individuals from community organizations being present.

#### **1.4.5.3. Who is missing?**

A large segment of the market side of the value chain was not represented. This included aggregators (brokers, bulkers) processors, supermarkets and other vendors. Consumer groups were only represented by the fact that those participating in the platform workshop are also chicken and chicken product consumers.

## **2. Setting the scene:**

### **2.1. Input presentations from various participants**

The context within which the ACGG project was being implemented was elucidated through a series of presentations. The aim was to ensure that participants had an intimate understanding of the project goals, scope and objective to allow for focused discussions to be held.

#### **2.1.1. The National Context: The role of Chickens in the Tanzanian economy and opportunities for development**

*Dr. Daniel Komwihangilo, Tanzania Livestock Research Institute (TALIRI)*

The Tanzanian poultry industry is dominated by smallholder poultry farmers, 72% of whom live in rural areas mostly running free range operations with 5 -20 chickens. This industry is worth about Tshs 861 billion (based on 60% trade of chicken produce), which is higher than the budgetary allocation to the ministry of Livestock in the financial year 2015/2016.

One of the major challenges is that the cost of buying chicken is high (1 kg of chicken costs more than 1 kg of beef). This means that the producers of chicken are not necessarily the consumers of chicken. There are tremendous opportunities given the high demand for chicken in the domestic and international markets. This should provide the basis for transforming the backyard scavenging production system into a more commercial orientation.

The full presentation can be found at ANNEX 6

#### **2.1.2. African Chicken Genetic Gains: A platform for testing, delivering, and continuously improving tropically-adapted chickens for productivity growth in sub-Saharan Africa.**

*Dr. Tadelle Dessie, International Livestock Research Institute (ILRI).*

Chickens are the largest farm animal in SSA and play an integral part in the socio-economic fabric of smallholder households.

However, current ecotypes are characterized by slow growth and low egg weights and counts. The ACGG project will provide a platform for testing, delivering and continuously improving tropically adapted chickens based on farmer preference.

Past attempts have been made and these did not success because the private sector was not involved from the beginning. The ACGG project is unique in that the private sector will be engaged from the beginning. The innovation platform will form the basis for catalyzing this private sector led transformation of the chicken value chain.

The project will seek to narrow the yield gap in the production system by introducing highly proven strains of chickens in the context of its 5 pillars; i) identification of suitable strains, ii) testing and obtaining farmer preferred strains, iii) formation of innovation platforms as the mechanisms to undertake VC diagnosis and co-create solutions, iv) catalyze the private sector to undertake germplasm delivery through PPP, v) involve and empower women to participate in VC activities.

The theory of change for the project is predicated on the belief that Genetics can serve as a systemic pull factor for other important ingredients for change (e.g. feeds, health etc.) to drive the VC transformation. The full presentation can be accessed at ANNEX 7.

#### **2.1.3. The Tanzania ACGG project National Implementation plan**

*Dr Ezekiel Goromela, Tanzania Livestock Research Institute (TALIRI); Tanzania Project PI.*

In line with the SIAC that governs the ACGG project, the country team has selected a project advisory team. The country project advisory team includes 5 experts from industry and research. They advise and guide the project implementation team.

Five project zones were selected as pilot sites for implementation in Tanzania. A set of six criteria were used to select the five zones for the project, key among which were presence of a large number of poultry farmers as well as a high number of smallholder chicken farmers that consider chicken rearing as a business.

In order to guide the project team in terms of targeting of resources and objective comparisons, a baseline survey will be undertaken in the 5 project sites. The selected sites are representative of the agro-ecological zones found in the country.

Four chicken strains will be tested: The Australorp, the Fayoumi, The Kuroiler and the Sasso or a Brazilian breed. Tanzania doesn't have a sustainable poultry breeding program, so no chicken breed developed in Tanzania is part of the list. The motivation for testing these strains is because they are highly producing under local/scavenging systems.

A local strain of Black Australorp, was introduced from Malawi is dominant in many parts of Tanzania, and is well adapted to the local conditions, having been around for a significant amount of time.

The private sector will be tasked with hatching the eggs, brooding and distribution of chicks to farmers as well as supporting the project team with other needs.

The full presentation is ANNEX 8.

#### *Participant comments on presentations*

1. There is need to factor in the 'what's in it for me' factor from a commercial private sector perspective
  - a. What do farmers have, what do they need, how are they delivered, are the quantities enough?
  - b. The list of birds and project locations are still suggestions and more candidates can be considered in consultation with the project team. The private sector needs to ask about the locations, other potential candidates and modify what is planned
  - c. What do farmers do with the eggs, how can they address policy challenges? The innovation platform can be a vehicle to help address the functionality of the system as a whole. We should not get bogged down with the research protocol and operations while forgetting the issues underlying the functionality of the system.
2. The desired target impact – is it change from local to commercial, small scale to large scale?
3. The five project pillars can be divided into technology, institutional - how we work, policy and markets pillars.
4. Let us think beyond the project – will the industry be different because the project provided the foundation for us to work together?
5. The Kuroiler is one bird people will be queuing for, given previous experiences elsewhere

There were several questions asked specifically on the implementation plan. Here is a summary of the questions and associated responses as provided by the project team.

1. Why should we be talking about reduction of prices of chicken products, just looking on the consumer side? The producers want high prices to maximize incomes
  - a. If production is increased, the prices will most likely reduce. The high prices are due to high demand but low supply.

- b. It is an opportunity for higher meat consumption. Chicken producers should be chicken consumers
- 2. How do we deal with the issue of crossbreeding and genetic erosion of desirable traits in indigenous poultry, now that the introduced birds will 'pollute' and dilute the indigenous genetic pool?
  - a. We want to create a business model for hatching and selling of high producing strains and not necessarily crossbred birds. However, the project has a comprehensive plan to conserve indigenous genetics.
  - b. Farmers will make money through trade of high producing chickens.
- 3. Tabora and Shinyanga in the western region should be included to make the project national give that they qualify based on the inclusion criteria. Additionally, why were Arusha and Kilimanjaro not included, yet they produce a lot of eggs??
  - a. It is impossible to go to all places. Once the pilot is completed, the scaling out will be done to cover all regions, driven primarily by the private sector.
  - b. Arusha and Kilimanjaro are similar to the southern highland zone which has been included in the study, and as such are represented.
  - c. Tabora was initially included, but the ecotypes are similar to Singida; similarly Shinyanga is similar to Simiyu. Since Singida and Simiyu are part of the pilot location, Tabora and Shinyanga were dropped.
- 4. What happened to the research to evaluate Tanzanian poultry strains that are not featuring on the list?
  - a. The research is on-going, spearheaded by TALIRI.

### **3. The Innovation Platform**

#### **3.1. The African Wedding**

In order to introduce the concept of innovation platforms to participants and enhance and understanding of its workings, the analogy of organizing an African wedding was used. Participants were given the following task

Task: You want to organize an African wedding for a special relative. Think about the areas that you must get working to make the wedding a success.

##### **3.1.1.The functions**

The following areas were proffered by the participants as the most critical functions to ensure a successful wedding

- a. Food and beverage
- b. Main steering committee/Management team
- c. Entertainment and music committee
- d. Finance committee
- e. Transport committee
- f. Guest reception
- g. Security committee
- h. Venue and decoration
- i. Video and photography
- j. Wedding certification
- k. Invitation and protocol
- l. Presents/gifts committee
- m. Logistics team

##### **3.1.2.The actors**

The functions to deliver the wedding are undertaken by actors whose choosing is based on certain criteria. Usually, a steering committee decides who performs the above function, typically based on a combination of two principles

- i. Volunteerism or provision of resources
- ii. Track record/past experience

The people who agree to undertake delivery of the functions they are nominated for do so for various reasons including

- i. The desire to belong (be part of the community)
- ii. The task will be light because they have other people to help
- iii. Other hidden interest
- iv. 'Next time it will be me'

##### **3.1.3.Rules of engagement**

For those that are nominated for a task, who accept and they fail to deliver, several things may happen

- i. They will lose face/lose integrity
- ii. They will feel guilty or will be made to feel guilty by the community

These consequences (the shaming, the fact that one is answerable to the community) ensure that those tasked with a function deliver it. The African wedding is only second to funerals with regards to the commitment given to it. The origin of the concept of innovation platform is not new to the African way of life. Communal/cooperative weeding and ploughing shared between households; tending to a sick mother's household by bringing firewood, food, water etc. are some examples of daily happenings in African homesteads that represent teamwork and collaboration.

#### **3.1.4. The glue factor**

This collaboration/team work speaks to the 'What is in it for me' (WIIFM) considerations, which is the binding factor that keeps them interested. It is often not done because people love the other, but because they are drawing benefits from the activity (e.g. fear we will be all alone at our own events; we are drawing financial rewards from it; we are giving back some time for social good).

### **3.2. The Innovation platform**

#### **3.2.1. Innovation**

Innovation can be defined as using existing knowledge, tools, approaches, etc., in a new way OR combining different things to create different results. Innovative solutions generate better efficiency, effectiveness or sustainability.

#### **3.2.2. Innovation Platform**

Innovation platforms represent systematic processes or mechanisms, usually involving on-going face to face and/or virtual interactions, through which stakeholders engage to identify issues that affect their common interest and to co-create innovative solutions. Predominantly, Africans solve problems through face-to-face workshops as opposed to virtual conversations.

The platform process is about looking for opportunities to harness collective knowledge as well as tackling issues before they become a problem. This allows the platform to grow as its usefulness and influence increases. Actors come to the platform because the issues dear to them will be raised and addressed. This happens because at the platform the right questions will be asked and the right people, those concerned with the areas of interest will be in the room to provide answers and potential solutions.

#### **3.2.3. The rationale for Innovation platforms**

The IP can be viewed as a system akin to a machine – if one component is missing/has a problem then the whole system fails; one dysfunctional part of a machine (e.g. fuel system) renders the whole machine useless. In a value chain, one issue such as the policy framework may make a private sector investment dysfunctional. The innovation platform allows these issues to be diagnosed.

The innovation platform provides the mechanism for the following processes:

1. Collective diagnosis: different people have different ways of finding the temp of an animals (touch backside, touch armpit) etc. Working together, a better conclusion, a more holistic view, outcome or solution may be reached.
2. Inclusive solution finding: A man convinced against his will, is of the same opinion still. The platform process does not dictate, but allows finding a win-win outcome for members of platform.
3. Mutual accountability: Losing face, being ashamed drove African ways of doing things – holding each other to account. This allows more effective delivery of functions. The platform provides a mechanism where modern day 'shaming' can take place.

The need for inclusiveness is central to the workings of an innovation platform. Inclusivity doesn't mean that everyone is right, but hearing all voices allows right decision to be made. However, this inclusiveness needs to be managed. Managing inclusiveness requires achieving a clear understanding of:

- a. what the members (e.g. businesses) do on their own
- b. what the collective (the platform) does to make the total system work;
- c. how to build mutual trust

Inclusiveness is a key factor in effectiveness and sustainability of platforms.

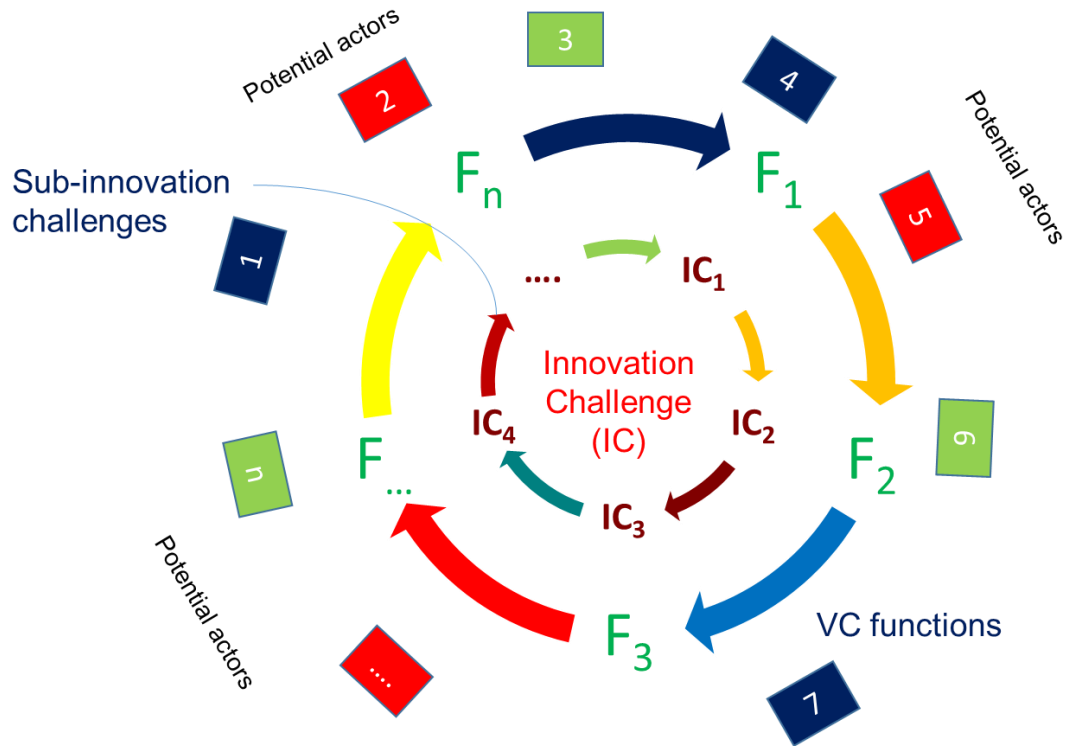
### **3.3. Innovation Platform Steps**

The following steps are generally used when designing innovation platform processes

1. What is the challenge we are trying to address (the **innovation challenge**)? Sub-challenges will also be identified along the way!
2. What are the **functions** needed to address the challenge (value chain mapping)?
3. Considering the functions, and our knowledge of the institutional landscape, who should be 'at the table'? (Actor mapping). The identification and selection of **actors** to deliver the functions takes into consideration
  - a. Volunteerism
  - b. An offer of resources both time and financial
  - c. Track records
4. First (and subsequent) innovation platform **convenings**. This constitutes the actual workshops, starting with the first platform, which is generally viewed as a pre-platform workshop to set up the platform and identify potential actors as well as define the innovation challenge.

### **3.4. Innovation Platform Conceptual framework**

In the middle of the framework, is the Innovation Challenge (IC). Other challenges may be there, but these are sub-challenges. A challenge is not the same as a constraint, bottleneck, or problem. The challenge is typically a 'How to .....' statement as opposed to 'The problem is .....' This allows one to start formulating answers, as opposed to taking a defeatist attitude.



**Figure 2: Schematic representation of the IP conceptual framework showing the innovation challenge, sub-challenges ( $IC_n$ ), value chain functions (VC functions) and potential actors.**

Ideally, there would be an overall IC. There may be a lower level IC to be addressed, focusing around specific functions. This would be the sub-challenge. The Sub-challenges can be sorted out at the level of the functions or interplay between function.

The actors meet regularly to discuss issues affecting the value chain and how to solve it. There may be multiple overlapping challenges. Each of these may be big enough to deserve a separate IP process. However, these can be sorted out through a break-out session, and the persons required to address those issues have a separate workshop and their resolutions are brought back to the main IP for validation.

An example of an innovation platform with the innovation challenge, functions and actors defined is illustrated below. This represents a Dairy genetics IP in East Africa.



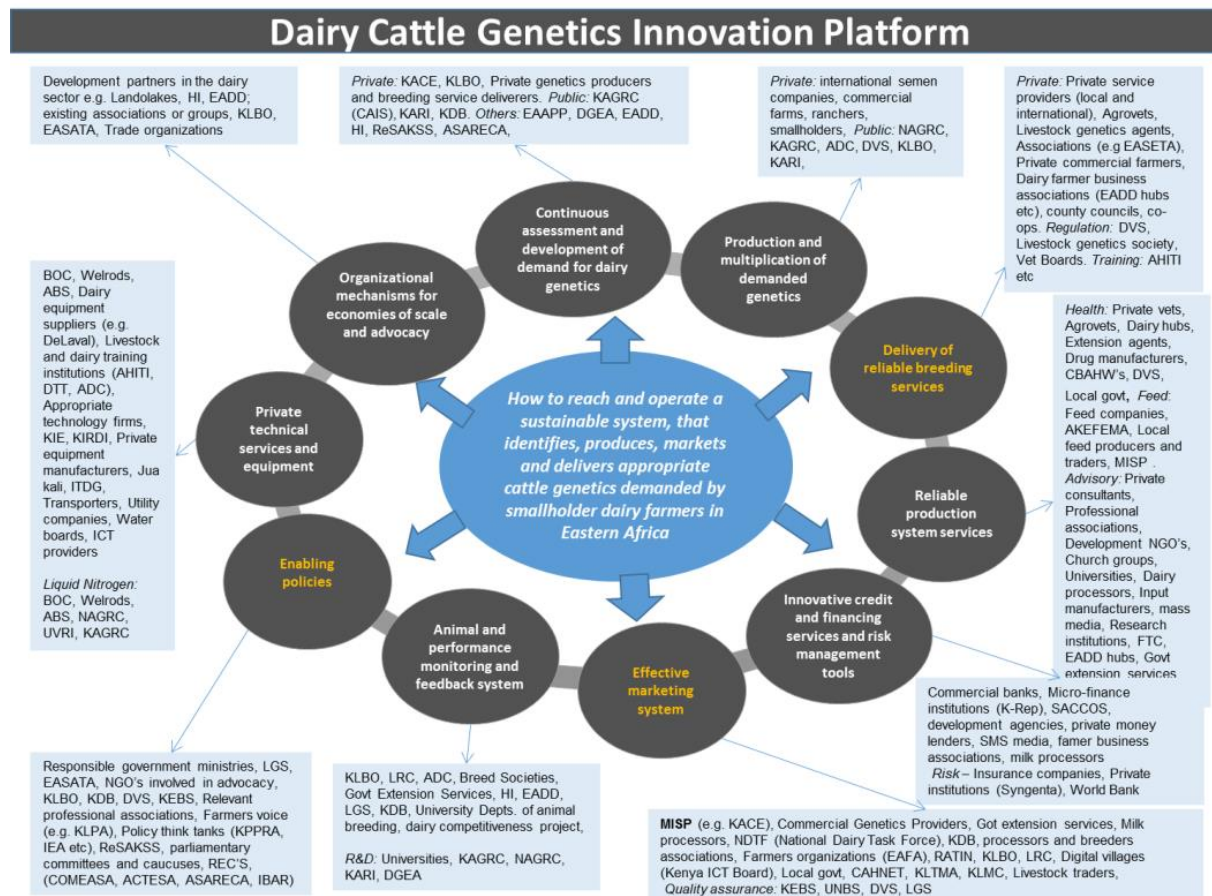


Figure 3: A Dairy cattle genetics innovation platform with the innovation challenge, functions and actors defined

For the Tanzania chicken (poultry) innovation platform, the question is what is the innovation challenge, what are the functions and who might be the actors to deliver these functions. Additionally, a working formula will need to be found to ensure that the project team and the IP synergize to maximize benefits and outcomes.

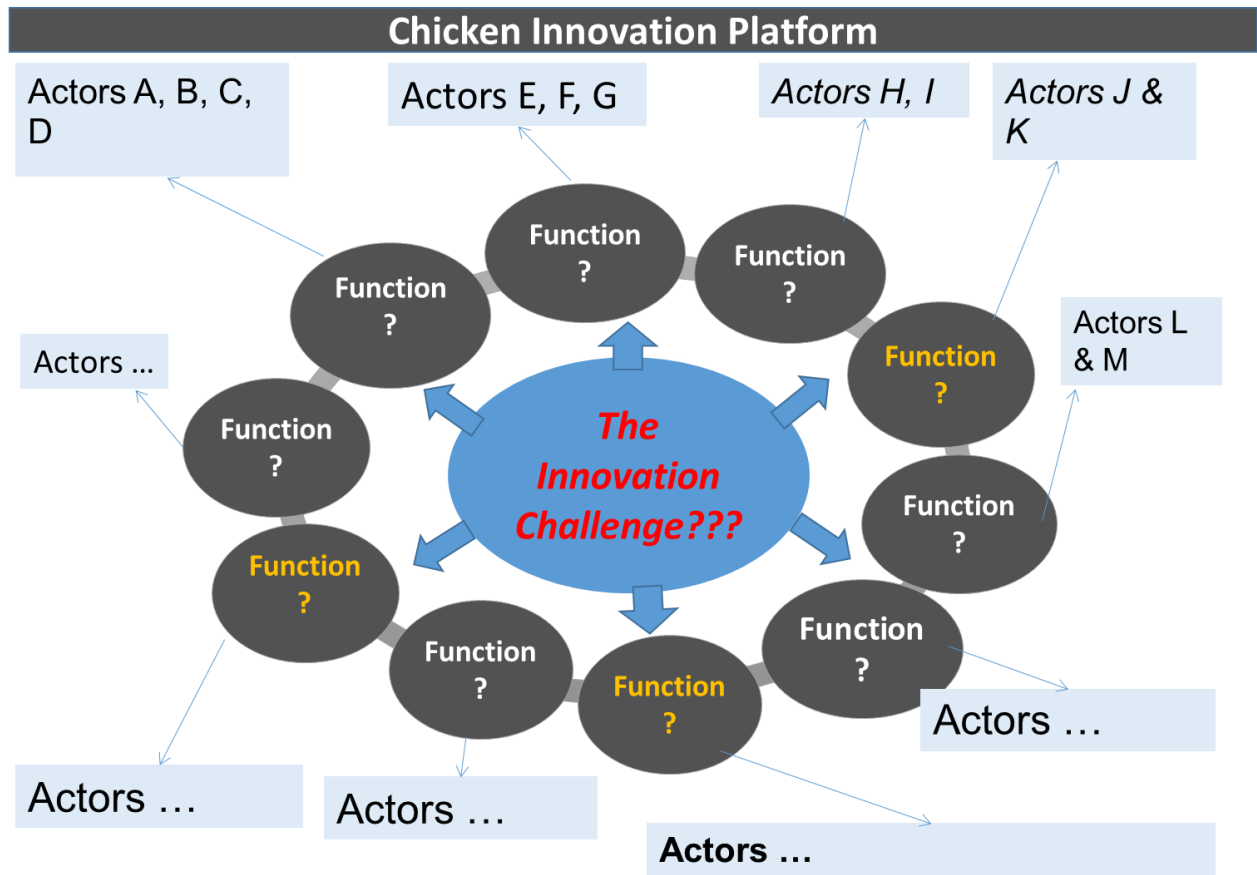


Figure 4: A Poultry Innovation Platform with the innovation challenge, functions and actors undefined

All the necessary stakeholders must be included given the value chain functions and existing constraints.

#### 4. Tanzania Chicken Value chain: Analysis of Challenges and opportunities

A critical look into the Tanzanian poultry value chain was necessary so as to understand what innovation challenge would be appropriate to drive the transformation required. For this to be accomplished, small groups at table were tasked to do reflect and discuss two issues, i) the three biggest opportunities and ii) the three biggest challenges facing the smallholder chicken value chain give the trends within and outside the country. Participants were encouraged to think alone for a moment before discussing with the group.

The outcome of the discussions are summarized in the table below

Opportunities	Challenges
<ol style="list-style-type: none"> <li>1. A large and growing market is available that drives high demand for chicken eggs, meat, and germplasm (seed)</li> <li>2. Chicken are versatile and can be reared in any place in Tanzania</li> <li>3. Farmers are seeing the business opportunity in rearing chicken</li> <li>4. There is already a large number of smallholders keeping poultry/chicken</li> <li>5. There is high genetic diversity of chicken including strains with good performance (e.g. Kuchi chickens)</li> <li>6. Availability of feed grain (sorghum, maize, millet, soybean)</li> <li>7. Presence of training institutions for poultry (e.g. open University, SUA)</li> <li>8. Chicken rearing renders itself well to creation of employment opportunities</li> <li>9. Availability of business development service providers for chicken value chain</li> <li>10. Technology advancement</li> </ol>	<ol style="list-style-type: none"> <li>1. Low productivity of indigenous poultry systems due to diseases, inadequate technical know-how and low inherent genetic potential</li> <li>2. Poor infrastructure/Market access problems leading to low prices to the producer</li> <li>3. High cost of inputs/production</li> <li>4. Low/poor quality of inputs</li> <li>5. Weak extension services</li> <li>6. Marketing/market share capture issues</li> <li>7. The poultry value chain is fragmented</li> <li>8. Poor financial/capital access</li> <li>9. Poor entrepreneurial skills</li> <li>10. Breeding materials not readily available</li> <li>11. The quality of products from smallholder farmers is often low and can't compete favorably in the market</li> <li>12. Availability of cheap imports</li> </ol>
Discussion points on the challenges and opportunities	
<ol style="list-style-type: none"> <li>1. The support intended for smallholder farmers does not reach the target persons (e.g. public extension services – services meant to be free are often charged for; Extension and health workers prefer supervising slaughter houses for cattle and not chicken because of the financial rewards; material subsidies never reach the poor farmers etc.) – What can we do to avoid this pilfering? <ol style="list-style-type: none"> <li>a. Empower farmer with information</li> <li>b. Bringing inputs closer to the end users, especially for women who have other tasks and cannot leave the homestead easily. They often need to seek permission from spouses</li> </ol> </li> <li>2. If we address the VC fragmentation, we solve the value chain efficiency problem.</li> <li>3. The farmer will not understand what the VC is. The SNC will have to unpack this so that farmers will be able to understand what we mean.</li> <li>4. All the issues raised as challenges are the flip side of opportunities. It is up to the platform participants to see what we can be done to turn the challenges into opportunities</li> </ol>	
Opportunities: Emerging clusters/themes	Challenges: Emerging clusters/themes

<ol style="list-style-type: none"> <li>1. Big and growing demand</li> <li>2. Availability of genetic material</li> <li>3. Large pool of farmers</li> </ol>	<ol style="list-style-type: none"> <li>1. Low productivity</li> <li>2. Market access issues</li> <li>3. Access to inputs</li> <li>4. Policy framework</li> <li>5. Technical knowhow</li> </ol>
<b>Harmonized Clusters: Action areas</b>	
<ol style="list-style-type: none"> <li>1. Access to Inputs (Health, inputs, services and genetics)</li> <li>2. Extension, farmer/VC training</li> <li>3. Market access</li> <li>4. Policy and implementation</li> <li>5. Financing</li> </ol>	

#### **4.1. Cross-linkages and connections among project components – Germplasm testing & IP convenings**

By the end of the first day during the process steering group evaluation of the day's activities, it was felt that the objectives of the IP and those of the overall project needed to have been explained and linked. Additionally, the role of the private sector, and opportunities for them to connect during the next 12 months of the project should be clarified.

##### **4.1.1. Programmatic focus**

The ACGG program has the following focus areas

1. Farmer-preferred productive, adapted chicken germplasm options
2. Functioning innovation platform
3. Thriving value chains with functioning public-private partnerships
4. Focus on women both as smallholder chicken producers and VC actors. These entails engaging women as value chain players at different levels, not only as producers. The private sector will not be coming to the village because they are interested in women, but because majority of chicken consumers and producers are women, the private sector must deal with them.

##### **4.1.2. What must be different**

In order for the project to succeed, the approach must be different from previous attempts which aimed at improving the output of smallholder livestock systems.

1. From a silver bullet approach to researched options. Several options are evaluated by the project team in conjunction with the farmer to see what works the best. Once the testing phase is over, the farmer is not confined to the strains they tested, but can choose what they feel to be the most appropriate. Throughout the testing period, farmers with different germplasm lines will meet at community innovation platforms and compare notes on strains, management strategies etc. to cross-learn and experiment together.
2. From “we are here to offer you solutions” to “we are here to work with you to find solutions”
3. From pure focus on pushing ‘promising strains’ to recognition of importance of options within contexts (O x C). The O may be feeds, strains etc. that are being tested and C is the context, e.g. what farmer can afford the environment they operate in etc. The research team just needs to find out what works where. In the case of poultry as opposed to dairy systems, the where represents the type of production system since the same production environment can be created in different geographies.

4. Innovation Platforms at national and community level as on-going processes for industry integration which outlive the current Project! The IP represents a process where the industry discusses issues, critiques itself, learns from itself and co-creates solutions.

#### **4.1.3. What will be done**

1. National level action to help create an enabling environment at all levels (e.g. regular National Platform Convenings)
2. Sub-national level action focused on working with farmers & groups in communities and entities which support them (e.g. regular Community Platform Convenings – driven by SNC). If the community level IP's work, these can be started in other communities even where the project is not actively testing indigenous chicken strains.
3. At all levels, ensuring:
  - a. Right people are engaged on an on-going basis
  - b. All voices count – focus on engagement not just representation
  - c. Conversations focus on what really matters to actors
4. The project is cognizant on the opportunities for youth employment despite a woman focus.

The IP is linked to the project, but must outlive the project both at national and community levels.

#### **4.2. Emerging Issues**

The presentation on connection of project components and following upon a previous presentation on the implementation plan, a spirited discussion ensued with regard to the plans and their implications. Several questions were raised. These are summarized below, together with the responses from the project team and other participants.

1. Foreign breeds, including Rhode Island Red (RIR) were introduced into communities' long time ago to crossbreed and improve the breeds. They disappeared when project ceases or donor support ends. What measures are being put in place to ensure that the same problem doesn't recur?
  - a. We must identify a centre to produce parent stock. So that industry stakeholders can know where they can get the specific breed they want. Otherwise, the introduced stock will disappear like RIR.
  - b. Engagement of the private sector ensures long term sustainability of the strains existence.
  - c. There is a possibility to use model farmers or farmers with the capacity and ability to produce the desired genetics to ensure sustainability.
  - d. Previous introductions did not consider how to sustain the exotic breeds, especially due to erosion through crossbreeding with the local strains.

**The project position:** The difference in this project is firstly using the IP and other mechanisms to co-create solutions. The f we first identify the strains (could be 1, 2 or 3). Then involve the private sector in delivering the preferred strains; through PPP, the private sector will be responsible for improving the lines, producing breeding materials and delivering to the farmers. The WIII-FM for the private sector makes this meaningful. The production of germplasm for distribution to farmers must not be in a public institution. Public institutions can support development of the birds but the private sector must lead the process.

2. National platforms are excellent ideas if they can be sustained. National committees to address poultry issues work so well but the workshops cannot be sustained after the project ends. How can we do this?
  - a. Where do we get the energy/interest/champion to drive the workshops on-ongoing basis?  
This is a question that we will be asking continuously in the next 3 years
3. Financing options: we need to construct financing facilities that respond to needs of the farmers. Grants should only be for a short term and be used to be independent of aid. We should be moving towards financing options that require us to pay back.

4. Does the private sector care about the power dynamics in the household? How prepared are you to take on the challenge of a woman focus? Typically, when men feel that they are being ignored, they will bar their spouses from attending workshops or participating in the project activities.
  - a. This dynamic will be very important since it can undermine the success of private enterprise involvement.
  - b. Organizing women into groups might be one strategy to address this.
  - c. This must be addressed at the beginning, probably through training before they start producing birds. The training must be paid for in the long term by the private sector and stakeholders (including farmers who can afford it) who benefits from it.
5. How can we put in place a public led gene bank for the introduced chicken strains
  - a. The PPP will work with public sector continuing to improve and domesticate the strains to local conditions. The grandparent stock can be at a university and the parent stock at a private sector institution. The private sector can then replenish stock from public sector (ideal situation).
  - b. The Private sector must have a stake, which is not only interest, but also investment for the grandparent stock to survive. Leaving it to the public sector will see it die. The Mpwapwa breed is a classic example of this scenario.
  - c. TALIRI is applying for additional resources to have facilities for brooding poultry. The private sector must invest in facilities that can allow specialization in the exotic breeds to supply to the other private sector actors.

#### 4.3. Reflections from participants

In order to engage the private sector more and have a deeper understanding of the value chain, and engage the private sector participants more, industry introspection was carried out. This move was carried out in response to observation, views and feedback from the process steering Group (PSG).

The issue of why the country is not making progress and what needs to be done was answered by reflecting on the following questions:

1. As a stakeholder what is it about the smallholder VC that makes you really angry because it can be better but it is not?
2. What specifically do you want to see happen?

The responses obtained are summarized below

Frustrations	Experiences from Stakeholders
1. Cost of production is very high. Inputs only found in cities, and farmers travel long distances to acquire these. Private sector must bring services/agro-dealerships closer to the farmers.	1. Focus on and contract women and widowers.
2. Main problem is extension. Management issues, where poor husbandry is practiced leading to many problems. Because inputs to address emerging issues such as disease are expensive, extension could solve most of these.	2. Train both men and women for greater effectiveness
3. Quality and cost of inputs is a major challenge	3. Once women are involved and the program goes well, they will re-invest in the program. That's their nature.
4. Access to markets is a problem and leads to collapse of the desire of farmers to increase productivity.	4. Some organizations are already working with smallholder farmers to give them access to inputs. E.g. BRAC has a network of qualified people and is working with 140,000 farmers in rural areas, a resource that can be tapped if required.
5. Chickens are always purchased and transported	5. We may need to make farmers work in

<p>as live birds. Consumers would not buy frozen local chickens. Consumers should be sensitized to accept a frozen local chicken and not live ones which increase production costs.</p> <p>a. This is a business opportunity for private sector investment</p> <p>6. The extension service of chicken is driven by people who do not understand the species. They mostly apply experience in cattle and transfer to poultry. The training requirements for poultry advisory services need to be relooked at.</p> <p>a. Do we need poultry extension services as a separate issue to be tackled?</p> <p>7. The provision of monetary incentives and other tangible benefits to entice farmers to come for workshops. This is primarily due to the extractive nature of our research which tends not to provide actionable feedback to the farmers. If we give useful feedback, farmers may not demand payment.</p>	<p>groups, since most markets are in the city. Consistency of quality, quantity and regularity of supply provides opportunity for business and access to markets. This is one of the models of working with the farmers.</p> <p>6. How do we ensure that we have the voice of farmers or farmer representatives? Through the poultry associations, we could find who should come. The project team (Deo) will receive suggestions on who should come.</p> <p>7. The number of chicks to be given to farmers maybe too small to encourage farmers to invest in better feeding and housing for the chickens given current farmer practices.</p>
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## 5. Value chain diagnosis: Priority Intervention Areas

Following the list of opportunities and challenges that participants of the platform provided for the Tanzanian poultry value chain, some themes/cluster emerged after common elements were grouped together. The final themes were as follows

1. Access to Inputs (Health, inputs, services and genetics)
2. Extension, farmer/VC training
3. Market access
4. Policy and implementation
5. Financing

These represent priority action areas that need to be addressed to transform the Tanzania Poultry value chain. A solution can only be reached if the steps, actions are internalized. Towards this end a ‘deep – dive diagnosis and action planning break out session was undertaken. Participants were required to work in groups on the five specified priority intervention area and undertake the following tasks:

1. Identify specific opportunities for action –  
What needs to be done differently by which stakeholder category (Inputs, Extension & Training, Market access, Policy and implementation, Financing)

Stakeholder Category	What and how?

2. Are there some hurdles which might come in the way? Name them in challenge ‘language’ – “How to ...”
3. What should/could be done to remove/address these hurdles?
4. For each action: Suggest immediate steps - within the authority of this workshop – that will be taken to start moving forward these actions

The output for the task above is summarized in the tables below.



**Table 4 Access to Inputs (Health, inputs, services and genetics)**

Stakeholder Category	What	How	Challenges	What should be done	Action suggested by platform
	<u>Opportunity: Feeds</u> Existence of legislation for distribution, production and registration (Animal Feed and Pasture Act)	i. How to overcome feed unavailability (variability cross location and season) ii. How to reduce the feed cost: Protein source is particularly expensive iii. How to overcome variability in quality of the feeds iv. How to improve expertise in feed formulation, v. How to overcome high cost of feed quality analyses vi. How Lack of standards feed on production, registration and distribution vii. Lack of feed quality control laboratories	i. High cost of taxes; and ii. Lack of integration/poor linkage/ among different stakeholders; fragmented value chain within the sector iii. Lack of good governance	i. Alternative feed sources to reduce cost of production and improve quality (replace cereals with feeds such as sorghum). ii. Protein can be replaced with soya bean, or non-conventional feed resources, produce fodder plants like leucaena	i. Look for cheaper feed analysis ii. Sensitize farmers to buy from companies producing acceptable quality feed iii. Ensure the enforcement of relevant laws and regulations iv. Employ individuals with adequate skill on feeds and nutrition at farm level v. Introduction of unconventional feeds (fodders like moringa, leucaena, alfalfa, insects)
	<u>Opportunity: Health</u> Availability of the	i. How to improve the handling problems,	i. High cost of taxes; and	i. veterinary council should play its part	vi. Raise awareness vii. Enforce the

	legislation, & the veterinary suppliers	TTFDA ministry, input	<p>storage and distribution: how can we store thermo stable vaccines</p> <p>ii. How to administer drugs</p> <p>iii. How to improve the knowhow of farmers</p> <p>iv. How to overcome availability or control of sub-standard animal health products on the market</p> <p>v. How to overcome problem of drug resistance</p> <p>vi. How to overcome the problem of power outage to store thermostable vaccines</p> <p>vii. How to improve disease diagnosis capabilities</p> <p>viii. How to improve disease diagnosis facilities, existing personnel</p> <p>ix. How to engage private sector in health of chicken</p> <p>x. How to enforce veterinary regulations</p>	<p>repeated levies</p> <p>ii. Lack of good governance (corruption)</p> <p>iii. Uninformed biosecurity measures</p>	<p>ii. revive district level clinics</p> <p>iii. engage veterinary association/veterinary council of Tanzania</p> <p>iv. monitoring of quality of veterinary products on the market by TTFDA</p> <p>v. How to improve the skill of experts in the monitoring of veterinary drugs</p> <p>vi. Enforce the veterinary regulation</p> <p>vii. Report irregularities in the regulatory enforcement</p>	<p>regulation through the association</p> <p>viii. Urge/engage input suppliers: improve quality and increase access to smallholders</p> <p>ix. Commercialize village chicken production to make a sustainable business model which can pay for good veterinary service</p>
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	<u>Opportunity: Germplasm</u> <ol style="list-style-type: none"> <li>1. Diversity of chicken genetic materials which can a good source of genetic improvement</li> <li>2. Access to importation of improved germplasm</li> <li>3. High demand for improved germplasm</li> </ol>	<ol style="list-style-type: none"> <li>i. How can we have a grandparent stock in Tanzania (we only have a parent stock)</li> <li>ii. How to ensure constant supply of day-old-chicks (DOCs) and grandparent stock</li> <li>iii. How to ensure good quality of DOCs/reduce mortality below 10 per cent</li> <li>iv. How to address the lack of enforcement on hatchery regulation</li> <li>v. How to identify and develop appropriate germplasm adapting to scavenging/semi-scavenging chicken production system</li> <li>vi. How to improve transportation issue and reduce DOC mortality</li> </ol>	<ol style="list-style-type: none"> <li>i. Lack of good governance (corruption)</li> </ol>	<ol style="list-style-type: none"> <li>ii. Encourage the private sector in grandparent supply/development indicating that it is a profitable investment</li> <li>iii. Enforce the regulations on hatchery operations</li> </ol>	<ol style="list-style-type: none"> <li>x. Make the hatchery operation close to distance (air transport?)</li> <li>xi. Use of hay box/hay brooders and similar technologies to improve availability of existing technologies</li> <li>xii. Educate farmers how to handle DOCs, on artificial brooding</li> </ol>
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**Table 5 Market Access**

Stakeholder Categories	Opportunity/Challenge	What and how?	What should be done	Action suggested by
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				<b>platform</b>
Hatcheries (DOCs)	Many chicken farmers needing improved chicken	??Poor distribution system	<ul style="list-style-type: none"> <li>i. Agents</li> <li>ii. Distribution channel created</li> <li>iii. Right equipment for transporting eggs &amp; chicken</li> </ul>	<b>Immediate:</b> Identify agents/hatcheries
Brooders/ Mother Unit	Demand for chickens	?? Power supply	<ul style="list-style-type: none"> <li>i. Emergency Power supply</li> <li>ii. Equipment (e.g. Crates/boxes)</li> </ul>	<b>Immediate:</b> identify brooders
Farmers	Many chicken farmers needing improved chicken	<p>??? Lack of markets information</p> <p>??? Consistency of product (quality &amp; quantity)</p>	<ul style="list-style-type: none"> <li>i. Need association/group</li> <li>ii. Market committees within groups</li> <li>iii. Market infrastructure (liaise with district council)</li> <li>iv. Promotion campaign</li> <li>v. Training on quality &amp; entrepreneurship</li> </ul>	
Transporters	Demand in towns/cities	??? Poor transport of chickens-high mortalities due to stress	<ul style="list-style-type: none"> <li>i. Enforce regulations</li> <li>ii. Create awareness</li> <li>iii. Opportunity for investing in cold chain processing and transporting at district /regional/zonal level</li> </ul>	

**Table 6 Farmer and Value chain Training and Extension**

Stakeholder Categories	Opportunity/Challenge	What and how?	What should be done	Action suggested by platform
<p>Farmers (smallholder chicken producers-especially women)</p> <p>Note: Range of smallholder categories. For instance, men, women, youth, married women, literate, and illiterate. These differences have implications on the approach.</p>	<p><u>Opportunity</u> Farmers are willing to be involved in chicken production.</p> <p><u>Challenge</u> How to organize those farmers into groups?</p>	<p>i. Listening to voices of married men and women, unmarried men and women, the elderly, and youth and disabled on existing engagement with chicken productions</p> <p>ii. Develop association of farmers' groups</p>	<p>i. Train/sensitize farmers the benefit of being organized in groups.</p> <p>a. Training through cooperative officers, community development officers, NGOs, sub-national coordinator, use village leadership to organize, reach out to platform participants (the public, local government, inform the district level leadership, private sector), influential people, input suppliers, private sector companies</p> <p>b. Work with people on the ground because the message will go faster</p> <p>ii. Identify the existing farmer organizations.</p> <p>a. The identification can be done while during the sensitization and the inception/baseline</p> <p>iii. Strengthening of existing groups</p> <p>a. Identification and evaluation of existing farmer groups to determine why they have been weak</p> <p>b. Develop an evaluation tools</p> <p>c. Evaluate-share information with farmers and</p>	

			<p>recommend improvement</p> <p>iv. Formation of new groups</p> <ul style="list-style-type: none"> <li>a. Involve NGOs and cooperative groups in wards to learn how to organize</li> <li>b. Use research develop officers to gain knowledge on how to organize farmers</li> <li>c. Sensitize farmers on the importance of group formation (see option above)</li> </ul>	
Farmers	<p><u>Opportunity</u> We have existing input suppliers (feed, drugs, and advisory services), extension services, and advisory services.</p> <p><u>Challenges</u> Farmers are facing inadequate extension services</p>	How to deliver adequate extension services (feed, drugs, and advisory services) effectively to farmers?	<p>i. Encourage agro-vets to invest in distribution point for feed and drugs and advisory services at the village level</p> <ul style="list-style-type: none"> <li>a. Link the agro-vets and farmers during platform workshops</li> <li>b. Group heads (cooperatives, etc.) to tell agro-vets what farmers need</li> </ul>	○
Farmers	<p><u>Opportunity</u> Improved productivity through improved chicken keeping practices.</p> <p><u>Challenge</u> How to improve low productivity due to inappropriate genetics?</p>	<ul style="list-style-type: none"> <li>• Improved strains: Need a bird with productivity (high) performance, low disease impact (high immunity), adaptable to area, maintain the breed genetics (characteristics), docility (easy to handle), and low feed input</li> </ul>	<ul style="list-style-type: none"> <li>i. Maintain high performing birds</li> <li>ii. Encourage private sector to import parent stock</li> <li>iii. Supply eggs to hatcheries from the parent stock</li> <li>iv. Produce commercially and supply birds to smallholders at affordable prices</li> <li>v. Use extension staff to train farmers directly through Private and public sector training of trainers (ToT)</li> </ul>	•

		<ul style="list-style-type: none"> <li>• How to improve low productivity due to a lack of technical knowhow?</li> </ul>	<ul style="list-style-type: none"> <li>a. Use PPP arrangement-example organizations-SUA</li> <li>b. Develop ToT information materials, based on student research, on smallholder chicken production-disseminate materials to private sector and public sector extension agents and trainers</li> <li>c. Students should work with farmers as part of their field work and this chicken research information should be disseminated to farmers</li> <li>vi. Public extension needs accountability. Can be done by ensuring reporting and focus on poultry services</li> </ul>	
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**Table 7 Policy issues**

Stakeholder Category	What	How	Challenges	What should be done	Action suggested by platform
Farmers	<u>Opportunity:</u> <u>Availability and Use of quality feeds</u>	Purchase from registered suppliers	How to enforce legislation and standards all over the country	i. Appointments and training of feed inspectors ii. Create awareness on production and use of quality feeds	i. Formation of task force to prepare plan of action
		Train famers on how to compound own quality feeds			
Policy makers		Formulate, coordinate and supervise			
Feed manufacturer		Produce quality feeds per regulation			
Extension officers		Advisory service on production and use of poultry feeds			
Regulators		To enforce legislation and standards.			
Input supplier	<u>Opportunity:</u> <u>existence of Disease free zones</u> i. Supply of appropriate drugs and vaccines	Adhere to rules and regulations	How to control existence of poor quality drugs and vaccines in the markets	Enforcement of existing legislations.	Task force to collaborate with the Government to review existing policy to identify a gap for action.
Policy makers		Formulate, coordinate and supervise different policies	How to create and maintain disease free environment and biologically secure	Subsidize drugs and vaccines	Task force to collaborate with the Government to identify potential drugs and vaccines for subsidy program.



**Table 8 Financing**

Stakeholder Categories	Opportunity/Challenge	What and how?	What should be done	Action suggested by platform
<b>Financial institutions</b> <u>Banks:</u> Maendeleo Bank Public Limited Company, Tanzania Investment Bank, Tanzania Agricultural Development Bank, CRDB, NBC Ltd,  <u>Micro Finance Institution:</u> PRIDE, BRAC, Vision Fund	Knowledge and information on how to access financial services	i. To create conducive terms and conditions that are affordable to farmers.( e.g. Group lending) ii. Provide financial services to support formal financial groups (e.g. VICOBA) iii. To provide financial knowledge to farmers, formal financial groups.	i. Involvement of village government (Ward Executive Officer, Village Executive Officer) as part and parcel of the implementation process ii. Identify and train potential key persons (teachers, formal and non-formal groups) at the ground level to provide the appropriate knowledge to the farmers on the financial services. iii. Capacity building - skills, knowledge, attitude financial disciplines.	i. Immediate: Capacity building on financial access and financial management ii. Training of farmers/ awareness of financial products available iii. Work with the financiers to provide products that work for farmers.

### **5.1. Participant comments: Access to inputs**

1. Training farmers on handling day old chicks needs to be disaggregated further. It has implications on how training is done, materials needed, and time of training.
2. As an action point the project team and IP stakeholders should
  - a. Facilitate, in coordination with SNC the distribution of good quality animal health products reaching grassroots.
  - b. Push for removal of VAT from major poultry feed ingredients such as Soya.

### **5.2. Financial Access**

1. The Tanzania Investment Bank (TIB) doesn't exist and cannot serve smallholder farmers – we need other models that do not need collateral from farmers but allow farmers to be each other's collateral.
2. Most banks have the same format of loans for agriculture and other loans. One of the things that the bank can do is provide products that can provide loans to farmers without increasing risk. E.g. providing a grace period for repayment.
3. The models that are used by some of the financiers would be important to know. A draft document with these should be shared among project stakeholders and platform participants.
4. We should not create an impression that we have preference on which stakeholders we intend to work with during the project implementation. All potential actors should be invited to participate.
5. Many banks are not interested in financing poultry businesses because of the huge risks involved. However, perceptions are changing and banks believe that poultry pays. TIB is currently interested in the indigenous poultry and is undertaking research on viability of training.
6. Awareness campaigns and attitude change are other issues that must be addressed before the private sector can invest. This social costs needs to be financed by the public sector.
  - a. As an action point, a mechanism to sensitize village level leaders on how to access finance is critical

### **5.3. Market Access considerations**

1. Farmers should form groups, with a marketing committee who will be responsible for market searches, evaluate markets/demands.
2. The SNC will facilitate and empower farmers to form groups and look for markets in collaboration with the private sector.
3. The platform should explore alternative models of transporting day old/21-day old chicks and the dressed/live/finished product. E.g. using the postal service.
4. Someone will have to find a way to deal with consumer apathy to dressed local chicken due to meat quality issues etc.
5. The platform provides a means to learn from one another. E.g. proper transportation of chickens. Mungumaji Poultry Association in Singida uses woven baskets to transport day old chicks to Dar es Salaam twice a week which they dispose all the time. They could use recyclable, plastic materials and this may reduce their transportation costs.
6. How to best engage the lower government, which the minister can do better as opposed to committees of the IP.

### **5.4. Policy issues**

1. Misuse of drugs is a big problem, especially in the disease free zones
2. Input suppliers should adhere to rules and regulation and supply appropriate drugs and medicines. E.g. they shouldn't bring vaccines that contain components not naturally found in the country. Additionally, drugs and vaccines should not be imported if the disease they treat doesn't exist, because this creates drug resistance. Many importers bring in drugs illegally.

3. Extension officers should train farmers on how to formulate quality own feeds using local ingredients.
4. Policy makers should harmonize drug policies; TFDA drugs, ministry of livestock have overlapping mandates on drug importation.
5. Hatchery operations are often classed under industry and not farms. This drives many inspectors to visit the farms with various demands. If the industry is strong, such unscrupulous inspectors. Can be dealt with. These seem to be a policy issue.
6. Taxation, tariffs and authorizations policies are missing.
7. Rules to ensure that hatcheries provide quality chicks to farmers have been enacted and are being enforced. Some challenges exist but roll out has begun. We need to implement biosecurity measures.
8. Imports of cheap poultry products that are killing and stifling growth of industry needs government intervention. The government is trying to limit imports from Brazil and elsewhere. There are still some illegal imports, but the government will continue to enforce this policy. However, one action that the platform can facilitate is to review/analyze the current market (demand/supply) availability of chicken products before lobbying the government to enact further policy review on ban of importation of chickens.

#### **5.5. Farmer training and extension**

1. There is a need to retool extension officers to think chickens. Most only ‘see’ cows.
2. We must not forget gender mainstreaming, targeting the women, who once trained will train the family. For women to benefit, other household members must understand the issues. All household members should therefore be included in the awareness training. The sub national coordinators need to take this into account as they design awareness and sensitization.
3. Farmers must be sensitized to pay for extension services. We cannot rely on public extension services.
4. As an action point, the platform should facilitate
  - a. Sensitization of farmers for group formation
  - b. Assessment of performance of existing farmer groups and training needs assessment.

#### **5.6. Some emerging ideas**

In addition to the action areas that were considered critical to the five themes identified above, the participants provided insights on activities that would have immediate impact and which the platform participants could deliver within a short time frame. These included the following.

1. The platform gravitated towards establishment of an annual chicken and egg week in Tanzania.
2. The Expo would be focused on technologies/products/equipment relevant for smallholder chicken value chain.
3. There was a need to compile a list of policies that have implications for the chicken value chain, something simpler than normal policy document, a small booklet that can allow quick reference, but no interpretation of the policy or a document forcing government to do anything. A document that gives information on the policy, what it means, its impact and the gaps.

Volunteers – Halfa Msamia (Delta Vet Centre), Mama Rehema Mwateba (TGNP) and Denis Mbangula (MUVEK) volunteered to help the project team think about and develop an action plan for the three main emerging ideas. Additional comments to these emerging ideas are summarized below.

1. The chicken week must be an industry driven and not public sector funded program for long term sustainability.
2. There would be a need to synchronize the chicken week to coincide with the World Egg Day.

3. The expo/chicken week should be a poultry week and not only focus on chickens. Let us not narrow ourselves with Kuku, but consider other poultry species, including emerging ones like quails.
4. Kuku week has also been mooted by the Tanzania Veterinary Association, an event where vaccination and advisory services would be offered free of charge. This can synergized with the chicken expo.
5. The SADC poultry liaison workshop is also coming to Tanzania in December and this could be linked to the Kuku week/chicken day.
6. M and E result framework needs to inform most of the discussion being held here, with regards to expected outputs. The project team should share and review the results framework so that all project participants can have a similar understanding. Nonetheless, the IP is recognized as a means to provide a movement that will result in spin offs (other outputs) from the project that need to be captured beyond the objectives of the project.
  - a. There was not much thinking on the M&E front during project development
  - b. A very elaborate baseline survey will be undertaken to understand the system better and benchmark for follow-up with the BMGF foundation
  - c. Various groups being engaged to come up with the M&E plan. This will be shared at a later date.
  - d. The BMGF has an elaborate institutionalized M&E framework. But the generic indicators that they use will be reviewed to come with a specific plan due to the projects uniqueness.

## 6. Action areas for the next 12 months

The participants agreed on some action points to be completed in the next 12 months, whose progress will be tracked and reported on in the subsequent IPs.

1. To establish an annual poultry and egg week in Tanzania. This would be an industry-led initiative to create awareness country-wide of the opportunities the industry offers, to promote poultry products and to expose farmers to alternative production techniques and market opportunities. The activities of the poultry week could be synchronized to coincide with other similar initiatives such as the World Egg Day and the SADC Liaison Poultry Forum Workshops.
2. Suggested to run alongside this poultry and egg week is an exposition focused on technologies, products, and equipment relevant to the smallholder chicken value chain. This will be influential in driving innovations and promote existing opportunities to smallholder chicken keepers and catalyzing new employment opportunities among youth in the chicken value chain.
3. The compilation of all relevant policies and legislation that have direct impact on the smallholder chicken value chain. This will serve as an easily accessible reference tool to guide existing engagement and aspiring entrants to the chicken value chain.
4. In addition, private sector input suppliers and business development service providers committed to work through the sub-national coordinators of this project as well as the local government structures to in order to increase their rural grassroots coverage so as to bring the badly needed services to smallholder rural farmers, especially women.

## 7. Challenge Statements

In order to drive the Tanzanian poultry value chain transformation, an innovation challenge needed to be identified. This is embodied in an innovation challenge statement which needed to be formulated and used for subsequent IP discussions.

Participants were required to reflect deeply upon the priority areas identified for action. From these, they would come up with words or statements that best capture the overall challenge that the Tanzania chicken Innovation Platform will need to address. The key words needed should follow the challenge statement format i.e. **“How to ...”** e.g.:

- a. How to multiply and avail quality dairy heifers at a price smallholder farmers can afford
- b. How to identify, continuously multiply and avail appropriate chicken strains for smallholders and establish a functional VC
- c. How to establish a functional chicken VC that provides for the specific needs of smallholder chicken producers and facilitates enhanced women participation

The suggested words and phrases provided by the participants were as follows:

1. Sustainable, socially sound and women focused values chain
2. Sustainable, profitable, poultry, businesses
3. Minimum risk smallholder chicken production
4. Poverty alleviation
5. Reliable, sustainable, employment, creation
6. Baseline survey and impact assessment
7. Awareness creation and capacity building
8. Smallholder chicken producers

9. Functional value chain
10. Women participation
11. Change mindset
12. Transform, commercial, mindset
13. Maintain genetic purity of introduced ecotypes
14. Introduction will not compromise chicken biodiversity
15. Control disease, improve production

## 8. Key opportunities for the private sector

Given that the project has a substantial private sector led focus, it was important for the private sector entities invited for the innovation platform understand the possible roles they could play in the project. A series of opportunities open for private sector leadership were elucidated. These are listed below:

- September 2015: Identification of facilities for hatching, brooding and on-station testing: hatching facilities and mother units (brooding facilities) could be provided by private sector.
- October 2015: Farmer sensitization: Tailor made training of farmers, those who will receive the birds for on-farm testing.
- December 2015: Importing of exotic strains into the country and locally sourcing the Black Australorp. This procurement of birds could be handled by a private sector company.
- January 2016: provision of veterinary supplies, vaccination services, etc.
- February – July 2016: Provision of brooding facilities in zones

The private sector actors present should see where they fit and can provide the services. The project team will invite those who they know are competent actors. Invitations would likely go through the Tanzania poultry breeders association. The process of inviting private sector to offer services will be as inclusive as possible, in order to build a sustainable platform.

## 9. Workshop evaluation

1. What went well
  - a. Project description and implementation plans
  - b. Expectations and objectives well addressed
  - c. Opportunities and challenges identified
  - d. Objectives of workshop met/achieved
  - e. Excellent facilitation of the workshop
  - f. Understanding of the project
  - g. Participatory facilitation
  - h. Knowledge exchange
  - i. Participation and innovative ideas
  - j. Role of PPPs analyzed
  - k. Networking of poultry stakeholders established
  - l. Good interactive and inclusive participation
  - m. Good response and feedback from participants
  - n. Good communication among participants achieved
2. What could have been better
  - a. Increase women participation

- b. More involvement of smallholder farmers/poultry keepers
  - c. Allocate more time
  - d. The PA system a challenge
  - e. Side workshops
  - f. Involve extension service providers
  - g. Local government reps
  - h. Time keeping
3. An inspiration or learning I am taking from here
- o. New chicken strains
  - p. How to engage private sector in VC
  - q. Converting challenge into opportunity
  - r. Aspire to see positive results of the project
  - s. Importance of IP concept
  - t. Business opportunities
  - u. Financial institutions willing to finance poultry
  - v. Stakeholder networking
  - w. Positive facilitation led to common understanding
  - x. The value chain in poultry industry (learn about)
  - y. Interventions that ought to be done to improve the CVC
  - z. Understanding the IP
  - aa. Aspire towards poultry week and expo
  - bb. Understanding functional CVC

One of the participants suggested a mechanism for virtual group workshops. The project team was mandated with the establishment of an e-list to share ideas going forwards.

## 10. Closing

The vote of thanks was given by Ezekiel Goromela. He thanked the participation for honoring the invitations. He stressed that the project team needs all stakeholders to achieve project goals. A summary of the two day workshop will be written and incorporated in the Ministers speech during the project launch where chicken technologies and breeds were to be showcased. The workshop Adjourned until the next IP after 6 months.

## African Chicken Genetic Gains project



### Official Opening of the ACGG Project in Tanzania

**Project Launch**

**July 16<sup>th</sup> 2015**

**Blue Pearl Hotel, Dar es Salaam, Tanzania**



**BILL & MELINDA  
GATES foundation**



**PICO-Eastern Africa**  
*helping institutions work...*





## 11. Project Launch – Summary of activities and events

### Introduction

The project launch was held on the 16<sup>th</sup> of July, following two days of the IP. It was organized and facilitated by the Tanzanian project team. Additional stakeholders in the poultry value chain were invited to join the innovation platform participants. The chief guest was Hon. Dr. Titus M. Kamani (*Minister for Livestock and Fisheries Development*). The minister did not attend but was represented by the permanent secretary in the ministry. The program for the launch is indicated in ANNEX 4 and the speeches are also available as separate annexes. The launch was also attended by Donald Nkrumah, the Senior Program manager livestock at the BMGF amongst others.

The project launch event was divided into two segments. The first part was used to familiarize attendees of the launch with the projects goals and implementation plan. The second portion coincided with the arrival of the guest of honor and included the ceremonial activities around the official launching of the project. The first segment of the launch started at 10:30am with opening remarks and introductions presided over by the MC, Dr. Berno Mnembuka.

#### 11.1. Opening remarks and introductions: Dr. Ezekiel Goromela, TALIRI. Project PI.

Dr Ezekiel Goromela introduced the participants who had been taking part in the IP Platform. These included Tanzania ACGG team (The PI, co-PI, NPC and SNCs), Project advisory team, PICO-EA, ACGG-ILRI team representatives, ACGG-Nigeria team representative, ACGG – Ethiopia team representative, Maendeleo Bank, Tanzania commercial poultry associations, Poultry Expo Tanzania, US Grain Council, Tanzania animal feeds association, NGOs (BRAC Maendeleo TZ), cooperative societies, Research institutions and Universities, Media companies.

He reiterated that the agenda of the two events held that week were

- i. Familiarize project activities to key stakeholders
- ii. Share roles and opportunities we have in the project

Today, we are going to officially launch the ACGG program in Tanzania.

#### 11.2. The Role of Chicken in the Tanzanian Economy and Opportunities for Development: An Overview: Dr Daniel Komwihangilo, Director General, TALIRI

- There is a huge population of poultry in Tanzania, totaling some 37 million birds, with 90% being chickens.
- Traditionally, chickens play important role in the life of smallholder farmers and their contribution to the Tanzania economy is enormous.
- Local/indigenous chickens are reared by over 72% of the rural households, mostly in free ranging systems. The flock size per household ranges between 5 and 20 birds.
- Many ecotypes have been described including the Kishingo, Kisunsu, Mtewa, Sasamala, Bukini and Kuchi.
- This industry is worth about Tshs 861 billion (based on 60% trade of chicken produce), which is higher than the budgetary allocation to the ministry of Livestock in the financial year 2015/2016.
- However, the industry is beset by significant challenges including
  - i. Inadequate markets systems with disjointed information flows

- ii. High pricing of chicken meat and chicken products such that they are out of reach for many families
  - iii. Poor productivity
  - iv. Lack of regulatory frameworks to oversee quality of inputs, particularly feed
- Several opportunities exist to exploit chickens further.
  - A ready market for the chicken and products - Chicken meat and eggs are in high demand especially in the urban and peri-urban areas. However, the price of chicken and chicken products must be reduced and be lower than beef, the main competitor.
  - There is room for increased production by addressing some of the challenges with extension service provision, application of best management practices by farmers and establishment of a processing industry.

### **11.3. About the Project: The Context, objectives & Implementation strategy; Dr Tadelle Dessi, ACGG Program Leader**

- Dr Dessie shared the core activities, opportunities and philosophy behind the design of the project.
- The vision of the program is to catalyze public-private partnerships for increasing smallholder chicken production and productivity growth as a pathway out of poverty in sub-Saharan Africa.
- The program's 8 objectives can be summarized into the following three objectives
  - i. Identification of more productive, more adaptive chicken strains from Africa or elsewhere, and their testing. Particular emphasis is on farmer preference.
  - ii. Establish stable multiplication lines of farmer-preferred germplasm to ensure sustainability of preferred lines and continue to improve the stable lines to be used for years to come. This has long term project impacts.
  - iii. Development and nurturing of Innovation Platforms at different levels to facilitate private sector engagement and business model development. The main focus is on women, but all actors along value chain should benefit.
- The project will be implemented in three African countries, Ethiopia, Nigeria and Tanzania. Funding is from BMGF, with countries contributing resources both in cash and in-kind. The program is intended to last 4 years 2015 – 2019, starting this year.
- The separating factor between this project and previous ones is the approach being applied:
  - From a silver bullet strategy to researched options, co-created/informed by the farmer. Farmers decide what they prefer
  - From 'we are here to offer you solutions' to 'we are here to work with you to find solutions'
  - From pure focus on pushing promising strains to recognition of the importance of OxC...considering markets, management, all contexts.
- The project is using genetics as a catalyst to ensure a systemic pull for other production maximizing components. Huge gains can be unlocked through genetics. An improved animal is an improved animal whether well fed or not and the benefit can span generations.
- The involvement of private sector will be critical to the long-term success of the project. Most projects fail because most scientists don't work with private sector who are better placed to deliver technologies to the farmers.
- All participants in this room are our partners, even though your logos are not displayed in the presentation. Let us think about what's in it for Tanzania before what's in it for me.

#### **11.4. National Implementation Plan & Partnership arrangement: Dr. Saidi Mbagi, SUA, Co – PI.**

- The Tanzanian team has mirrored the international project management structure and instituted a project advisory team that consists of seven people, experts in animal breeding, animal nutrition, socio-economics and animal health.
- Project implementation team has nine members, consisting of 6 SNC's, a NPC, co-PI and PI.
- The project will work in 5 zones that are representative of all agroecological zones in the country. This diversity is necessary in order to take care of any GXE interactions and allow meaningful strains performance evaluation. The criteria for selecting the areas to work in included considerations around the number of farmers, the contribution of poultry in household income, and percent market share.
- Four chicken breeds/strains will be tested. This includes the Black Australop, Kuroiler, Fayoumi and Sasso/Brazilian breed.
- For on-farm testing a total of 70,000 eggs will be imported, taking into account hatchability and mortalities rates. It is expected that 48,000 chickens will be distributed to 2400 households in 80 villages. Each household will receive 20 three-week old chicks while each village will receive only one strain.
- Hatching, brooding and delivery of chicks to smallholder farmers will be contracted to private sector companies. The locations that have been suggested so far as hosts of mother units are Tanga, Dodoma, Masasi, Njombe, and Simiyu.
- On station experiments will run concurrently with on-farm testing. Two locations for testing, SUA and TALIRI have also been proposed.
- More information on planned and ongoing activities by the Tanzania team project team will be available on the project website.

Attendees to the launch gave feedback on the implementation plans

1. Women should be the centre of the project, especially given that this is not reflected in the list of participants for the IP and launch. It is important their opinions and views will be collected during the baseline survey and incorporated into the project plans.
2. Farmers who cannot read and write should not be ignored in the design.
3. Chicken transportation issues to minimize mortalities will need to be looked into due to the delicate nature of the produce being transported.

#### **11.5. Remarks from representatives of IP platform participants - Dr, Msafiri Kessy**

- African Chicken Genetic Gains (ACGG) is a project aimed at delivering highly-productive, farmer-preferred chickens in sub-Saharan Africa. The project will test these chickens through collaboration with smallholder farmers, with a particular focus on women.
- Long-term sustainability of the project will be achieved by nurturing public-private partnerships to support smallholder chicken producers and ensure that farmers benefit from their chicken enterprises.
- With an optimally functioning chicken value chain, the chicken and indeed poultry sector at large has the potential to make much more substantial contributions to the Tanzanian economy as well as household food security. To achieve this goal of a fully functional value chain, the innovation platform participants identified five key areas: enhanced access to markets, improved access to quality inputs and services, availability of farmer friendly financial services, the implementation and enforcement of enabling policies, and farmer organization, extension, and training.
- Considering these areas of focus, the stakeholders agreed on an action plan for the next twelve months. The platform suggested the following:

- i. To establish an annual poultry and egg week in Tanzania. This would be an industry-led initiative to create awareness country-wide of the opportunities the industry offers, to promote poultry products and to expose farmers to alternative production techniques and market opportunities.
  - ii. Suggested to run alongside this poultry and egg week is an exposition focused on technologies, products, and equipment relevant to the smallholder chicken value chain. This will be influential in driving innovations and promote existing opportunities to smallholder chicken keepers and catalyzing new employment opportunities among youth in the chicken value chain.
  - iii. The compilation of all relevant policies and legislation that have direct impact on the smallholder chicken value chain. This will serve as an easily accessible reference tool to guide existing engagement and aspiring entrants to the chicken value chain.
  - iv. In addition, private sector input suppliers and business development service providers committed to work through the sub-national coordinators of this project as well as the local government structures to in order to increase their rural grassroots coverage to bring the badly needed services to smallholder rural farmers, especially women..
- The poultry industry faces numerous challenges regarding disease management, and we recognize current efforts. We would like to appeal to the government to pay special attention to the area of biosecurity and disease control, especially recognizing the devastating industry-wide economic impact of poultry disease outbreaks.

#### **11.6. Remarks from the BMGF representative**

- Tanzania is one of the priority countries at the foundation.
- The Foundation is excited about poultry due to its ability to affect women positively.
- We are glad that TALIRI allowed their staff to participate in the project, and hope that the Ministry will be fully supportive of the initiative. The BMGF is ready to support the project team to ensure women benefit.
- The project will be deemed successful if one or two highly productive chicken strains/breeds being introduced excite the country.
- The foundations work with poultry in the region started 3 years ago in Gulu Uganda with Kuroiler chickens. After 1.5 yrs. of the project running, a workshop was called so that the 150 project women can share their experiences. That workshop saw a total of 850 women who showed up to listen to the project beneficiaries. The potential of the project is therefore huge.
- We hope that private companies will be multiplying and helping women access germplasm in about 1.5 years from now.

#### **11.7. Remarks from the TALIRI Director General**

- The ACGG is expected to develop public-private partnerships (PPP) to make available farmer-preferred genotypes to increase smallholder chicken productivity. TALIRI, as a collaborator will support the actualization of this vision. We take this opportunity to congratulate the ACGG Program Team, the Country Project Leader and all TALIRI staff for the effort that they put into ACGG Program.
- Dr. Komwihangilo invited the guest of honor to address the stakeholders and then officially launch the African chicken genetic gains (ACGG) project in Tanzania.

#### **11.8. Official launching of project by Guest of Honor: Hon. Dr. Titus M. Kamani, Minister for Livestock and Fisheries Development.**

The following are the highlights of the Minister's speech read Mr. Charles Nyamrunda, the Permanent Secretary in the Ministry of Livestock and Fisheries Development on behalf of the minister.

- The PS opened with personal remarks where he congratulated the team for a job well done. He particularly thanked the scientists for getting funding for the project. Particular words of gratitude were offered to the ILRI team for coordinating the project. Additionally, the PS thanked the BMGF for funding this project in addition to other continuing livestock initiative (such as the EADD project). He urged the foundation to continue supporting the foundation.
- The Minister welcomed participants to Tanzania and hoped that all participations coming from other countries will find time to enjoy rich interaction with their Tanzanian counterparts. He reiterated the huge socio-economic role that chickens play, by supplying meat and eggs to rural communities. Up to 90% of all poultry in the country are chickens, which are the biggest contributor in this sector.
- The minister reminded the participants that despite the sectors huge contribution to the Tanzanian economy, there are many challenges facing the industry including high mortality rates, low productivity due to inappropriate husbandry, poor quality produce and limited market access. The government will endeavor to provide a conducive policy environment for ensure a level playing field for all actors.
- For the local chicken industry to compete with the commercial enterprises in the sector, it is imperative to ensure farmers have the requisite entrepreneurship. With this project, 2400 smallholder farmers in the country will be impacted with 70% being women, in addition to training 10 livestock researchers to build technical capacity in the country.
- Given the merits of this project, it should be started all over the country, even where the project is not being piloted, given that when you train a woman you train a whole community. Its impact would be tremendous. The government will support the project until the end.

#### **11.9. Vote of thanks: Dr Mohamed Buhari, Director for Research, Training and Extension (DRTE), Ministry of Livestock and Fisheries Development**

- On behalf of the Tanzanian project team, Dr Buhari extended his gratitude to the following:
- The PS for elaborate and articulated speech – we should all take note of lessons learnt and scale them out to other areas to improve social wellbeing of our people.
- All participants – for heeding invitations and coming for the workshop and actively participating in the workshop. He indicated that he was very impressed with the facilitator, this being his first encounter with the IP approach. It was a very innovative way that took everyone's view on board.
- The Project team – Tanzanian, Ethiopia and Nigeria project team members, for coming to share experiences between the countries. Let's all share the outputs and papers from this work.
- The foundation (BMGF) – for support provided to Tanzania through the EADD and ACGG projects. Given that 72% of poultry keepers are women, we thank you for promoting indigenous poultry rearing and instilling business orientation to the enterprises.
- Particular mention of BRAC and others working directly with smallholder farmers: The Ministry recognizes and supports the work you are doing. We urge you to continue communicating with the ministry, especially in the areas of training and extension. We encourage you to share with us the materials you are using so that we may be aware of what is going out to farmers. This will minimize the cases where some people go on radio programs to give misleading information to farmers.

### 11.10. Technology Fair

The highlight of the launch was the technology fair that brought together various industry and private sector companies, to showcase their activities and products in the poultry value chain. The exhibitors included breeding companies, livestock equipment importers and distributors, input suppliers etc.

The participants got a chance to interact with the exhibitors and ask questions, buy resource materials as well as see the diversity of poultry breeds available in the Tanzanian industry.



Picture 3: A stand showing the various chicken breeds and strains commercially available in Tanzania during the official launch of the ACGG project





Picture 4: A stand in the Tanzanian Poultry Industry Technology Fair during the official launch of the ACGG project



Picture 5: A stand with veterinary products at the Tanzania Poultry Industry Technology Fair during the official launch of the ACGG project



# ANNEX 1: PARTICIPANT LIST – Innovation Platform

## TANZANIA NATIONAL CHICKEN GENETIC GAINS INNOVATION PLATFORM, BLUE PEARL HOTEL, DAR ES SALAAM, TANZANIA, JULY 13-14, 2015

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## ANNEX 3: WORKSHOP AGENDA

### Tanzania National Chicken Genetic Gains Innovation Platform

July 13-14, 2015

Dar es Salaam

#### AGENDA

	July 13, 2015	July 14, 2015
0800	Registration	
0830	<ul style="list-style-type: none"> <li>➤ Welcome and opening remarks – <i>Dr. Nicholas Nyange (TALIRI Board Chairman)</i></li> <li>➤ Introductions and expectations – <i>PICO-EA Facilitators</i></li> <li>➤ Agenda and process - <i>PICO-EA Facilitators</i></li> <li>➤ Participants analysis: who is here, who is missing?</li> </ul>	<ul style="list-style-type: none"> <li>➤ Overnight thoughts</li> <li>➤ Recap of Day 1</li> <li>➤ Cross-linkage among project components – Germplasm testing &amp; IP</li> <li>➤ Why we are not making sufficient progress, and what must be done</li> </ul>
1000	Coffee/Tea	Coffee/Tea
1030	<b>Scene-setting</b> <ul style="list-style-type: none"> <li>➤ The role of chicken in the economy and opportunities for development: a national analysis – <i>Dr. Daniel. M. Komwihangilo (Ag. DG TALIRI)</i></li> <li>➤ About the Project: The context, objectives and implementation strategy – <i>Tadelle Dessie, ILRI</i></li> <li>➤ The national implementation plan and proposed partnership arrangement and roles – <i>Dr. Ezekiel H. Goromela (ACGG Country-PI)</i></li> <li>➤ Introducing the concept of Innovation Platform and its relevance in the project – <i>Ed Rege (PICO-EA)</i></li> </ul>	<ul style="list-style-type: none"> <li>➤ Chicken VC Analysis: Actions with transformative potential – deep dive in to action areas – Breakout with a focus on short, medium and long term transformative intervention areas</li> <li>➤ Report back on Action Areas</li> </ul>
1300	Lunch	Lunch
1400	<ul style="list-style-type: none"> <li>➤ Chicken Value Chain Analysis: what is working and what is not?</li> </ul>	<ul style="list-style-type: none"> <li>➤ Next Steps: Detailed work plan for the next 6 – 12 months</li> <li>➤ Preparation for the National Launch (on Day 3)</li> </ul>
1600	Coffee/Tea	Coffee/Tea
1630	<ul style="list-style-type: none"> <li>➤ Chicken VC Analysis (<i>continued</i>)</li> </ul>	<ul style="list-style-type: none"> <li>➤ Evaluation</li> <li>➤ Close</li> </ul>
1730	Adjourn	



## ANNEX 4: PROJECT LAUNCH PROGRAM

### LAUNCHING PROGRAM FOR THE AFRICAN CHICKEN GENETIC GAINS (ACGG)

**Venue:** Pearl Blue Hotel at Ubungo Plaza

**Date:** 15<sup>th</sup> July 2015

<b>1120 – 1135h</b>	Arrival of Guest of Honour	<i>Guest of Honour</i>
<b>1135-1155h</b>	Tour of the ACGG exhibition by Guest of Honour	<i>Guest of Honour</i>
<b>1155-1210h</b>	Summary of the IP and ACGG project	<i>Dr. Daniel Komwihangilo (Ag. DG TALIRI)</i>
<b>1210h - 1215</b>	Welcome remarks to Guest of Honour	<i>Permanent Secretary Minister for Livestock and Fisheries Development</i>
<b>1215-1235</b>	Official Opening Speech for ACGG Launch	<i>Guest of Honour; Hon. Dr. Titus M. Kamani (Minister for Livestock and Fisheries Development)</i>
<b>1235-1240</b>	Vote of thanks	<i>Dr. Mohamed Bahari (DRTE)</i>
<b>1240- 1300h</b>	Group Photo& Media briefings and interviews	<i>Dr. Berno V. Mnembuka</i>
<b>1300 – 1400h</b>	<b>Lunch break (and setting up of displays)</b>	<i>All participants</i>

## **ANNEX 5: TALIRI BOARCH CHAIR SPEECH**

See separate attachment

**ANNEX 6: PRESENTATION: - The National Context: The role of Chickens in the Tanzanian economy and opportunities for development**

See separate attachment

**ANNEX 7: PRESENTATION: - African Chicken Genetic Gains: A platform for testing, delivering, and continuously improving tropically-adapted chickens for productivity growth in sub-Saharan Africa**

See separate attachment

## **ANNEX 8: PRESENTATION: - The Tanzania ACGG project National Implementation plan**

See separate attachment

## **ANNEX 9: SPEECH: INNOVATION PLATFORM PARTICIPANT REPRESENTATIVE FOR LAUNCH**

See separate attachment

## **ANNEX 10: SPEECH: TALIRI DG SPEECH FOR PROJECT LAUNCH**

See separate attachment

## **ANNEX 11: SPEECH: LIVESTOCK MINISTER FOR PROJECT LAUNCH**

See separate attachment