

**THE ROLE OF NGOs IN LOBBYING AND ADVOCACY FOR MARKET  
ACCESS BY SMALLHOLDER FARMERS: A CASE OF  
MKURANGA DISTRICT**

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**A DISSERTATION SUBMITTED IN PARTIAL FULFILMENT OF THE  
REQUIREMENTS FOR THE DEGREE OF MASTER OF SCIENCE IN  
AGRICULTURAL EDUCATION AND EXTENSION OF SOKOINE  
UNIVERSITY OF AGRICULTURE.  
MOROGORO, TANZANIA.**

## ABSTRACT

Traditionally many NGOs have been supporting farmers to increase agricultural production, but farmers are facing another set of challenges especially of markets and marketing. Farmers are now expected to produce for market, but they lack access to reliable markets. Based on this ground, the study was conducted in communities of Mkuranga District to assess the role of NGOs in lobbying and advocacy for market access by smallholder farmers. The study objectives were: (i) to establish the challenges faced by smallholder farmers in accessing markets, (ii) to identify NGOs working in Mkuranga District in the field of agricultural development, (iii) to examine the role of NGOs in lobbying and advocating for market access by smallholder farmers, and (iv) to assess challenges encountered by NGOs in lobbying and advocating for market access by smallholder farmers in the study area. One hundred and twenty respondents were interviewed. Data were analysed using both qualitative and quantitative techniques. Binary logistic regression model was used to examine the relationship between challenges which smallholder farmers face and market access. The study revealed that smallholder farmers in Mkuranga District are facing variable challenges which prevent them from accessing markets. Seven NGOs were found to be performing different roles concerning agriculture development issues but inefficiently, due to several challenges they are facing. It is recommended that: NGOs should act on behalf of farmers to put pressure on policy makers. On the other hand Mkuranga District Council should make favourable environment for NGOs to efficiently perform. Farmers were recommended to join farmers organizations and credit institutions. More research should be done on both internal and external challenges affecting smallholder farmers in accessing markets for their produce. Ministry of Agriculture Food and Cooperatives should link with the Ministry of Livestock Development and Fisheries and NGOs in implementing agricultural projects.

**DECLARATION**

I, Agnes Eliud Kimaro, do hereby declare to the Senate of Sokoine University of Agriculture that this dissertation is my own original work done within the period of registration and that it has neither been submitted nor being concurrently submitted in any other institution.

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Date

The above declaration has been confirmed by

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Date

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## ACKNOWLEDGEMENTS

A number of people have contributed to the achievement of this dissertation and they deserve my appreciation. My sincere gratitude goes to the Ministry of Agriculture Food Security and Cooperatives for granting me sponsorship.

Special thanks go to my supervisor Prof A. Z. Mattee, for kindly guiding me throughout the preparation of this work. I am also grateful to members of the Department of Agricultural Education and Extension of Sokoine University of Agriculture for their cooperation at all stages from development of the proposal to preparation of this dissertation.

I also give thanks to members of staff of Mkuranga District Council especially the District Agriculture and Livestock Development Officer (DALDO) without forgetting NGOs representatives from the following NGOs: MVIWATA, VECO, AMAGRO, CFC, HPI, TAWLAE and AGO who facilitated my data collection activities, both primary and secondary data. I wish to express my thanks to Ward and Village leaders in the study area for their cooperation in mobilizing respondents for this study. I extend my appreciation to my sisters and brothers who had encouraged and supported me in various ways during my studies.

## **DEDICATION**

To Almighty God who bestowed on me energy and good health throughout my studies without forgetting my beloved parents who laid the foundation of my education. I also dedicate this dissertation to my beloved husband and our children who have supported me throughout my studies.

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**LIST OF ABBREVIATIONS**

AGO	African Green Oil
AMAGRO	Association of Mango Growers
AMCOS	Agriculture Marketing Cooperative Society
CFC	Common Fund for Commodities
DALDO	District Agricultural and Livestock Development Officer
FAO	Food and Agricultural Organisation
GDP	Gross Domestic Product
HPI	Heifer Project International
MMA	Match Maker Associates
MVIWATA	<i>Mtandao wa Vikundi vya Wakulima Tanzania</i>
NGOs	Non Governmental Organisations
PPP	Public Private Partnership
SACCOS	Savings and Credit Cooperatives Society
SME	Small and Medium Enterprise
SNAL	Sokoine National Agricultural Library
SPSS	Statistical Package for Social Sciences
SUA	Sokoine Universty of Agriculture
TAWLAE	Tanzania Women Leaders in Agriculture and Environment
URT	United Republic of Tanzania
VAEO	Village Agricultural Extension Officer
VECO	Vredeseilanden Country Office
WAE0	Ward Agricultural Extension Officer

## **CHAPTER ONE**

### **1.0 INTRODUCTION**

#### **1.1 Background Information**

Agricultural extension in Tanzania, besides being a core function of the government, has been entirely financed by the public sector. Over the years, there has been too much government dominance in the management of the sector with declining resources, while coordination with the private sector, church-based organizations, and other Non-Governmental Organizations (NGOs) has often been minimal. Observations reveal that several NGOs and farmer-led initiatives have, over time, supplemented agricultural extension delivery of the public extension service with cost-sharing, but these experiences have neither been formally integrated into the extension system nor has their potential to reduce public expenditure and improve quality of extension service been considered. As the government continues to face severe financial difficulties, funds are curtailed for support services to agriculture, including extension (Mattee and Rutatora, 2000).

Under these circumstances, the government has started to reconsider the issue of public extension service and is currently deliberating on pluralism in extension services delivery and the possibilities of gradually divesting the public sector of extension, thus leaving the private sector and users to take on an increasing responsibility (Matee and Rutatora, 2000).

Non-Governmental Organizations (NGOs) are increasingly being recognized by government as potent forces for social and economic development, important partners in nation-building and national development; valuable forces in promoting the qualitative and quantitative development of democracy; and, not least, important contributors to GDP

(Ball and Dunn, 1995). The Government of Tanzania recognizes the need to work together with NGOs and the need for such cooperation to extend to other key players, including funders, disadvantaged people, other sectors of civil society and the wider public (URT, 2001).

NGOs have themselves been re-examining and evaluating their work, re-defining their roles, whom they serve and are accountable to, and endeavoring to function more effectively and efficiently (URT, 2001). The Government and other stakeholders recognize the fact that at this point of our development process, NGOs are partners in development and that an enabling environment be put in place for them to operate and thrive (URT, 2001).

Currently, there are about 3000 local and international NGOs in Tanzania. Some of these deal with gender, human rights, environment, advocacy and participatory development. All of them have been assisting in strengthening the civil society through informing and educating the public on various issues, for example, their legal rights or entitlements to services or by helping attune to government policies (URT, 2001).

According to Togbolo (2005), NGOs are playing an increasingly important role in development cooperation. They can bridge the gap between government and the community. Community-based organizations are essential in organizing poor people, taking collective action, fighting for their rights, and representing the interests of their members in dialogue with NGOs and government. NGOs, on the other hand, are better at facilitating the supply of inputs into the management process, mediating between people and the wider political party, networking, information dissemination and policy reform (Togbolo, 2005).



## **1.2 Problem Statement and Justification**

The importance of smallholder agriculture has been recognized, demonstrated by both the donor community and Government of Tanzania's pledge to engage in the requisite interventions to generate agricultural and economic growth (Barham, 2008). Traditionally many NGOs have been supporting farmers to increase agricultural production but farmers are facing another set of challenges especially of markets and marketing. Farmers are now expected to produce for market, but they have no access to reliable markets. They face problems of low prices and generally unfavorable marketing situation so the roles of NGOs need to change to assist farmers not only with production but also with marketing. Therefore, among the questions that have to be answered are (i) To what extent have NGOs assisted farmers on their lobbying and advocacy activities? (ii) What lessons can be learned from this experience? and (iii) How can NGOs be more effectively involved in lobbying and advocating for more profitable markets for smallholder farmers?

Despite all the efforts NGOs make (e.g. to influence policies and to speak on behalf of smallholder farmers) in accomplishing their roles in lobbying and advocacy for market access by smallholder farmers, the problem is still crucial to majority of smallholder farmers. Market access proponents make a strong and attractive case that for smallholder farmers to thrive in the global economy, it is necessary to create an entrepreneurial culture in rural communities where "farmers produce for markets rather than trying to market what they produce" (Lundy *et al.*, 2002). From an implementation perspective, this means shifting the focus from production-related programs to more market-oriented interventions. This has placed renewed attention on institutions of collective action most often realized through the structure of farmer groups as an important and efficient mechanism for enhancing the marketing performance of smallholder farmers (Kariuki and

Place, 2005). Findings of this study therefore, will reveal facts on the effectiveness of the role played by NGOs in lobbying and advocacy for market access by smallholder farmers in Tanzania and Mkuranga District in particular. It will contribute to reviewing of future plans of delivering agricultural services to farmers. In addition, it will provide lessons to farmers, planners, researchers, national and international organizations, authorities, policy makers and other relevant key players for sustainable agricultural development.

### **1.3 Objectives of the Study**

#### **1.3.1 General objective**

The overall objective of the study was to assess the role of NGOs in lobbying and advocating for market access by smallholder farmers in Mkuranga District.

#### **1.3.2 Specific objectives**

- i) To assess the challenges faced by smallholder farmers in accessing markets in the study area.
- ii) To identify NGOs working in Mkuranga District in the field of agricultural development.
- iii) To determine the role played by NGOs in lobbying and advocating for market access by smallholder farmers in the study area.
- iv) To identify challenges faced by NGOs in lobbying and advocating for market access by smallholder farmers in the study area.

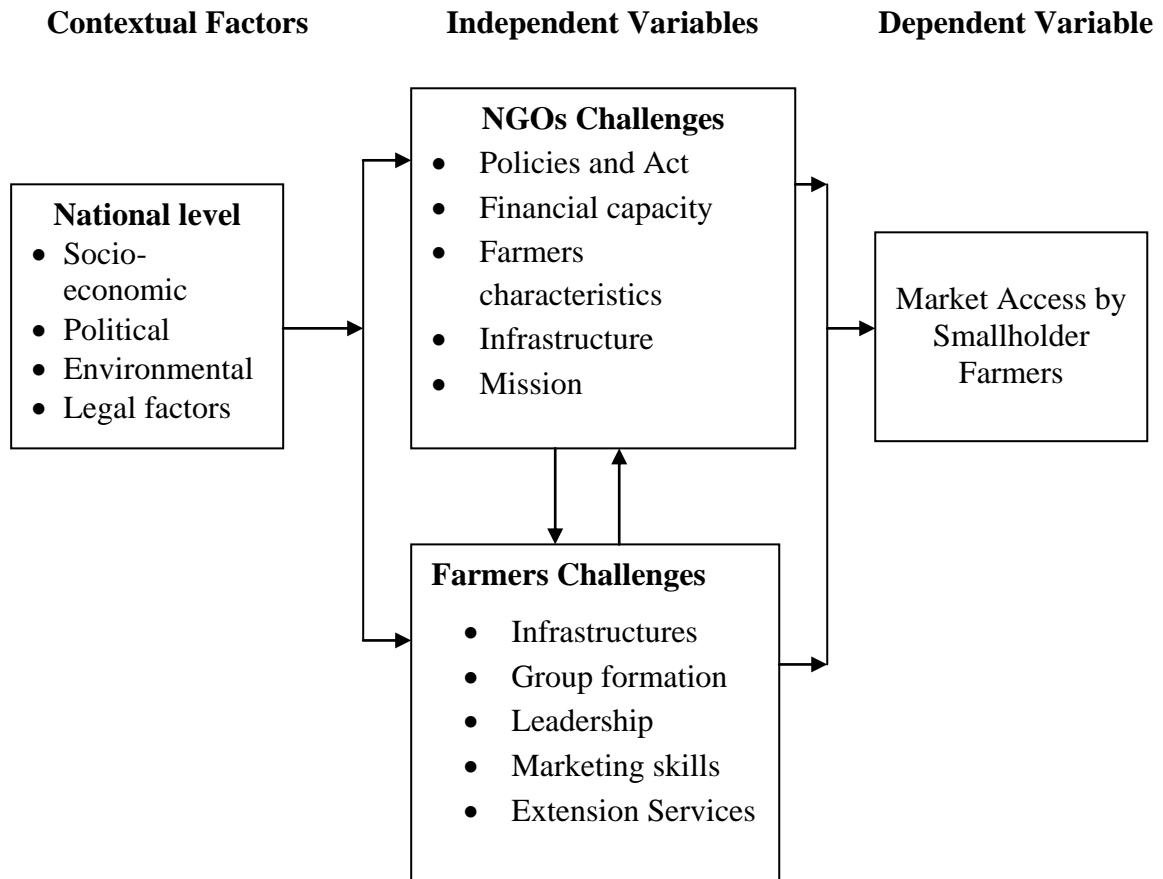
### **1.4 Research Questions**

- i) What are the challenges being faced by smallholder farmers in accessing markets?
- ii) Which NGOs are working in Mkuranga District in the field of agricultural development?

- iii) To what extent have NGOs involved themselves in lobbying and advocating for market access in the study area?
- iv) What are the challenges for NGOs in lobbying and advocating for market access by smallholder farmers in the study area?

### **1.5 Conceptual Framework**

The conceptual framework underlying this study is shown in Figure 1 below and was based on driving forces of NGOs embedded in their characteristics such as missions, technical and financial capacity, leadership, strategies and objectives which have direct influence on the lobbying and advocacy roles upon smallholder farmers.



**Figure 1: Conceptual Framework for the study**

→ Arrows indicate the relationship or influence of variables.

It was hypothesized that the variables indicated in the conceptual framework have significant relationship and dependence on one another. Farmers' characteristics become a challenge to NGOs especially when most farmers in rural areas are scattered and not in groups or organizations (Chamala and Mortiss, 1990). The challenge is that individual farmers are not assisted by NGOs in accessing markets compared to farmers in groups or organizations which can easily access services and other assistance from either government or other service providers.

Lack of infrastructure creates a challenge to smallholder farmers in accessing markets. Markets are not accessible to all farmers because they are situated in specific localities where services to the community in that vicinity may not be available. Poor rural roads, for example, limit farmers' access to markets for inputs and produce. They increase the cost of transporting inputs and products, reducing the net income of farmers, input suppliers and traders (Chamala and Mortiss, 1990).

Smallholder farmers are characterized by inadequate levels of entrepreneurial skills and inability to cope with market dynamics. Policy changes have left farmers with the task of farming as a business rather than as a routine matter (URT, 2008). Majority of crops in the country are marketed in their raw forms, losing opportunities for higher earnings and generating employment. The main constraints facing the agro-processing industry include high operational costs mainly because of high prices of imported fuel and spare parts, unavailability of appropriate processing machines and spare parts and limited knowledge in operation of the machines URT (2008). Many smallholder farmers produce products which they have been producing traditionally, and subsequently continue searching for markets of these products, even when the market requires improved or entirely different products. Marketing concerns usually appear later when the output has already been realized due to inadequate agricultural marketing extension services.

## **CHAPTER TWO**

### **2.0 LITERATURE REVIEW**

#### **2.1 Concepts and Definitions of Key Terminologies**

##### **2.1.1 Non governmental organizations**

According to URT (2001), “an NGO is a voluntary group of individuals or organizations which is autonomous and not-for-profit sharing; organized locally at the grassroots level, nationally or internationally for the purpose of enhancing the legitimate economic, social and/or cultural development or lobbying or advocating on issues of public interest or interest of a group of individuals or organizations. The term Non Governmental Organizations also refers to registered, private, independent, non-profit organizations (Wellard and Copestake, 1993). Furthermore according to Bebbington (1997), NGOs are private, professionally staffed, non-membership and intermediary development organizations, while for Carroll (1992), they are described as Grassroots Support Organizations (GSOs).

##### **2.1.2 Lobbying**

According to Dicklitch (2001), lobbying is virtually any advocacy activity aimed at influencing legislators’ vote on specific legislation. A legislator refers to members of parliament or state legislature or their staff, local legislative representatives or public, in case of a ballot measure or member of an organization. Lobbying may also involve acting as a ‘watchdog’ to put checks on state power and ensure accountability by subjecting governments to public scrutiny or monitoring whether policies are integrated and enforced.

### **2.1.3 Advocacy**

Advocacy refers to the pursuit of influencing outcomes including public policy and resource allocation decisions within political, economic and social systems and institutions that directly affect people's current lives (Cohen *et al.*, 2001). NGOs can play an important advocacy role with the public, including enhancing consumer awareness about complex supply-chain related issues.

### **2.1.4 Smallholder farmers**

Smallholder farmers are defined in various ways depending on context, country and ecological zone. This explains interchangeable use of the term 'smallholder' with 'small scale', 'resource poor' and 'peasant farmer'. According to Dixon *et al.* (2005), the term smallholder refers to their limited resource endowment relative to other farmers in the sector. This view is incorporated in the definition of Ellis (1988), that smallholder farmers are farm households with access to means of livelihoods in land relying primarily on family labour for farm production to produce for self-subsistence and often for market sale. In addition, Todaro (1989) defines smallholder farmers as owning small plots of land on which they grow subsistence crops and one or two cash crops relying almost exclusively on family labour. These definitions have a similar theme in the characteristics of smallholder farmers, namely constraints in land and labour. African smallholder farmers can be categorized on the basis of: (i) the agro-ecological zones in which they operate; (ii) the type and composition of their farm portfolio and landholding; or (iii) on the basis of annual revenue they generate from farming activities.

In areas with high population densities, smallholder farmers usually cultivate less than one hectare of land, which may increase up to 10 ha or more in sparsely populated semi-arid areas, sometimes in combination with livestock of up to 10 animals

(Salami *et al.*, 2010). On the basis of farm revenue, smallholder farmers range from those producing crops only for family consumption to those in developed countries earning as much as \$50 000 a year (Salami *et al.*, 2010). Most smallholder operations occur in farming systems with the family as the centre of planning, decision-making and implementation, operating within a network of relations at the community level.

In addition, Dixon *et al.* (2005) suggests that most smallholders have diverse sources of livelihood including significant off-farm income, yet are still vulnerable to economic and climatic shocks. Smallholder farmers differ in individual characteristics, farm sizes, resource distribution between food and cash crops, livestock and off-farm activities, their use of external inputs and hired labour, the proportion of food crops sold and household expenditure patterns. It is important to note that with all these differences, smallholder farmers do contribute to the economy in different forms. The role of smallholder agriculture makes it too significant to be either ignored or treated as just another small adjusting sector of the market economy (Delgado, 1998).

### **2.1.5 Market and market access**

Market refers to a situation whereby producers and consumers exchange the commodity at mutually agreed prices. Market can also be a place where producers and consumers emerge to sell and buy commodities. Market participants may also engage in moving, storing, grading and processing the commodity in expectation of improving its value to consumers Schnepf (2008). A market is any setting in which sellers exchange goods and services with buyers. Actors within the market space interact on the basis of clearly defined rules of exchange (which generally entails an agreement on price, quality, quantity, delivery time, and so forth) Mazoyer and Roudart (2006).



Market access is the concept that describes the sum total of all skills acquired through experience or training that enable a farmer to get and maintain regular customers to his/her produce. In other words, it is a long term marketing relationship between a seller and a buyer (MMA, 2005).

## **2.2 NGOs' Lobbying and Advocacy Roles and Smallholder Farmers' Market Access**

NGOs can also lobby governments to change policy. They can play an important advocacy role with the public, including enhancing consumer awareness about complex supply-chain related issues. Advocacy involves lobbying and targeting decision makers, pressurizing states to adopt policies, and/or challenging states to change policies. It may also involve acting as a 'watchdog' to put checks on state power and ensure accountability by subjecting governments to public scrutiny. NGOs play a fundamental role in creating awareness, educating people, and directing citizens through the appropriate institutional channels benefit. The advocacy efforts towards production and focusing on making changes by targeting decision makers and state policies fall under the rubric of advocacy (Dicklitch, 2001).

There is evidence that some NGOs are able to facilitate provision of social services more cost-effectively than governments. But despite the abilities and experiences of NGOs in supporting farmers in market lobbying and advocacy, it is important to recognize that these organizations also suffer from a variety of limitations. They are, therefore, not automatically more cost effective than other sectors (Riddell and Robinson, 1992).

Although a number of studies argue that NGOs are cost effective and close to the people, most such studies are based on small samples and restricted to agencies in a particular locality. Other studies suggest that most NGOs do not perform as effectively as it had

been assumed in terms of poverty reach, cost effectiveness, sustainability and popular participation (Edwards and Hulme, 1998).

According to Sanyal (1994) some NGOs do not perform as required in service delivery. Other researchers, for example, Fowler (1993) and Bratton (1990), have argued that NGOs in developing countries are unable to facilitate or contribute to service delivery due to, among other things, internal conflicts, secrecy, fragmentation, competition and poor networking with parent governments. One general problem in connection with NGOs revolves around the question of poor coordination and sustainability of projects at the community level (Edwards and Hulme, 1995).

According to North (1990) in Nkya (2000), an institutional framework is comprised of both a formal “rule structure” and (informal) practices. Formal rules refer to institutional arrangements including political atmosphere in terms of rules and regulations, economic factors and the social processes underpinning the functioning of an organization. Informal practices include unwritten practices that have evolved from formal rules in the context of repeated interactions (exchange) among players and socially sanctioned norms of behavior (North, 1990 in Nkya, 2000). The theoretical underpinning of Public-Private Partnership model as adopted from North (1990) as cited by Nkya (2000) is founded in the neo liberal dissatisfactions with extreme cases of either complete public or private social services delivery. Uphoff (1993) and Korten (1990) have emphasized the fact that NGOs contribute to the promotion of socio-economic development. Mathias (1997) note that when compared with other sectors, particularly the public sector, NGOs have a better development ability attributed to their flexibility, responsiveness, less costs, working with and strengthening local institutions. Many official agencies and members of the public view NGOs as more efficient and cost effective service providers than governments,

especially in reaching poor and vulnerable societies (Meyer, 1992; Sollis, 1992; Vivian, 1994).

In Latin America, NGOs emerged to address needs of the poor who were politically and economically marginalized under models of development pursued from the 1960s through the 1980s. They aimed to work with groups that the state did not serve (a response to state failure), which were excluded from the market (a response to market failure), and/or which lacked organizational and other capacities to develop sustainable livelihoods (a response to civil society failure). Before 1980 the most prominent NGOs in Zimbabwe emanated from white settlers society and missionary activity. Most were concerned with welfare (emergency, relief, health, education, home crafts) or religious activities and, with a few notable exceptions, they attempted to remain aloof from politics (Wellard and Copestake, 1993).

In Tanzania from 1986 many development oriented NGOs were established. The liberalization of the economy allowed this and the citizens took the opportunity. After the 1992 liberalization of politics, many more NGOs started to be formed. NGOs started to be formed in all spheres in the form of professional associations, community based organizations and cultural association. Others had specific objectives such as advocacy and lobbying (Kiondo, 1992).

NGOs play a vital role in service delivery and have been regarded as key partners of the public sector. They are outside the realm of government, and distinct from the business community often referred to as the “third sector” (URT, 2001). NGOs are characterized by their non-profit status (Hudock, 1999). NGOs rely on other institutions for achieving

their goals, whether it is access to community resources, or technical assistance (URT, 2001; 2002).

Despite the challenges, authors such as Carroll (1992); Clarke (1991); Uphoff (1993) and Korten (1990) have emphasized the fact that NGOs contribute to the promotion of socio-economic development. Mathias (1997) noted that when compared with other sectors, particularly the public sector, NGOs have a better development ability attributed to their flexibility, responsiveness, less costs, working with and strengthening local institutions. Many official agencies and members of the public view NGOs as more efficient and cost-effective service providers than governments, especially in reaching poor and vulnerable societies (Meyer, 1992). NGOs can provide financial support, provide education, expertise and training. They can provide a valuable role by coordinating, brokering relations and sustaining networks. Smallholders need access to technical expertise, business training, inputs such as fertilizers and high-germinating seed and appropriate financing (Dolan and Sorby, 2003).

NGOs play operational, educational and advocacy roles. Operational roles include fundraising, providing services to their members, other organizations, and/or recipients of NGO activity. The educational role involves creating awareness among citizens “whose voices are then registered through public opinion and bear fruit in the form of additional resources for their activities as well as new policies, better decisions, and enhanced international regimes. Framing the educational role of NGOs in this way requires citizens to have the channels and institutions necessary to influence public opinion, policies, and so forth. This approach implies that citizens of advanced industrial countries are the only targets of NGO education. While educating these citizens and drawing their attention to

the issues is one role NGOs fulfill, they are also responsible for educating people as a part of service delivery (Gordenker and Weiss, 1996).

### **2.3 Challenges which Smallholder Farmers Face in Accessing Markets**

A number of challenges are limiting the access of smallholder farmers to markets. Smallholder farmers suffer from inadequate market information, limited bargaining power, lack of access to credit, and high transaction costs. Market forces are likely to favour large-scale production with economies of scale but may fail to create a level playing field for smallholder farmers (Bijman *et al.*, 2007).

Policy failures also mean that small producers are disadvantaged as non-tariff barriers such as sanitary standards may be costly for small producers to meet, an institutional focus on large scale can mean that extension services and research are oriented to larger producers. Insecure land and resource tenure is characteristic of small producers and severely hampers their ability to get access to credit and get involved in markets (Grieg-Gran and Wilson, 2007). According to Kawa and Kaitira (2007), issues that currently impede smallholder farmers' access to markets include a weak legal, regulatory, and institutional framework; poor-quality agricultural products; inadequate entrepreneurial skills; poor facilities for processing agricultural products; poor quality agricultural marketing infrastructure; transport infrastructure and poor access to market information and intelligence.

Access to markets by smallholder farmers in Tanzania may be influenced by supportive policies like Agricultural Marketing Policy, Agriculture Development Policy and SME Development Policy. Rural infrastructure can directly and indirectly affect productivity in agriculture and other rural non-farm activities. Most of Tanzanian smallholder farmers

rely solely on rain in their farming activities. During the dry season, most of them fail to produce. The absence of irrigation schemes, regulated quality and availability of seeds has also led to use of poor quality seeds, something which results in poor quality harvest (VECO, 2006).

These challenges are particularly important in sub-Saharan Africa, where empirical evidence suggests that the proportion of farmers engaged in subsistence agriculture remains very high, and where those who participate in markets often do so only at the margins (Barrett, 2007).

## **CHAPTER THREE**

### **3.0 METHODOLOGY**

This chapter presents description of the study area, research design, sample size, sampling procedure, data types and sources, data collection methods and instruments, and data analysis techniques.

#### **3.1 Description of the Study Area**

Mkurunga District is one of the six Districts of Pwani Region. It borders with Dar es Salaam city to the north, Indian Ocean to the east, Rufiji District to the south and Kisarawe District to the west (Fig. 2). It is administratively divided into 3 Divisions of Shungubweni, Kisiju and Mkuranga, 15 wards and 101 villages. It was established in 1995, when the eastern part and coastal area of Kisarawe District was sub-divided to form it. It is a small District covering 2 432 km<sup>2</sup> (URT, 2004).

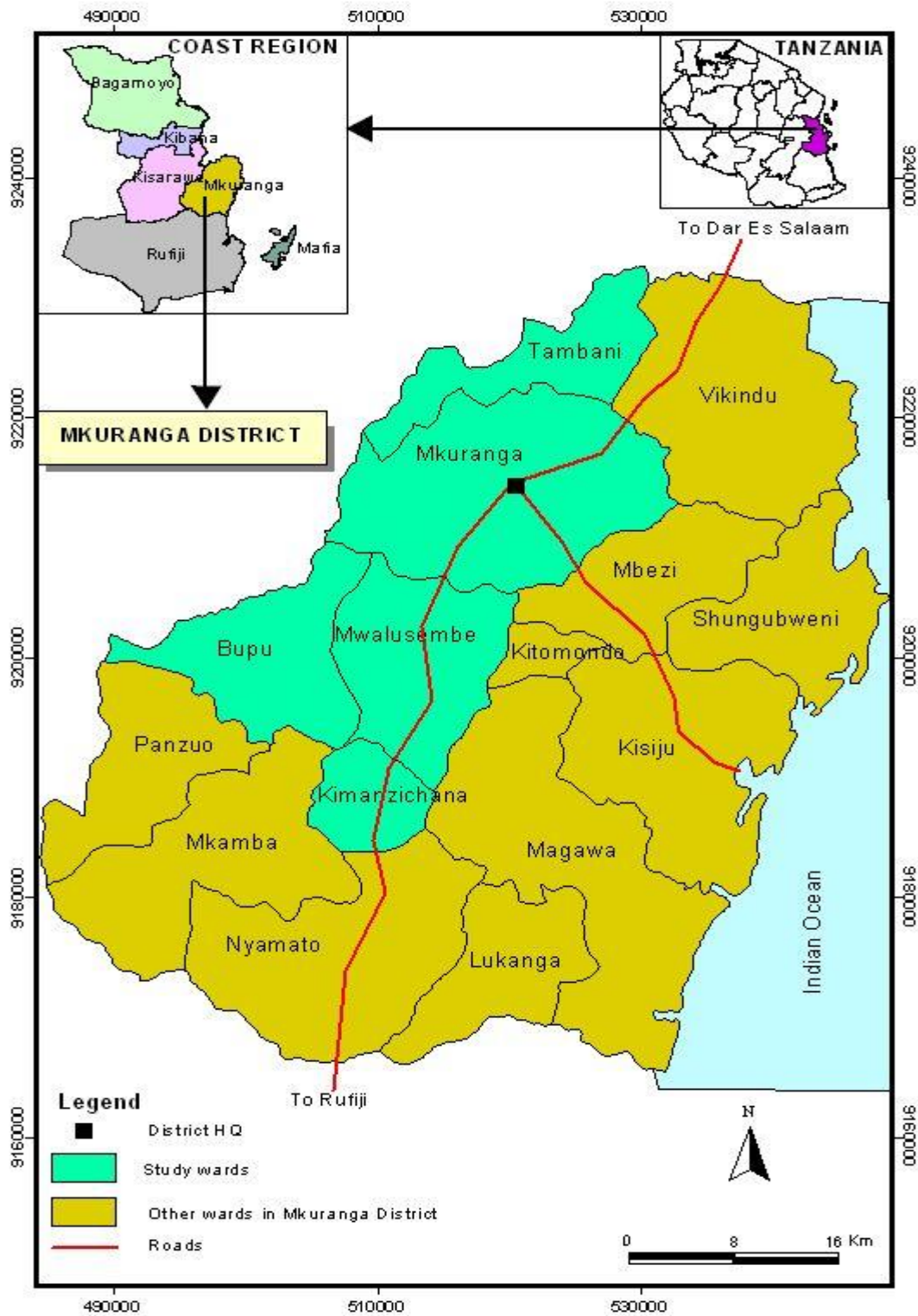


Figure 2: Map of Coast Region showing study area.



### **3.1.1 Ethnicity and Population**

The inhabitants of Mkuranga District primarily belong to four ethnic groups i.e. the Zaramo, Ndengereko, Matumbi and Makonde. According to 2002 Tanzania National Census, the District had a total population of 187 428 people of whom 95 714 were females and 91 714 were males (URT, 2002).

### **3.1.2 Relief and rainfall seasons**

The District is divided into two main geographical zones i.e. (i) the coast zone which includes the whole of Shungubweni and Kisiju Divisions and part of the Mkuranga Division; and (ii) the upland zone consisting of large part of Mkuranga Division and a small part of Kisiju Division. The District experiences a dual rainfall, the short rains (*Vuli*) which start in September and go on to December, and the long rains (*Masika*) which start in March and go on to June.

### **3.1.3 Economic activities**

The main economic activities in the District are farming, livestock keeping and fishing. However, most of the people in the district are engaged in production of food and cash crops such as cassava, potatoes, maize, cashew, pineapples and mangoes. Other crops such as paddy and pigeon peas are produced in small amounts. Some NGOs play a key role in supporting smallholder farmers by providing agricultural services. Fishing is mainly practised by coastal communities and livestock keeping is also practised particularly the keeping of local chicken. The district is a major potential area for production of crops mainly cassava, sweet potatoes, peas, paddy, fruits like mangoes, pineapples, passion fruits, paw paws, melon, citrus and cashew nuts (VECO, 2006).

### **3.2 Research Design**

A cross sectional research design was used in the study. Data were collected from smallholder farmers and NGOs at a single point in time. This study design was preferred because of its advantages in terms of cost effectiveness and time resource as recommended by Kothari (2004) who explained that the researcher saves time and money during fieldwork under usage of this design. The data were collected for both descriptive purposes and determination of relationship between the variables under study.

### **3.3 Study Population**

The objective of the study was centred on roles of NGOs and smallholder farmers in relation to lobbying and advocacy for market access in the study area. Smallholder farmers in the District were the target population because they were the very people affected in production with limited market access and NGOs operating in the District were thought to play a fundamental role in areas of service delivery and marketing spheres.

### **3.4 Sample Size and Sampling Procedure**

The sample size from which data were collected comprised of 120 respondents. The sample size was limited to 120 respondents by the researcher due to budget constraints. At the same time, Kaewsonthi and Harding (1992) also described it as cost effective in terms of resource use. Regardless of population size, a sample size of 30 is the minimum for data collection (Kothari, 1993). However, Matata *et al.* (2001) argued that a sample size in the range of 80-120 respondents is desirable with low degree of biasness in results.

A multistage sampling technique was used in this study for the selection of the wards, villages and respondents. The selection was in three stages as follows: The first sampling

stage employed purposive sampling to select five out of 15 Wards of Mkuranga District, five Wards namely Bupu, Kimanzichana, Mkuranga, Mwarusembe and Tambani were purposively selected, the criteria for selecting the Wards was the presence of NGOs which provide agricultural support in those Wards. After selecting the Wards the next stage was to select villages, whereby five villages were selected one from each Ward, by considering the same criteria of having the NGOs support in agricultural development and the presence of large number of farmer groups.

The third stage was the sampling of respondents. The sampling process required the development of a sampling frame, which in this study was the current list of all household heads which was obtained in the Village offices. A sample of 120 respondents was obtained by simple random sampling procedure from the five selected villages whereby 24 respondents were selected from each village.

For the purpose of detailed information concerning lobbying and advocacy for market access by smallholder farmers in the Mkuranga District the researcher decided to select key informants. Five key informants were selected i.e. one key informant from each NGO of VECO, MVIWATA, HPI, AMAGRO and CFC. Other key informants were WAEOs and VAEOs of the selected Wards and villages respectively, together with the DALDO for Mkuranga District.

### **3.5 Data Collection Procedures**

#### **3.5.1 Secondary data**

Secondary data to suit the study objectives were obtained from text books, journals and research papers. Documents about the smallholder farmers' market access, challenges, NGOs, study area profile, and other relevant literature were collected. Relevant materials

were found in the library of Sokoine University of Agriculture (SNAL), Mkuranga District Council offices, agricultural development NGOs' offices, and additional information was obtained from the internet. Relevant information about the roles of NGOs in supporting smallholder farmers in the District such as the type of agricultural services provided, type of crops and livestock supported, the number of NGOs participating in agricultural development services provision was also obtained.

### **3.5.2 Primary data**

Primary data were collected from smallholder farmers and from key informants in the study area. The interview schedules had both closed and open-ended questions about characteristics of respondents such as sex, age, and level of education as well as information on the roles of NGOs in lobbying and advocacy for market access by smallholder farmers (Appendix 1). The open-ended questions were used to solicit respondents' views on the level of NGO involvement in lobbying and advocacy for market access by smallholder farmers.

Questionnaires were given only to smallholder farmers who knew how to read and write answers in the spaces provided. The researcher administered the questionnaire to those who could not read and write answers for themselves but with great depth of knowledge of the topic under study. Relevant questions were asked by the researcher to respondents in face-to-face situation following a structured questionnaire and answers were filled by the researcher herself in the spaces provided in the questionnaires as they responded. Key informants were meant to provide indepth knowledge on the issues pertaining to lobbying and advocacy roles of NGOs. Key informants are people with specialised great depth of knowledge on matters under study as explained by Katani (1999). For this study, the key informants were officials of CFC, HPI, VECO, AMAGRO and MVIWATA, extension

officers and DALDO. The information from key informants was obtained by using a check-list (Appendix 2).

### 3.6 Data Analysis

Both qualitative and quantitative techniques were used to analyse the data. For precise data analysis, computer-based Statistical Package for Social Sciences (SPSS) was used. Descriptive summary statistics such as frequency and percentage distribution tables, charts and graphs were obtained under descriptive procedure particularly for characteristics of respondents and in specific objectives of the study. The qualitative data was analysed using content descriptive technique. Binary logistic regression model and content descriptive technique were applied to analyze some specific objectives of the study as follows:

#### 3.6.1 Challenges influencing smallholder farmers in accessing markets

Challenges of smallholder farmers in accessing markets were estimated by using binary logistic regression model. This model specification was adopted due to the fact that, the dependent variable access for market by smallholder farmers was a dummy. The model was specified as in (1).

$$\text{Logit}(Y_1) = \ln \left[ \frac{P(Y_1 = 1)}{1 - P(Y = 1)} \right] = \alpha + \beta_1 X_1 + \dots + \beta_n X_n + \varepsilon^i \dots \dots \dots (1)$$

Where;

$P(Y_1 = 1)$  is probability of market access divided by  $1 - P(Y = 1)$  the probability of no market access of the  $i^{\text{th}}$  observation.

$Y_1 = (1 \text{ if market is accessed and } 0 \text{ if otherwise});$

$\alpha = \text{constant coefficient};$

$\beta_1 - \beta_n$  = parameters of the model

$X_1 - X_n$  = variables in the model;

$e_i$  = random error term

### **3.6.2 NGOs working in Mkuranga District towards market access by smallholder farmers**

Content descriptive technique was adopted in discussion of results. The researcher used large amounts of textual information that was given by respondents in the field in discussing the results. Descriptive summary statistics particularly frequency and percentage distribution tables were adopted to present results of this objective.

### **3.6.3 The extent of NGOs involvement in lobbying and advocating for market access by smallholder farmers**

Likert scale technique was applied to analyze the extent to which NGOs are involved in lobbying and advocating for market access by smallholder farmers. The Likert scale adopted was ranked as strongly agree (SA), agree (A), neutral (N) disagree (D) strongly disagree (SD), to a series of statements indicating various opinions from respondents towards NGOs roles in lobbying and advocacy for market access by smallholder farmers.

### **3.6.4 Challenges of NGOs in lobbying and advocating for market access by smallholder farmers**

Content descriptive technique was adopted in discussion of the results. The researcher used large amounts of textual information as given by key informants in the field. Frequency and percentage distribution tables were adopted to present results of this objective.

## CHAPTER FOUR

### 4.0 RESULTS AND DISCUSSION

This chapter presents results and discussion originating from data collected from the field. The Chapter starts with characteristics of respondents and the subsequent sections present detailed discussion of results based on the specific objectives.

#### 4.1 Demographic Characteristics of Respondents

##### 4.1.1 Age, educational level, marital status and gender of respondents

The age reflected in the study was for smallholder farmers respondents. Results in Table 1 show that age of respondents was normally distributed in the sample with the highest percentage (36.7%) lying between 31 and 40 years. Results further indicate that 18.3% were between 18 and 30 years old, 23.3% were in the 41 to 50 years age group, whereas only 21.7% represented age group of 51 to 60 years. It has been observed that young and energetic individuals are more venturesome, active and ready to participate in different programmes; young people in most cases are less conservative than old people (Maunder, 1973). Young individuals are always aware and can easily access information. For example, through training, they can get information such as on how to secure micro-credit facilities, market opportunities, and other development programmes (Udpa, 1992).

This implies that age group of 31 to 40 years encompasses active and energetic farmers who take action quickly. This was the view of Singh *et al.* (2003) who contended that age has a significant effect on experience, wealth and decision making and affects how one works thus influencing individual productivity.

Results also indicate that 16.7% of the respondents had informal education, 59.2% for primary education, 23.3% had secondary education, and 0.8% of the respondents had post secondary education. This level of education by respondents technically reflects farmers' ability to adopt the available skills from the NGOs efforts in lobbying and advocating for markets of their products. The findings concur with earlier findings of Mbata (1994) who explained that education is more important than any other economic factor in determining technology adoption. He argued that agricultural development requires a broad educational base in order to prosper.

In this study, respondents' marital status was classified as single, married, widow or widower and divorced. The results show that majority of the respondents (82.5%) were married, 5% were widows or widowers, 4.2% of respondents were divorced whereas 8.3% of respondents were single. The implication of marital status with highest percentage (82.5%) for married in this study is that it has great influence on the role of smallholder farmers' productivity in areas of marketing. Married couples are concerned with issues of planning and allocating resource for future benefits.

Results further reveal that out of 120 respondents interviewed in the field, 60% were males and with 40% were females. From marketing perspective, gender is an important factor in decision making. The highest percentage of males as compared to females implies that accessing markets for produce needs more devoted time and it requires more tasks to play which could be harder for women to deal with due to other domestic responsibilities attached to them as opposed to men.



**Table 1: Age, educational level, marital status and gender of respondents**

<b>Variable</b>	<b>Frequency</b>	<b>Percentage</b>
<b>Age bracket (years)</b>		
18-30	22	18.3
31-40	44	36.7
41-50	28	23.3
51-60	26	21.7
<b>Total</b>	<b>120</b>	<b>100</b>
<b>Educational level</b>		
Informal education	12	10.0
Primary education	68	56.7
Ordinary education	40	33.3
<b>Total</b>	<b>120</b>	<b>100</b>
<b>Marital status</b>		
Married	99	82.5
Single	10	8.3
Widowed	6	5.0
Divorced	5	4.2
<b>Total</b>	<b>120</b>	<b>100</b>
<b>Gender</b>		
Male	72	60.0
Female	48	40.0
<b>Total</b>	<b>120</b>	<b>100</b>

## **4.2 Economic Characteristics of Respondents**

### **4.2.1 Livestock keeping**

It was found that majority of the respondents keep livestock for both family consumption as well as for selling (Table 2). NGOs should make more efforts in their roles of lobbying and advocacy for the smallholder farmers market access in the study area because one of the respondents' purpose of keeping livestock is selling.

**Table 2: Livestock kept (N=120)**

<b>Livestock kept</b>	<b>Frequency</b>	<b>Percentage</b>
Chicken	100	96.2
Goats	12	10.0
<b>Purpose of keeping</b>		
Family consumption	89	74.2
Selling	74.2	61.7

#### **4.2.2 Crops grown**

The findings indicate that smallholder farmers in Mkuranga District grow both cash and food crops. Crops grown include cashew nuts, rice, pineapple, maize, cowpeas, mango, mushroom, cassava and beans. It was found that majority (76.7%) of the smallholder farmers grow cassava, followed by cashew nut (65.8%). This is due to climatic condition of the study area. Cashew nut is commonly grown in the coastal areas. Farmers produce cashew nut and cassava as food as well as cash crops. Hence NGOs have significant role of ensuring that the smallholder farmers have access to markets so that they can sell their produce and improve their livelihoods.

**Table 3: Crops grown (N= 120)**

<b>Crops grown</b>	<b>Frequency</b>	<b>Percentage</b>
Cassava	92	76.7
Cashew	79	65.8
Pineapple	36	30.0
Coconut	32	26.7
Citrus	31	25.8
Maize	30	25.0
Mango	20	16.7
Rice	20	16.7
Cowpeas	19	15.8
Passion	9	7.5
Vegetables	8	6.7
Pegion peas	8	6.7
Potatoes	3	2.5
Beans	3	2.5
Irish potatoes	2	1.7
Water melon	2	1.7
Mushroom	1	0.8
Palm oil	1	0.8
Banana	1	0.8

### **4.3 Challenges that Smallholder Farmers face in Accessing Markets**

#### **4.3.1 Challenges established in the study area**

The intensity of challenges influencing smallholder farmers in accessing markets was estimated by binary logistic regression which was used to establish which challenges are significantly influential to smallholder farmers' access to markets. The model was statistically significant at ( $p < 0.01$ ) with entered variables. Results show regression summary statistic value of 18.856 at -2 log likelihood. This statistic value implies how best the model predicts the challenges. The Cox and Snell  $R^2$  was 0.707 and it was

interpreted like  $R^2$  in any multiple regression model. The Nagelkerke  $R^2$  was 0.943 which means that the model predicted correctly 94.3% variation of the variables entered. This finding is clearly supported by Kothari (2006) who reported that the smaller the summary statistic value the better the model.

**Table 4: Results of binary logistic regression analysis (N = 120)**

Variables	Standardized Coefficients of the Model				
	B	S.E	Wald	Sig	Exp(B)
Price of produce	-0.045 *	0.721	0.004	0.130	0.956
Government policy	10.346 **	4.117	6.314	0.012	0.0003
Infrastructure	-0.032 ***	0.012	6.900	0.009	0.969
Value addition	0.391 ***	0.138	8.070	0.005	0.676
Limited market information	-1.273 *	0.764	2.774	0.096	3.571

-2 log likelihood = 18.856<sup>a</sup>, Cox and Snell R Square = 0.707, Nagelkerke R Square = 0.943

\*\*\* Significance at 1%, \*\* Significance at 5%, \* Significance at 10%

The coefficient of value addition was 0.391. Results further show that value addition was positively related to smallholder farmers' access to markets and it was statistically significant at ( $p < 0.01$ ). In the views of farmers, value addition is very important to their products however, they have inadequate skills and knowledge on how to improve quality of their products. For instance, in milk production, milk is always spoilt before reaching markets because of poor preservation techniques by smallholder farmers.

The coefficient of infrastructure was -0.032. The results indicate that transport means was negatively related to market access by smallholder farmers and was statistically significant at ( $p < 0.01$ ). The negative log odd of -0.032 with odd ratio of 0.969 (Exp B) means inverse relationship between market access by smallholder farmers and infrastructure. Therefore, as transport means such roads and railway are not easily

available, access to markets by smallholder farmers is greatly limited thus exposing farmers to low prices. Ideally, good transport networks in areas of production increase accessibility to markets because there is free and easy movement from one point of production to the point of consumption. Farmers expressed their concern that during rainy seasons, their products get spoilt in rural areas due to poor feeder road networks and in return low prices are offered by traders from upcountry towns.

Results show a regression coefficient of -0.045 for price of produce. The negative coefficient means that price of produce was adversely related to market access by smallholder farmers and statistically significant at 10%. This negativity of price of produce could be attributed to the fact that price decreases significantly when there is limited market for produce. The fact remains that the perfect price of the product greatly depends on reliable markets. However, it was established from views of farmers in the study area that decision upon pricing of products varied among individuals. Farmers explained that middle men make decisions with regard to the price of their produce especially those selling their agricultural products to cashew nut boards and cooperatives. This indicates that smallholder farmers leave the responsibility of price decision to middlemen because they are not yet empowered with the marketing and negotiating skills. This implies that available NGOs in the study area have to put more effort in lobbying and advocacy role to ensure that smallholder farmers get better prices. NGOs have potential to mobilize farmers in group forums in order to obtain common voice for their produce. The study found out that sometimes farmers are forced to sell at very low prices due to lack of common voice. Most traders prefer large volumes of produce which are not easily produced on individual basis. Some produces such as cassava, pineapples and livestock products like milk, eggs are always spoilt due to insufficient markets nearby.

Government policy had a regression coefficient of 10.34. It reveals positive correlation to market access by smallholder farmers but with a medium statistical significance at ( $p < 0.05$ ). The log odd of government policy being positive implies that good policies would support farmers via collective voice of NGOs to promote farmers productivity. In the views of farmers, the government is reluctant to follow what NGOs do in rural areas in as far as agricultural productivity is concerned. The policy governing NGOs is good but poorly implemented to benefit farmers. Lobbying and advocating role of NGOs with respect to market access by smallholder farmers is upon persuasive means and politics. Farmers are left languishing with inadequate access to market, a problem that would have been in the capacity of NGOs to solve.

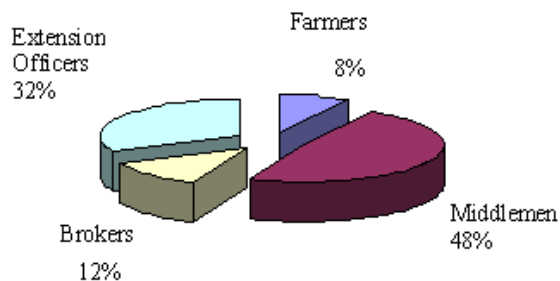
On the other hand, government levies on agricultural products produced by smallholder farmers in the few available markets are high compared to their poor quality produces. The concerned NGOs have a mandate to act on behalf of farmers to put pressure on policy makers to formulate suitable policies that comply with rural standards and thus NGOs can guide farmers on marketing channels.

Results show a regression coefficient of -1.27 for limited market information. Limited market information was negatively correlated to market access by smallholder farmers and statistically significant at 10% level. Ideally, market information is important to enable the smallholder farmers to make proper decisions about prices for their produce. Farmers explained that they do not receive market information from agriculture extension officers. They further elaborated that despite the available sources of market information from NGO representatives, village extension officers, village leaders, cooperatives, cashew nut board, media, middlemen, and from village members, still most of the farmers in the study area do not have reliable market price information. Most information is

provided by middlemen involved in trading. The implication is that middlemen tend to dominate and maximize profit because farmers are always ignorant about current prices.

#### 4.3.2 Decision making on prices of agricultural products

The decision making on prices of products varies from one actor to another. Results show that 48% of respondents mentioned middlemen as determining prices of the produce, 8% mentioned that the price is determined by farmers themselves, 12% by brokers and only 32% said it is determined by extension officers. This is summarized in Fig. 3.



**Figure 3: Decision making on prices of agricultural products.**

The implication of these findings is that higher percentage of middle men in determining prices leads to farmers' exploitation because this means farmers (producers) receive low prices whereas middle men take higher prices thus creating greater profit and price margins in the market. Farmers were also identified in determining prices for their produce. However, the price they set for the produce is not the exact price given most of the times because of insufficient information about current market prices. In the study area, it was established that the participation of extension officers in determining prices for farmers' produce is 32%.

### 4.3.3 Place of selling crops and livestock products

The results in Table 5 revealed that more than half (56.7%) of the respondents sell agricultural produce on the farm, while 30.0% of farmers sell their produce at the market, and 31.7% of farmer respondents sell their products at home. The study revealed that 7.5% of farmers respondents sell their agricultural produce to the Cooperatives and only 1.7% of farmers sell the agricultural produce at the open market. It was found that very few (0.8%) sell the products to the NGOs. This implies that most of the smallholder farmers are not sure of their market. Selling produce on the farm and at home involves waiting for the customers which is difficult to determine the market, in the other hand smallholder farmers lack marketing skills to enable them to search for markets for their produce.

**Table 5: Place of selling agricultural produce (N=120)**

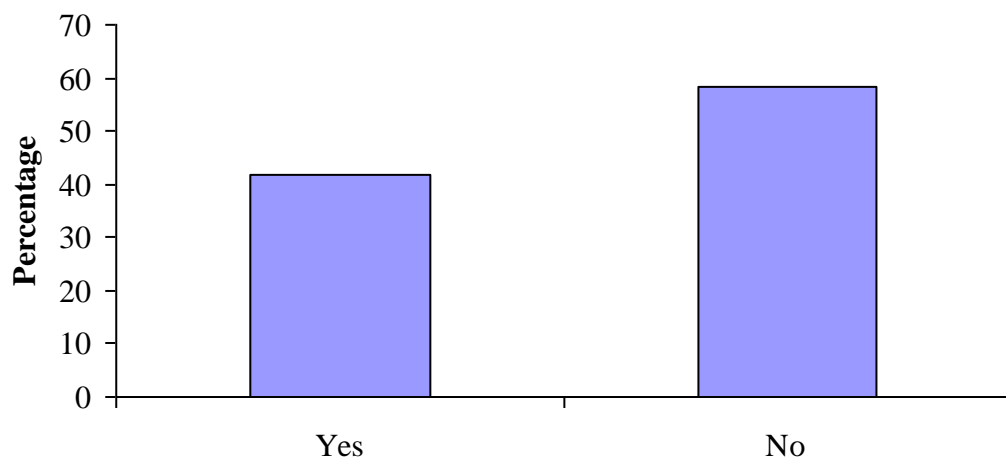
<b>Place of selling produce</b>	<b>Frequency</b>	<b>Percentage</b>
On the farm	36	56.7
At home	38	31.7
At the market	68	30.0
Cooperative	9	7.5
Open market	2	1.7
NGOs	1	0.8

### 4.3.4 Presence of warehousing at the market place

The study sought to determine presence of storage for storing agricultural produce at the market. More than half of the smallholder farmers responded that there is a warehouse at the market place. Furthermore, respondents were requested to state the capacity of the warehouse to hold the agricultural produce. More than half of the respondents (58.3%) reported that the capacity of warehouses to hold the produce is low (Fig. 4). This means once the farmers brought the produce to the market they have to sell them even if the price



is low. This tends to force the farmers to sell their produce at a price which is not satisfactory but rather due to lack of place to store it while waiting for customers. Access to storage facilities for the farmers in nearby areas would ensure that the farmers do not have to go for distress sale and would help them in realizing better price for the agricultural commodities. It is therefore essential that the right type of product specific storage space is developed. Similarly large production of horticultural crops and its marketable surplus requires cold storage infrastructure so as reduce post harvest losses.



**Figure 4: The capacity of warehouses to store agricultural products.**

#### **4.3.5 Sources of price information in the study area**

The results show that 21.6% of the respondents receive price information from middlemen, 17.5% of respondents reported that they get price information from their fellow farmers, 15.8% of respondents from village extension officers, 13.4% of respondents receive price information from radio news and only 12.5% of respondents receive price information from NGOs representatives as indicated in Table 6. The implication of price information being in the hands of middlemen, fellow farmers, village extension officers and NGOs indicates that the information about market prices is still

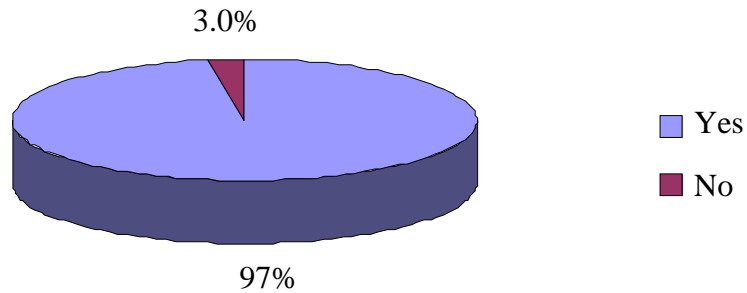
unreliable for farmers produce because farmers in the study area complained to have the price information problem. It would be very important if most of the price information is readily available to producers so that they are not exploited by middlemen and other traders involved in purchasing the produce.

**Table 6: Results on sources of market price information**

<b>Sources</b>	<b>Frequency</b>	<b>Percent</b>
Middlemen	26	21.6
Fellow farmers	21	17.5
Village extension officers	19	15.8
Radio news	16	13.4
NGOs	15	12.5
TV news	13	10.8
Local newspapers	10	8.4
<b>Total</b>	<b>120</b>	<b>100</b>

#### **4.3.6 Presence of road infrastructure**

Respondents were requested to state whether the feeder roads are passable for all the seasons, majority (97.0%) responded that the feeder roads are not passable during all seasons (Fig. 5). This means that despite the fact that NGOs would empower the smallholder farmers with marketing skills it will be difficult for the farmers to be reached by the traders, but also it will be difficult for farmers to take agricultural produce to market. The results (Table 7) show that more than half of respondents (60%) use bicycles to take agricultural produce to the market. This means that the ability of the farmers to take agricultural produce to the market is low because of lack of reliable transport.



**Figure 5: Distribution of respondents on whether road to market is passable during all seasons**

**Table 7: Means of transport to take produce to market (N=120)**

Means of transport	Frequency	Percentage
Bicycle	72	60.0
On head	30	25.0
Motorcycle	9	7.5
Lorry/pickup	8	6.7
Public buses	1	0.8
<b>Total</b>	<b>120</b>	<b>100</b>

#### **4.3.7 Opinions of agricultural extension officers about challenges on marketing**

A researcher sampled five extension officers from five Wards in the study area, every one was interviewed so that to provide information about the challenges which are faced by smallholder farmers and extension officer in the access of market by smallholder farmers. Extension officer from Tambani Ward said that, smallholder farmers faced problems in processing and storage skills for that case their products get spoiled and lose the required quality. On the other hand, extension officer himself added that he was overworked and sometimes with other tasks outside the profession such as tax collection, census

registration and others. He also added that working facilities such as transport, extension kits and other needed facilities for assisting farmers are not enough.

Moreover the extension officer from Mkuranga Ward gave the following information: Smallholder farmers lack collateral in terms of land and other assets so they access credit through informal lenders who normally charges higher interests and thus lower profits to borrowers. Most borrowers choose informal financial services because of easy access, variable loan sizes, flexible repayment schedule, personal guarantees, convenience and very short period needed to obtain loan approval (Larson *et al.*, 1994). Thus, the problem of access to affordable credit by small-scale farmers remains a major problem affecting their production capacity and level. Although servicing this category of farmers has been difficult and costly, credit extension to these farmers should by all means be prioritized. Opportunities exist for lending institutions such as Banks, SACCOS and AMCOS to serve this category of farmers. The establishment of parastatal institutions with a mandate to channel credit to smallholder farmers is one of the approaches used by governments in developing countries to promote smallholder agricultural development (Machethe, 2004).

At the same time Extension Officers are challenged due to inadequate marketing skills so they fail to provide proper advice to farmers. Extension Officer from Mwarusembe Ward said that smallholder farmers in the study area do not understand how the market works or why prices fluctuate, they have little or no information on market conditions, prices and quality of goods, they are not organized and they have no experience of market negotiation and little appreciation of their capacity to influence the terms and conditions upon which they enter the market. To the extent that they have had contact with government agricultural extension services, they have received little guidance on these issues, as the services have tended to pass technologies with little reference to markets

and prices. With no information, no experience and no organization, they have no basis upon which either to plan a market oriented production system or to negotiate market prices and conditions, and are obliged to take the first offer made to them. Ultimately, their lack of knowledge means that they are passive, rather than active, players in the market, that they can be exploited by those with whom they have market relations, and that they fail to realize the full value of their production. He added that poor infrastructure had affected both smallholder farmers' and extension workers' performance.

Other opinions were given from Bupu Ward extension officer as: markets are situated at specific places and force other smallholder farmers to move from distant places so as to reach markets this caused them to sell the products at lower prices because most of the products are perishable. The Ward extension officer added that the Government do not provide them with in- service training so as to be equipped with changing agricultural technologies this brings challenges when working to assist smallholder farmers.

Furthermore the extension officer from Kimanzichana Ward responded that smallholder farmers' agriculture relies mostly in rain (rain fed agriculture), they also face challenges on agricultural input which are not brought in time and this leads to low production. This challenge in rainfall fluctuation caused the fluctuation of the products yield which leads to farmers' market access failure. She also added that smallholder farmers in the area suffer from land shortage due to investors holding large tracts of land without developing it making the habitat for crop pests like monkeys and others.

#### **4.4 NGOs Working in Mkuranga District in the Field of Agricultural Development**

##### **4.4.1 The sampled NGOs**

The researcher sampled five NGOs out of seven in the study area which are: MVIWATA, VECO, HPI, AMAGRO and CFC. The other NGOs like AGO and TAWLAE were giving support to a few farmer groups. The criteria for selection of NGOs were, the highest number of farmers groups the particular NGO supports and overall objectives varying in scope but all working towards agricultural development. However, they all share a common strong and effective representation of farmers' interests in jointly confronting needs and challenges. They cover participatory communication, lobbying and advocating and organizational strengthening to provide agronomic and marketing services. The key informant interviewed from MVIWATA explained that the organization plays a number of lobbying and advocacy tasks for smallholder farmers to access markets such as forming organizations for smallholder farmers, establishing reliable markets for their products, linking them to sustainable financial institutions and providing agricultural advisory services as well as empowering them in decision making at all levels. It also aids on construction and rehabilitation of rural infrastructure like rural training centres, market structures, feeder roads and bridges.

CFC officials explained that they have been providing a platform for fundraising for agricultural and income generating undertakings by members. After farmers have initiated their own development initiatives, it coordinates and contacts funding organizations in order to support and strengthen these initiatives with many social and agricultural organizations. It sets up projects in rural areas with the aim of strengthening local groups and networks through motivating self-reliant farmers and encouraging them to defend their own interests. These projects also act as demonstration fields for rural farmers. On project sites, farmers are trained on collective action for poverty reduction in rural areas.

Training aims at capacity building of the smallholder farmers to improve on quality of produce so as to increase the demand for their products in markets. CFC provides participatory training skills to network members through extension services and study tours. Training is targeted to leaders appointed by their respective groups to attend the courses. After completion of the course, these leaders are required to provide feedback to their respective groups and networks so that the knowledge they have gained can be disseminated to all members. The information provided covers agronomic practices for quality produce, value chains and markets for produce.

Findings from officials of HPI show that the NGO works toward alleviating hunger and poverty and promoting sustainable agriculture, by facilitating a gift of livestock such as a dairy cow and dairy goat to smallholder farmers (*Kopa ng'ombe lipa ng'ombe*). According to Kinsey and Murnyak (2006), the animal is a catalyst to guide farmers toward overall improved sustainable farming techniques. The organization has also made membership affiliations with national and international networks and organizations as part of lobbying and advocacy activities. This lobbying and advocating information has been shared through dissemination and exchange of documents and by media i.e. radio, television, booklets and newsletters.

AMAGRO helps to form networks of farmers in order to create strong body responsible for dissemination and communication of any current information to mango farmers. The key informant elaborated that they have emphasized on the use of bottom-up participatory approaches in which farmers fully participate in designing and implementing innovative technologies and approaches to enhance agricultural productivity. The approach entails community meetings and focus group discussions to reflect on the situation of farmers, reveal challenges, inventory of farmers, and decide on actions that can be taken.

AMAGRO therefore builds up farmers' capacities to recognize their own capabilities and identify solutions within their own means. In this way, it strengthens local farmers' groups and networks by motivating self-reliant smallholder farmers.

Findings indicated that NGOs support to farmers involves providing training services such as development of cassava value chain, improved processing techniques and use of propagated sweet potatoes. This imparts skills in production. NGOs also give support to farmers in providing agricultural inputs like pesticides, herbicides and advisory extension services. Findings further established that NGOs have helped farmers improve on livestock production. In the views of respondents, farmers have gained income from small scale livestock production which at least helps them to manage some operational costs. More so NGOs explained that capital is commonly provided to empower farmers in product value chain development especially cashew and cassava. This implies that empowered farmers have knowledge and skills on searching for markets and hence ensuring good price for their produces.

#### **4.5 The Extent of NGOs Involvement in Lobbying and Advocacy for Market Access to Smallholder Farmers**

The extent to which NGOs are involved in lobbying and advocating for market access to smallholder farmers was determined by using the Likert Scale technique. Farmers' responses were ranked as strongly agree (SA), agree (A), disagree (D), strongly disagree (SD) and neutral (N) results. Results are summarized in Table 8 and show that majority of respondents strongly disagreed that NGOs provide market information.

Results further indicate that 50% and 37.5% of respondents strongly disagreed and disagreed respectively that they were imparted with bargaining skills by NGOs. It was



also shown that 47.5% of respondents strongly disagreed and 33.3% of respondents disagreed that they were receiving training services from NGOs. Furthermore 38.3% of the respondents agreed that NGOs offered pesticides and herbicides, while 37.5% of respondents strongly disagreed to be offered pesticides and herbicides by NGOs. Majority of the respondents highly oppose the points with low levels of ranking of the Likert Scale meaning that majority fall on opposition side.

Findings further reveal that 45% of respondents strongly disagreed and 23.3% disagreed that NGOs link farmers to cooperatives and financial institutions including AMCOS and SACCOS which would help them in savings and credit services. Furthermore cooperatives empower farmers with knowledge and skills on searching for markets and hence ensuring good price for them.

**Table 8: Roles of NGOs towards market access to smallholder farmers**

NGOs Roles	Frequency and Percent of Respondents					Total
	SA	A	N	D	SD	
Provide market information	20 (16.7) <sup>1</sup>	8 (6.7)	10 (8.3)	32 (26.7)	50 (41.7)	120 (100)
Provide marketing skills	10 (8.3)	11 (9.2)	13 (10.8)	45 (34.2)	41 (37.5)	120 (100)
Link farmers to cooperatives	8 (6.7)	15 (12.5)	15 (12.5)	28 (23.3)	54 (45)	120 (100)
Provide bargaining power skills	4 (3.3)	6 (5.0)	5 (4.2)	45 (37.5)	60 (50)	120 (100)
Training on group networking	9 (7.5)	7 (5.8)	7 (5.8)	40 (33.3)	57 (47.5)	120 (100)
Offer pesticides and herbicides	8 (6.7)	46 (38.3)	9 (7.5)	12 (10)	45 (37.5)	120 (100)

<sup>1</sup>Numbers in brackets indicate percentage.

Findings indicate that there is still lack of proper marketing arrangement, insufficient information about existing market prices, poor infrastructure and poor preservation techniques of products. These factors need to be examined under market structure, market conduct as well as market performance in order to reflect the aspect of efficiency in markets for farmers. The performance of marketing system together with participants is insufficient. Analysis of market information entails an examination of (i) the buying and selling behavior of various products, (ii) forms with which competition amongst them takes place (that is, pricing, terms of payment and credit), level of activity, and (iv) actions to avoid competition for example through price collusion.

#### **4.6 Challenges Faced by NGOs in Lobbying and Advocacy for Market Access by Smallholder Farmers**

Representatives from five sampled NGOs gave the following opinions on challenges they face in lobbying and advocacy for market access by smallholder farmers.

Opinions from MVIWATA representative revealed that there are policies that govern agricultural marketing systems in one way or another which are contrary to most of MVIWATA objectives. For instance implementation of a project is implemented by government funds through marketing sub sectors to a concerned NGO dealing with agricultural marketing and funds consistently re-allocated to other sectors leaving this area with no or little funds to facilitate coordination among market participants responsible for agricultural marketing systems. MVIWATA representative further added that, other challenge include lag in institutional reform process, inadequate financial resources, low institutional capacities in terms of staffing, technical and managerial skills and inertia in adapting to changing policy environment and economy on the part of MVIWATA.

The views of a representative from VECO were that, most of the financial resources used by NGOs are donor based and little contribution is done from the partners within the country. Donor funds are given for projects running under specific timeframe on targeted activities, thus smallholder farmers are not taken into consideration because of their small scale operations. The main focus of donors is on organized farmers. Therefore, NGOs are challenged by ways of allocating these donations meant for farmers under large scale to farmers under small scale operations.

The representative from AMAGRO indicated that there is lack of infrastructure to enable smallholder farmers to access market. He pointed out that, not all farmers have access to physical markets. He added that, markets are not accessible to all farmers because the markets are situated in specific localities providing services to the community in that vicinity. Roads occupy a pivotal position in the integration of markets and the national economy. Poor rural roads, for example, limit farmers' access to markets for inputs and produce. They increase the cost of transporting inputs and produce, reducing the net income of farmers, input suppliers and traders. NGOs themselves are challenged by poor road infrastructure which most of the time limit them to reach smallholder farmers and assist them accordingly.

The findings clearly revealed that NGOs are challenged by farmers' characteristics. According to the views of key informant from HPI, NGOs act as mediators of funders between donors and the government. Most farmers in rural areas are scattered and not organized. The challenge is that NGOs are expected to assist individual farmers in accessing market, but farmer groups or organizations can more easily access services and other assistance from either government or other service providers. Economically,

benefits received by farmer groups have greater multiplier effect in communities than those received by an individual.

Mkuranga District, like any other part of Tanzania, has been affected by political reforms implemented in the country. The role of NGOs has suffered from political influence in the sense that some NGOs are headed by politicians. The funds allocated to agricultural activities are sometimes used for political campaigns. More so, government tends to reject implementation by NGOs headed by opposition leaders. According to the stakeholders and key informants, there are no clear market liberalization policies in the area. Some are positive while others are negative. Following the economic reforms, which have been implemented by the government since 1980s, agricultural markets have been liberalized in which case control of product movement and prices have been removed, and the private sector allowed to play a dominant role in the agricultural markets.

Views of key informants from CFC are that, market liberalization policy came as a surprise to farmers who have been used to subsidies and state intervention in pricing. The involvement of the private sector in crop marketing and termination of subsidies meant that farmers had to sort out everything for themselves. Due to high level of market asymmetries, product variability, inadequate farmers' competence in relation to the requirements placed upon them, crop markets are generally inefficient in Mkuranga depending on high level of transaction costs, mistrust, un-standardized weighing scales and measures, unscrupulous acts, collusions and cheating are features of agricultural markets.

## CHAPTER FIVE

### 5.0 CONCLUSIONS AND RECOMMENDATIONS

#### 5.1 Conclusions

- i. Findings from the study revealed that smallholder farmers in Mkuranga District are challenged with lack of marketing skills, credits, lack of information on prices, poor infrastructure and group leadership skills. Lack of enforcement of laws governing weights and measures is another challenge that impedes access to profitable markets by smallholder farmers.
- ii. The study revealed that several NGOs are working in different fields of community development, in this study seven NGOs which are MVIWATA, VECO, HPI, AMAGRO, CFC, AGO and TAWLAE were found to be performing different roles concerning agriculture development issues to help smallholder farmers in Mkuranga District.
- iii. Findings indicate that performance of NGOs is inefficient but they have tried their level best to help smallholder farmers in different aspects concerning agricultural development such as: Providing market information, Providing marketing skills and Linking farmers to cooperatives, Providing bargaining power skills and training in groups networking
- iv. The study revealed that NGOs are challenged by poor road infrastructure which most of the time limits them to reach smallholder farmers and assist them accordingly. Furthermore NGOs are challenged by farmers' characteristics, because most farmers in rural areas are scattered and not organized in such a way

that it becomes difficult to reach them and give them the needed support. Another challenge for NGOs is lack of funds.

## **5.2 Recommendations**

- i. The Mkuranga District Council should make sure of the following: infrastructure is in good conditions to enable the smallholder farmers to access markets, smallholder farmers are sensitized to join farmer organizations, like SACCOS and other financial institutions, farmers are trained on market and marketing aspects and policies and laws governing weights and measures are enforced.
- ii. Mkuranga District Council should create favourable conditions for more NGOs to enter the district and support farmers by making rural settlements in proper plan for the farmers to be easily reached.
- iii. Mkuranga District Council should work together with NGOs by providing some of the necessary support such as: making strict laws and regulations which govern market and marketing issues, employing enough Agricultural Extension Officers, construction of feeder roads, and irrigation schemes, provision of subsidies to inputs and providing which will improve NGOs activities with smallholder farmers.
- iv. The Mkuranga District Council, Agricultural Extension Officers and NGOs should sensitize smallholder farmers to unite into groups or farmer organizations so that they can be easily identified and given the required support. NGOs should find other ways of obtaining financial resources rather than depending on donors for financial support, this habit prevents them from accomplishing the missions and objectives set.

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6. As a farmer, which crops do you grow in your farm?

i.....

ii.....

iii.....

7. Do you also keep livestock? Yes/No.....

8. What live stock do you keep? (Put tick)

i. Chicken

ii. Goat

iii. Sheep

iv. Cow

9. For which purpose are you keeping the livestock?

a) For family consumption/for selling .....

b) Others specify.....

10. If for selling, what do you sell?

a) Milk

b) Livestock ( )

c) Livestock and milk

d) Others specify.....

11 Who decide the price for the answer given in number 8?

(a) Middle man

(b) Yourself ( )

(c) Customers

(d) Others specify

12. Where do you get market (price) information?

- (a) From NGOs representatives
- (b) From village extension officers ( )
- (c) From village leaders
- (d) Others specify .....

13. Do you get any market information about crop prices? Yes/No .....

14. If yes, where do you get this information?

- (a) From NGOs workers/staff members
- (b) From village extension officers ( )
- (c) From village leaders
- (d) Others specify .....

15. If No, who decide the price for your produce?

- (a) Middle man
- (b) Yourself ( )
- (c) Customers
- (d) Others specify .....

16. Where do you sell your produces?

- (a) At the market
- (b) On the farm ( )
- (c) At home
- (d) Others specify .....

17 Where do you sell milk/livestock?

- (a) At the market milk shop
- (b) At home ( )
- (c) Others specify

- 18 Is there any road to the market in this village? Yes/No .....
- 19 If yes, is it passable in all the seasons? Yes/No .....
- 20 If no, how do you transport your produce to the market by head or bicycle? .....
- 21 If you sell your produce at the market, which means of transport do you use to transport your produce?
- (a) By bicycle
- (b) By lorry/pickup ( )
- (c) On head
- (d) Others specify .....
- 22 How far is your house from this market? (Help with estimation if needed)
- .....kilometers
- 23 How long does it take for you to get to the market?
- .....hours ..... minutes
- 24 If you compare the cost used in inputs and the added costs incurred before selling, do you realize any profit? Yes/No ..... elaborate.....
- 25 Is there any warehouse or go down for storing the produce at the market place? .....
- 26 If yes is it in a good capacity to hold the produce? .....
- 27 If No, where do you store your produce? .....
- 28 Are there NGOs assisting in agricultural development issues? Yes/No .....
- (a) If yes, how many are they? .....
- (b) If No, where do you get agricultural development support? .....
- (c) Are you getting agricultural support from the following NGOs?
- (i) VECO (ii) MVIWATA (iii) PHI (iv) CFC (iv) AMAGRO (Put tick to appropriate option).

29 Put tick for the type of agricultural support you are getting from NGOs among the following:

- (a) Training
- (b) Input supply
- (c) Extension services
- (d) All of the above
- (e) Others specify.....

30. Do you think NGOs are involved in lobbying and advocacy for market access to smallholder farmers?

- a) SA [ ] b) A [ ] c) SNA [ ] d) SD e) D [ ] f) N [ ]

31. If they are involved in No.30 above, rank their lobbying and advocacy tasks for market access to smallholder farmers? (tick the right option)

Tasks	SA	A	SNA	D	SD	N
Provide market information						
Provide marketing skills						
Link farmers to cooperatives						
Provide bargaining power skills						
Training on group networking						
Offer pesticides and herbicides						
Others (specify).....						

32 If no where do you get agricultural development services?

.....  
 .....

33 Do you get any NGO support? Yes / No .....

34 If yes, what type of support? .....

35 If no, where do you get agricultural support? .....

.....

36 Have you attended any training on any policy? Yes/No .....

37 If yes, which policy .....

.....

38 What issues were you trained on that particular policy? .....

.....

39 Who conducted such training?

(i) NGO staffs

(ii) Village leaders ( )

(iii) Extension officers

40 Do you belong to any marketing cooperative or any form of farmer's organization?

Yes/No.....

41 What is the name for that Cooperative/ organization? .....

42 What role does it play in marketing?. .....

***Thank You Very Much***

## **Appendix 2: Check list for NGO Representatives**

### 1. Location

Name of Respondent..... Date of interview.....

NGOs name.....Department .....

2. What are your objectives in agricultural communities? Explain
3. Do you have roles to play in lobbying and advocating for market access by smallholder farmers? Explain
4. Which areas of priorities do you focus as NGOs in field of agriculture? Explain
5. Are you challenged when lobbying and advocating for market access by smallholder farmers? Elaborate
6. What could be the appropriate remedies of challenges faced at different levels of marketing spheres?
7. Which areas as NGOs have not been addressed among the salient objectives? and if any, why?
8. Which NGOs are working in Mkuranga District in the field of agricultural development?
9. To what extent have NGOs involved themselves in lobbying and advocating for market access in the study area?

***Thank You for Your Cooperation***

**Appendix 3: Checklist for DALDO\WAE0**

1. Location: (Ward) .....
- Name of the respondent ..... Sex..... Date.....
2. What is your level of education?
3. For how long have you been working with Mkuranga District?
4. Are there any NGOs working in agricultural development in Mkuranga District  
Coast          Region?
5. Can you mention them? .....
6. Do you have any NGO policy? Yes / No .....
7. What things does it address? .....
8. What are the roles performed by those NGOs in agricultural development?  
.....
9. How many Wards are being assisted with NGOs?.....
10. How many Villages are being assisted with NGOs? .....
11. Do you think NGOs have right to participate on Policy formulation?  
Yes/No .....
12. If yes, why? .....
13. If no why not? .....
14. Is there any assistance given to NGOs from government? Yes/ No.....
15. If yes which type of assistance? .....
16. If not why? Give short explanations .....
17. Are the roads in Mkuranga District passable throughout the year?  
.....
18. How many markets are there in Mkuranga District? .....
19. Are the markets accessible to all farmers? Yes /No.....

- 20. Where do farmers get market information? .....
- 21. Who makes decision on price for farmers produce?  
.....  
.....
- 22. Do you discuss with NGO leaders about smallholder farmer problems on agriculture? Yes /No .....
- 23 Are there any activities which District staff are collaborating with NGOs? Yes/No.....
- 24 If yes which are those activities? .....
- 25 If not why? Explain briefly .....
- 26. Is there any importance of smallholder farmers to be assisted with NGOs in agricultural development? Yes/No .....
- 27. If yes at which extent have NGOs helped smallholder farmers in Market access? Explain briefly.....
- 28. If not why? Explain briefly.....
- 29 Are there any activities undertaken by the District extension staff to improve smallholder farmer's market access? YES/No .....
- 30If yes, which are those activities? .....
- 31 What benefit do farmers recognize from those activities? Mention  
.....  
.....
- 32 If not why? Explain briefly  
.....  
.....
- 33 Are there any opportunities for smallholder farmers to market their agricultural produce? Yes/No.....



34 If yes what are those opportunities? .Mention

.....  
.....

35 If no why? Explain briefly

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.....

36 Are there any challenges faced by smallholder farmers in accessing markets?

Yes/No.....

37 If yes what are those challenges? Mention them

.....  
.....

38 If no explain briefly

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.....

39 Are there any challenge faced while working with smallholder farmers? Yes/No.

40 If Yes what are they? Mention them.....

41 If no skip.

***Thank you for your cooperation***