

## FEED THE FUTURE AINFP PROGRAM: TANZANIA

Good nutrition is vital for ensuring healthy families and communities. However, many Tanzanians lack access to nutritious, safe, and affordable foods, and more than a quarter of the country's children under the age of five exhibit stunting.

The Alliance for Inclusive and Nutritious Food Processing (AINFP) is working to tackle this challenge by strengthening the country's food processing sector. Food processors, which turn raw ingredients into nutritious products like fortified flours, edible oils, yogurt, and therapeutic foods, are an important link in agricultural value chains.



*AINFP Client, Severina Mwakateba, Director,  
A.A. Nafaka, Tanzania*

### Project Duration

June 2020-March 2024

### Geographic Focus Area

Nationwide

### Implementer

TechnoServe

### Partners

Partners in Food Solutions, ISF Advisors, food processing businesses

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### For More Information

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These businesses have the potential to serve as stable, dependable buyers for crops grown by Tanzanian farmers and to increase the supply of healthy, accessible nutritious foods available for Tanzanian consumers.

### Program Overview

To realize that potential, the AINFP program is strengthening Tanzanian food processors' technical capacity, access to finance, and links up and down the value chain. AINFP is delivering much needed technical and business support to private sector food processing companies, and as appropriate to regulatory authorities for the food processing industry, through its proven model of facilitating knowledge transfer from PFS volunteer experts of seven multinational food companies – General Mills, Cargill, DSM, Bühler, The Hershey Company, The J.M. Smucker Company, and Ardent Mills – providing customized technical assistance to food processing companies to address the manufacturing and business challenges that limit their growth.

The program also provides sector-wide training on key topics for businesses, regulatory agencies, and other stakeholders.

The program is working with food processors to develop strategies to profitably source crops from smallholder farmers in Tanzania and develop marketing strategies that will improve access to their products for base-of-the-pyramid (BoP) consumers. AINFP is also helping to identify financing needs and help firms access capital.

## Results to Date

The program has provided customized technical assistance to help 26 firms — 14 of them owned or led by women — in areas relating to plant layouts, implementation of Good Manufacturing Practices, implementation of food safety systems, and development of cost reduction strategies, new product development, installing specialized workers and processing equipment, developing marketing strategies, and designing new packaging for products, and providing hands-on training to employees to foster growth.

The program has also developed a sector-wide training program focusing on food safety and trained 463 (277 female) individuals drawn from over 251 food processing companies and institutions.

To implement recommendations provided through AINFP projects, assisted clients have invested more than \$1.06 million in their businesses. AINFP has also facilitated food processors to establish new linkages with aggregators and smallholder farmer groups, resulting in purchases estimated at over \$3.1 million of additional crop sales. The program has linked processors to Base of Pyramid (BoP) consumers and outlets, including retail shops and consumer cooperative associations, facilitating the sale of more than 28,000 MT of nutritious foods to the BoP market. Through a partnership with Initiative for Smallholder Finance (ISF) Advisors, AINFP partner firms have accessed more than \$971,000 from grants and loans to finance working capital and investments in plant infrastructure.

## Client Success Story: Shambani Milk

Shambani Milk is a Tanzanian dairy company manufacturing nutritious fresh milk, yogurt and chees for consumers across the country. The founders' obsession on entrepreneurship and what this can do to families in Urban and Rural areas, led to the establishment of milk processing business. Giving families quality milk products for their daily meals without fear of being cheated or manipulated in quality, has been the driving force at Shambani Milk.

One of the firm's primary challenges was its products' limited shelf life: as soon as the milk was pasteurized or yogurt was manufactured, the race was on to get it to consumers before it spoiled.

Through the AINFP program, Shambani received expert advice from General Mills staff and TechnoServe business advisors about how to improve quality control in its supply chain and packaging, allowing the firm to double the shelf life of its products.



*A worker at the Shambani Milk plant in Tanzania*

Rehema Mmari, chief operating officer for Shambani, said, "Limited shelf life has been a cry from our customers, and we hope solving this will give us [extra] mileage in our business. We currently produce fresh milk based on actual orders, but with this improvement we will be able to produce fresh milk every day."

The program has also provided Shambani with support in market analysis and other essential business topics. As a result, the firm's sales increased 27% since joining AINFP.