

CONTRACT FARMING HOMEVEG EXPERIENCE

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INTRODUCTION

- COMPANY STARTED BY THREE TANZANIANS WITH BACKGROUND IN AGRICULTURE AND FINANCE
- STARTED IN MAY 2009 AND EXPORT STARTED IN NOV 2009 WITH BELGIUM MARKETS AND LATER UK MARKETS
- HOMEVEG DOES NOT HAVE ITS OWN FARM(S) MORE THAN 80% COME FROM SMALL HOLDERS

MISSION AND VISION

MISSION: To make small scale farming in Tanzania profitable and sustainable by deploying GLOBAL GAP and other acceptable standards.

VISION: Increased income and reduced poverty among small scale growers in Tanzania to enable them actively contribute into the economy.

HOW WE OPERATE

- IDENTIFICATION OF POTENTIAL GROUPS
- SENSITIZATION
- ENUMERATION
- REGISTRATION
- TRAINING
- PRODUCTION CONTRACT
- PRODUCTION & AGRONOMIC OVERSIGHT
- COLLECTION OF PRODUCE
- VALUE ADDITION (GRADING & PACKING)
- EXPORT

WHY CONTRACT FARMING

- Assure growers of market and prices for their produce
- The company is assured of getting required volumes.
- Need to abide to specified export market standards

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■ PROFITABILITY

- **Company:** There is a market for the planned production however supplying the market profitably on long term basis relies heavily on volumes and size of the industry.
- **Growers:** Growing vegetable for export under contract farming is more profitable as compared to alternative crops. However it is more demanding and requires higher investment in terms of finance and time.

■ PHYSICAL & SOCIAL ENVIRONMENT

- **Physical Environment:** Shift production from one area to another depending on seasons suitable for a product to be produced

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- **Communication:** It quite a challenge to reach some areas in rain seasons
- Limited flight options out of KIA and Dar es salaam
- **Input Availability:** Advance input to groups on the basis of group guarantee and recover from the group sales. It has been difficult for individual smallholders to understand the group guarantee mode.
- **Land Availability:** Growers have unrestricted access to the land they farm

CONCLUSION

- Contract farming is the way go with especially with smallholders however the following areas need to be looked into:
 - Access to cheaper finances for expansion.
 - Intervention of the government and different stakeholders to improve infrastructure.

The background of the image consists of several large, stylized green leaves. The leaves are rendered in various shades of green, with some appearing darker and others lighter, creating a sense of depth and texture. The veins of the leaves are clearly visible, and the overall composition is a dense, organic pattern.

ASANTENI SANA NA KARIBUNI HOMEVEG
TANZANIA