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# Stakeholder meeting: African Agribusiness and Agroindustry Initiative (3ADI)

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23 November 2010

Ministry of Industry, Trade and Marketing (MITM), Dar es Salaam

## Conduct of the meeting

### ***Introduction***

22 stakeholders from various government and private sector development agencies participated in the meeting (see list of participants below). There were also representatives from the four UN organizations supporting the 3ADI, AfDB, IFAD, FAO, and UNIDO.

The meeting was opened by the Permanent Secretary, Ms. *Joyce Mapunjo*, who stressed the importance of the 3ADI initiative and the urge for the Ministry together with other government agencies to get active and implement the initiative in Tanzania as requested by the Prime Minister. For that purpose a task force has been established under the leadership of the Directory of Industry in the MITM. Ms Mapunjo also emphasized that the Ministry has already committed to the development in certain strategically prioritized areas and the 3ADI should be used to strengthen these areas. She then passed the chairpersonship to Mr. D. Massawe, Director of SME Department at MITM.

Mr. *Emmanuel Kalenzi*, Representative of UNIDO in Tanzania, emphasized that the 3ADI comes in a historic moment where much of the development efforts in Tanzania are reshaped for the sake of agricultural development. He noted the important role that UNIDO and the entire UN have played in supporting the government in its aim to development in general and industrial development in particular. In the frame of the 3ADI, this role will now be strengthened and extended to the support of the industrialization of agriculture and the generation of more value added out of agricultural production. It is in this context that specialists of UNIDO will visit Tanzania to support the government to kick-start activities. In fact a current UNIDO mission has met with representatives of MITM, the Ministry of Agriculture, Cooperatives and Food Security (MACFS), the Planning Commission, and the Prime Minister's Office (PMO) as well as selected private sector practitioners and development partners. Through the meetings it became clear in which areas and in which way the 3ADI can be implemented in Tanzania and part of this information will be presented later in this meeting.

Ms. *Margareth Ikongwe*, Chairperson of the 3ADI Taskforce stressed that the 3 ADI has been launched by African heads of state during the High-Level Conference on the Development of Agribusiness and Agro-industry in Africa held in March 2010 in Abuja, Nigeria (for more information see the Abuja Declaration at <http://www.hlcd-3a.org/>). His Excellency the Prime Minister of Tanzania Mr. Mr. Mizengo Pinda as well as the Honorable Minister for Industry, Trade and Marketing, Ms. Mary Nagu, represented Tanzania in this meeting. The 3ADI calls on various organizations of the United Nations, including FAO, IFAD, AfDB and UNIDO, to benefit from the current attention to agriculture for development in Africa and accelerate the development of agribusiness and agro-industries sectors. In concrete terms the initiative will assist Tanzania and other countries in Africa in setting-up an investment programme that will significantly increase the proportion of agricultural produce in Africa that is transformed into differentiated and high-value products. Investments will need to come from public and private sources and be complemented through technical assistance in four critical areas: enabling policies and public goods; value chain skills and technologies; post-production institutions and services; and reinforced financing and risk mitigation mechanisms.

### ***Presentation: Review of existing policies and initiatives***

Mr. *Frank Hartwich*, industrial development specialist from UNIDO Vienna, pointed out that the 3ADI methodology suggests that governments in Tanzania and elsewhere will select one or two key agricultural products in line with national strategies spelt out in the national policies such as the Poverty Reduction Strategy Paper (Mkukuta) and the Agricultural Development Vision (Kilimo Kwanza). Each product will then form the basis of a detailed analysis where and how value added in the chain can be increased. On the basis of this analysis the government with support of UNIDO, FAO, IFAD and AfDB will develop an agribusiness and agro-industry development strategy including a finance and implementation plan. The implementation will draw from public, development cooperation and private sources to be able to invest in new processes and products. It will be accompanied by a number technical assistance services that help to use new equipment, render production processes more efficient, extend the sourcing of primary agricultural products, improve existing and develop new products, comply with standards of food safety and export regulations and in consequence of all this expand the penetration of locally produced agricultural products on local and international markets.

Mr. Hartwich then presented a review of the agricultural products and value chains that are prioritized by the various agricultural and industrial development policies and initiatives (see presentation attached). Given this analysis, the 3ADI has been found fully compatible and in line with the given policies in Tanzania. However, care needs to be taken regarding the various initiatives touching on agroindustrial development currently implemented in the country. These engage programs that are supported for example by IFAD, the World Bank, the African Development Bank, the European Union, SIDO, TCCIA, the Danish, Swiss, US American and Finish Development Cooperation. Some concerns were articulated by participants how the 3ADI would collaborate with existing initiatives e.g. by SIDO.

### ***Rating of priority value chains for the 3ADI***

Based on the review of existing policies and initiatives, ten promising value chains could be identified which were then narrowed down to a subset of four most promising value chains using the criteria “development potential” and “likelihood of development success”. The four value chains included red meat, cassava, cashew nut and edible oils. Mr. Hartwich then moderated a prioritization exercise in which participants re-evaluated the pertinence of these two value chains against the same criteria “development potential” and “likelihood of development success”. The methodology used for this prioritization followed a stepwise comparison of alternatives on the basis of the Analytical Hierarchy Process (AHP). Out of the four participants prioritized the red meat and cashew nut value chain as the most promising sectors on which the 3ADI should embark (see the detailed report on the priority setting attached).

### ***Closing***

Participants engaged actively in the rating exercise. Due to power cuts the final results of the rating could not be shared directly with the participants and it is through this report that the results are disclosed. The meeting was closed around 18:00 hours by Mr. Massawe emphasizing that the 3ADI is going to be an ongoing process in which the Ministry will continue to engage strongly but in which also many partnerships have to be build with other organizations.

## List of participants at 3ADI Meeting, 23 November 2010

### Venue: PS MITM Conference Room

Name	Designation/ Institution	Telephone	Email
Ms. Joyce Mapunjo	Permanent Secretary Ministry of Industry, Trade and Marketing		<a href="mailto:ps@mit.go.tz">ps@mit.go.tz</a>
Mr. Emmanuel Kalenzi	UNIDO Representative UNIDO Country Office		<a href="mailto:e.kalenzi@unido.org">e.kalenzi@unido.org</a>
Mr. Frank Hartwich	Industrial Office UNIDO HQ Vienna		<a href="mailto:f.hartwich@unido.org">f.hartwich@unido.org</a>
Mr. D. Massawe	Director of SME Department, MITM <b>Chairperson</b>	0754 378054	<a href="mailto:massawed@yahoo.co.uk">massawed@yahoo.co.uk</a>
Michael Winkelmeyer	FAO, Kilimo 3	0767 420422	<a href="mailto:michael.wilkemeir@gmail.com">michael.wilkemeir@gmail.com</a>
Ms. Juliet Magambo	President's Office, Planning Commission - POPC	0754 771111	<a href="mailto:jullietek@yahoo.com">jullietek@yahoo.com</a>
Mr. Onesmo Mbelle	MITM	0755 385557	<a href="mailto:mbelleonesmo@yahoo.com">mbelleonesmo@yahoo.com</a>
Mr. Nebart Mwapwele	Confederation of Tanzania Industries (CTI)	0714 620863	<a href="mailto:nerbartm@yahoo.com">nerbartm@yahoo.com</a>
Mr. Shinjiro Amameishi	JICA	0754 220903	<a href="mailto:Amameishi.shinjiro@jica.jp">Amameishi.shinjiro@jica.jp</a>
Mr. Undolle P. M	MITM	0715 339203	<a href="mailto:undolle@yahoo.co.uk">undolle@yahoo.co.uk</a>
Mr. Boniface A. N. Michael	MITM	0713 660992	<a href="mailto:boniface44@hotmail.com">boniface44@hotmail.com</a>
Mr. Jalibu Mwene- Milao	Programme Coordinator, Small Industry Development Organization (SIDO) – IFAD, MUVI programme	0754 487797	<a href="mailto:mwenemilao@yahoo.com">mwenemilao@yahoo.com</a>
Mr. Adam. A. Zuku	Senior Industry Officer, Tanzania Chamber of Commerce Industry and Agriculture (TCCIA)	0784 527750	<a href="mailto:adzuku@gmail.com">adzuku@gmail.com</a>
Mr. John R. Mboya	Prime Ministers' Office, PMO	0754 290711	<a href="mailto:jrmboya@yahoo.com">jrmboya@yahoo.com</a>
Mr. Gaveronge J. P. Myombe	MITM	0755 909129	<a href="mailto:gavemg@yahoo.com">gavemg@yahoo.com</a>
Mr. Ulrich Boysen	African Development Bank, AfDB HQ Tunisia		<a href="mailto:u.boysen@afdb.org">u.boysen@afdb.org</a>
Ms. Juliet Mmbaga	KILIMI Trust	0772 461330	<a href="mailto:jmbaga@kilimo.co.ug">jmbaga@kilimo.co.ug</a>
Ms. Hanifa Mohamed	MITM	0713 470509	<a href="mailto:hanifayuk@yahoo.co.uk">hanifayuk@yahoo.co.uk</a>
Ms. Margareth Ikongwe	Chairperson 3ADI	0754 661871	<a href="mailto:margarethikongwe@yahoo.co.uk">margarethikongwe@yahoo.co.uk</a>

	Taskforce, MITM		
Ms. Juliet Kabege	UNIDO Tanzania	022 21 99261	<a href="mailto:j.kabege@unido.org">j.kabege@unido.org</a>
Mr. Patrick Marwa	Ag. DID, MITM	0754 465831	<a href="mailto:patmarwa@yahoo.com">patmarwa@yahoo.com</a>
Ms. Margareth Warioba	MITM	0718 802208	<a href="mailto:maggie.warioba@gmail.com">maggie.warioba@gmail.com</a>