

**NON-GOVERNMENTAL ORGANISATIONS IN
AGRICULTURAL DEVELOPMENT IN TANZANIA:
A CASE OF BRAC TANZANIA-DAR ES SALAAM**

**NON-GOVERNMENTAL ORGANISATIONS IN
AGRICULTURAL DEVELOPMENT IN TANZANIA:
A CASE OF BRAC TANZANIA-DAR ES SALAAM**

**By
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A Dissertation Submitted to MUDCC in Partial Fulfillment of the Requirements for the Award of the Degree of Master of Business Administration in Corporate Management (MBA-CM) of Mzumbe University.

2014

CERTIFICATION

We, the undersigned, certify that we have read and hereby recommend for acceptance by the Mzumbe University, a thesis entitled; *Non-Governmental Organisations in Agricultural Development in Tanzania: A Case of BRAC Tanzania-Dar es Salaam*, in partial fulfillment of the requirements for award of the degree of Master of Business Administration in Corporate Management (MBA-CM) of Mzumbe University

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LIST OF ABBREVIATION AND ACCRONYMS

ACT	-	Agricultural Council of Tanzania
ADP	-	Area Development Programme
ADPs	-	Area Development Programmes
ASDP	-	Agricultural Sector Development Programme
BRAC	-	Building Resources across Communities
CAPs	-	Community Agricultural Promoters
DFID	-	Department for International Development
FY	-	Financial Year
GDP	-	Gross Domestic Product
GOs	-	Governmental Organizations
GPAF	-	Global Poverty Action Fund
LAED	-	Livelihood Enhancement through Agricultural Development
MVIWATA	-	Mtandao wa Vikundi vya Wakulima Tanzania
NARS	-	National Agricultural Research System
NGOs	-	Non Governmental Organizations
OXFAM	-	Oxford Committee for Famine Relief
PRADAN	-	Professional Assistance for Development Action
SEDA	-	Small Enterprises Development Agency
TANGO	-	Tanzania Association of Non Governmental Organizations
TOSCI	-	Tanzania Official Seed Certification Institute
TSACCOS	-	Talanta Serving and Credit Cooperative Society
VECO	-	Vredeseilanden Country Office
WASH	-	Water, Sanitation and Hygiene
WVT	-	World Vision Tanzania

ABSTRACT

Agriculture is said to be the backbone of the economy of Tanzania. But when you look at the statistics you see the wide gap between the potential of what agriculture can achieve and that which is realized. Despite the government's effort to initiate different plans to promote agricultural development time after time, the effort seems unsatisfactory because it has failed to improve the livelihood of the rural people whose major occupation is agriculture. Turning to NGOs for promotion of agricultural and rural development seems to offer a new hope because NGOs seems to be in a better position to perform even than the public sector.

It was in that light that this study intended to assess the role of NGOs in Agricultural development in Tanzania with the specific objectives being to assess the extent of involvement of NGOs towards agricultural development in Tanzania, to determine the challenges facing NGOs participating in agricultural development in Tanzania and to identify various measures to be taken to improve NGOs participation in agricultural development in Tanzania. The study was done at BRAC Tanzania Headquarters in Dar es Salaam. Data was gathered from the primary source using questionnaires, interviews, as well as observation methods. The secondary source of data included Textbooks, journal articles, newspaper articles, seminar and conference papers as well as internet articles and other unpublished materials comprised our literature. The sample size was 50 BRAC Maendeleo members and 10 BRAC staff.

The findings revealed that BRAC Maendeleo, an agricultural development NGO has positively impacted and improved the lives of its members. There have been some challenges during implementation of the programme like poor infrastructures in rural areas, over dependence on the rain fed agriculture and reliance on traditional farming practices. BRAC Maendeleo tries to face these challenges by providing trainings, quality seeds and other technical support to its members. Among the recommendations given so as to improve agricultural development in Tanzania are improving infrastructure in rural areas, provision of technical and financial support to agricultural development NGOs and productive relationship between the government and agricultural development NGOs.

TABLE OF CONTENTS

	Pages
CERTIFICATION	i
DECLARATION AND COPYRIGHT	ii
ACKNOWLEDGEMENT	iii
LIST OF ABBREVIATION AND ACCRONYMS.....	iv
ABSTRACT	v
TABLE OF CONTENTS.....	vi
LIST OF TABLES	viii
LIST OF FIGURES	ix
CHAPTER ONE	1
PROBLEMS SETTING	1
1.1 Introduction	1
1.2 Background of the Study.....	2
1.2.1 BRAC Tanzania	3
1.2.2 BRAC Maendeleo Tanzania.....	3
1.3 Statement of the Problem	5
1.4 Objectives of the Study	6
1.4.1 General Objective.....	6
1.4.2 Specific Objectives.....	6
1.5 Research Questions	6
1.5.1 General Question.....	7
1.5.2 Specific Questions.....	7
1.6 Significance of the Study	7
1.7 Limitations and Delimitations of the Study	8
1.8 Scope	9
CHAPTER TWO	10
LITERATURE REVIEW.....	10
2.1 Introduction	10
2.2 Theoretical Literature Review.....	10
2.2.1 Conceptual Definitions.....	10
2.2.2 Concept of Non-Government Organizations.....	11
2.3 Theories of Non-Government Organizations.....	12
2.4 Characteristics of NGOs.....	13
2.5 Strengths of NGOs	13
2.6 Weaknesses of NGOs.....	14
2.7 Role of NGOs in Agricultural Development.....	14
2.8 Empirical Literature Review	20
2.8.1 Abroad Case	22
2.9 Conceptual Framework	24
2.10 Research Gap.....	25

CHAPTER THREE	26
RESEARCH METHODOLOGY	26
3.1 Introduction	26
3.2 Research Design	26
3.3 Research Approach	27
3.4 Area of Study	27
3.5 Population.....	27
3.5.1 Sample Size and Sampling Procedure.....	28
3.6 Sources of Data	28
3.6.1 Primary Source.....	28
3.6.2 Secondary Source.....	29
3.7 Instruments of Data Collection	29
3.7.1 Interview.....	29
3.7.2 Questionnaire	29
3.7.3 Documentary	30
3.8 Validity.....	30
3.9 Reliability.....	30
3.10 Data Analysis	31
CHAPTER FOUR.....	32
PRESENTATION, INTERPRETATION AND DISCUSSION OF FINDINGS	32
4.1 Introduction	32
4.2 Presentation, Interpretation and discussion of Findings	33
4.2.1 Age of Respondents	33
4.2.2 Level of Education	35
CHAPTER FIVE.....	58
SUMMARY, CONCLUSION AND RECOMMENDATIONS	58
5.1 Introduction	58
5.2 Summary of the Study.....	58
5.2.1 Summary of the Study Findings.....	58
5.3 Conclusion.....	62
5.4 Recommendations	63
REFERENCES.....	67
APPENDICES	70
Appendix 1: Questionnaire	71
Appendix 2: Interview Questions (for BRAC staff).....	73

LIST OF TABLES

	Pages
Table 4.1: Age of Respondents	33
Table 4.2: Gender of the Respondents	33
Table 4.3: Years of Membership.....	34
Table 4.4: Highest Educational Qualification.....	35
Table 4.5: Socio-Demographic Characteristics of Respondents.....	36
Table 4.6: Improvements in Agricultural Activities since Joining BRAC	37
Table 4.7: Type of Improvements.....	38
Table 4.8: Other NGOs Involved in Agricultural Development activities in Tanzania.....	39
Table 4.9: Satisfied with the Way NGOs are Involved in Agricultural Development in Tanzania	41
Table 4.10: Poor Infrastructure Contributes to Fail to Improve Agriculture Development In Tanzania	42
Table 4.11: Level of Education of the interviewees	43
Table 4.12: Titles of interviewees:.....	44
Table 4.13: Interviewees duration of working with BRAC	44
Table 4.14: Challenges facing NGOs involved in agricultural development programmes in Tanzania.....	47
Table 4.15: What should be done to enable agricultural NGOs work smoothly	48
Table 4.16: What should be done to Overcome Challenges Facing Agriculture Development	49
Table 4.17: Measures to be taken to improve the agriculture development in Tanzania.....	51
Table 4.18: There is enough NGOs participation in agricultural development in Tanzania.....	53
Table 4.19: There is enough Government’s support towards NGOs participating in agriculture development in Tanzania.....	54

LIST OF FIGURES

	Pages
Figure 2.1: Conceptual Frameworks	25
Figure 4.1: Improvements in Agricultural Activities since Joining BRAC	37
Figure 4.2: Type of Improvements.....	38
Figure 4.3: Other NGOs Involved in Agricultural Development activities in Tanzania.....	40
Figure 4.4: Satisfied with the Way NGOs are Involved in Agricultural Development in Tanzania	41
Figure 4.5: Poor Infrastructure Contributes to Fail to Improve Agriculture Development in Tanzania	42

CHAPTER ONE

PROBLEMS SETTING

1.1 Introduction

Agriculture is said to be the backbone of the economy of Tanzania (Tanzania Development Vision 2025). But when you look at the statistics you see the wide gap between the potential of what agriculture can achieve and that which is realized. The economy has remained largely untransformed and agriculture which is the backbone of the economy has continued to be dependent mainly on rainfall and outdated technology as a result agricultural productivity has been low and erratic (Tanzania Development Vision 2025). If agricultural sector in Tanzania is invested properly, it has the potential for broad based economic growth and poverty reduction in the country. Despite the government's effort to initiate different plans to promote agricultural development time after time, the effort seems unsatisfactory because it has failed to improve the livelihood of the rural people whose major occupation is agriculture.

According to the World Fact Book estimates, 36% of Tanzanian population lived below the poverty line (earning less than \$1 per day) as of January 2012. In order to increase the economic growth rate and reduce poverty in the country, the question of raising productivity in agriculture deserves a priority. This task of raising productivity in agriculture can be a little easier if there will be a mutual interaction and collaboration between government sectors and non government sectors. But is this mutual interaction and collaboration between GOs and NGOs really happening? This chapter presents background information of the study in the area of agricultural development in Tanzania and in the statement problem it clarifies where the problem started in a general form to agricultural development. It specifies the general objective of the study and generates the questions from its general and specific objectives. The chapter also describes the significant of the study and its scope. Lastly, it explains the limitations which were encountered by the researcher in conducting this study and how those limitations were tackled by the researcher.

1.2 Background of the Study

In recent years, many observers have suggested that agricultural and rural development strategies would benefit from increased collaboration between government research and extension organizations and nongovernmental development organizations, hereafter called GOs and NGOs, respectively (Can-oil, 1992; de Janvry et al., 1989; Jordan, 1989; Korten, 1987). Donors in particular have begun to call for more NGO involvement in programmes that have traditionally been implemented through the public sector, and there has been a recent upsurge of donor interest in direct-funding south-based NGOs (World Bank, 1991a, 1991b; Farnsworth, 1991; Bebbington & Riddell, 1994). In Tanzania, the agricultural sector currently employs more than 75% of Tanzanians and contributes to 95% of food consumed in the country (Tanzania National Website). Recognizing that the sector has direct impact to livelihood of majority of Tanzanians, the government has been implementing different programmes to enhance the agricultural growth in the country. Examples of these programmes are The Agricultural Sector Development Programme (ASDP) and Kilimo Kwanza, to mention a few.

Despite the government's effort towards enhancing agricultural growth, the achievement seems insufficient to reduce poverty among the population especially those living in rural areas where agriculture is the main source of income. More than one third of the population still lives below the poverty line where they earn less than \$1 per day. This raises the concern to what should be done to improve agricultural growth as well as the rural living standards. Turning to NGOs for promotion of agricultural and rural development programmes seems to offer a new hope for agricultural and rural development because NGOs seems to be in a better position to perform even than the public sector. This is because NGOs are expected to be more innovative and interested in technologies appropriate to small farmers and they are able to adapt technologies to local conditions, more flexible and thus able to learn from mistakes or respond to new opportunities, more able to pay specific attention to gender relations and the situation of women, more participatory and thus more able to link traditional and modern knowledge and to motivate farmers to take responsibility for their own economic progress, more able to mobilize and represent

the poor and thus make the public and the private sector more amenable for cooperation with small peasants and other rural producers, more aware of the environment and the requirements of sustainable agriculture and they may have access to external funds which the government cannot mobilize on its own (Farrington & Babbington, 1993). This study assesses the involvement of NGOs into agricultural development programmes and the better options they could have taken towards improving agriculture development.

1.2.1 BRAC Tanzania

BRAC is a development organization founded in Bangladesh in 1972. By that time the organization was known as Bangladesh Rehabilitation Assistance Committee and it was conducting relief and rehabilitation operations in Sulla, Sylhet, following the end of Bangladesh's War of Liberation. In 1973 BRAC activities transformed from relief and rehabilitation to long term community development and the organization was renamed as Bangladesh Rural Advancement Committee. As time went on, BRAC expanded its activities to include microfinance, education, health, agriculture, livestock etc, and started operating outside Bangladesh. In Tanzania, BRAC (Building Resources across Communities) started its activities in 2006 by introducing a microfinance project and later on other projects like health, agriculture and livestock were introduced.

1.2.2 BRAC Maendeleo Tanzania

BRAC Maendeleo Tanzania started an agricultural programme in 2007 supporting community development activities in Tanzania. As of April 2012, BRAC Maendeleo operated its Global Poverty Action Fund (GPAF) Project under 20 branch offices of 15 regions in the country. BRAC Maendeleo believes that Tanzania is endowed with plenty of arable land on which over 80 per cent of the population depends. Although many parts of the country experience favorable weather conditions, crop production contributes only 35 per cent of Gross Domestic Product (GDP) and the annual growth rate is only 3.8 per cent. Food crop production has grown at a rate of 2.8 per cent accounting for 65 per cent of agricultural GDP and cash crop accounts for 20 per cent. Yet, food and cash crops account for about 70 per cent of rural incomes.

This is due to the fact that, agricultural production depends largely on unreliable rainfall and is dominated by smallholders who cultivate between 0.9 hectares and 3.0 hectares. About 70 per cent of land is cultivated by hand hoe, 20 per cent by plough and 10 per cent by tractor. The gross area utilized annually is about 9.5 million hectares, which is only about 10 per cent of the country's surface area. This means there is still a lot to be done to increase both food and cash crop production, but this can only be done through improved agriculture – that is by applying best agricultural practices. So, the agricultural sector in the country faces various challenges, such as traditional cultivation methods, dependence on rain-fed agriculture, low input supply, limited technological application and low productivity. To address these challenges, BRAC Maendeleo Tanzania started an agricultural programme in 2007 under the support of Bill & Melinda Gates Foundation. Under this programme, agricultural extension, agricultural research and development and seed production are implemented to provide modern technologies, improved seeds and other inputs to farmers and increase crop production.

The programme, which focuses on capacity building of local farmers through extending crop cultivation and extension education services together with quality inputs supply, is running two projects: Global Poverty Action Fund (GPAF) and Livelihood Enhancement through Agricultural Development (LEAD) financed by DFID. The objective is to improve efficiency and skills of small to medium holder farmers by exchanging information on improved agricultural practices and developing their knowledge through training on best agricultural practices, the use of quality inputs to increase crop production and incomes. BRAC Maendeleo Tanzania launched its seed production programme in 2009 to produce reliable and quality seeds for small and medium farming communities and increase their incomes. Foundation seeds have been collected from the National Agriculture Research System (NARS) through trained contract growers by BRAC agronomists. The entire seed production has been supervised by Tanzania Official Seed Certification Institute (TOSCI). Produced seeds have been processed through Government Seed Processing Centre (Agricultural Seed Agency) and seeds are packed in quality packets as per

TOSCI certification and finally distributed to farmers through BRAC agro-dealers and community agricultural promoters (CAPs).

According to BRAC the key agricultural problems in Tanzania are low productivity and poor returns from crop yields with low production efficiency due to lack of inputs and technical advice, use of traditional seeds with low yield capacity. Only 10 per cent of farmers are using improved seed varieties. The government provides limited extension services and rural areas especially are hardly covered by government or other NGO extension services. Most of the land is suitable for agriculture, yet a large number of small and marginal farmers, mostly women, have very low levels of agricultural education and little access to training, technology and input supply to improve production and earn decent livelihoods.

Considering the above problems and to support farmers, BRAC Maendeleo Tanzania has formed 15 community agricultural promoters (CAPs) under every branch offices and given them five-day training on basic crop cultivation and management. CAPs will help promote new agricultural technologies, available quality inputs within the village community. BRAC Agricultural Programme has rapidly expanded to cover more than 70,000 farmers in Tanzania. On the other hand, LEAD project will be for four years starting from April 2013 and it will be operating in 40 branches in 15 regions of Tanzania. It is intended to cover 105,000 direct beneficiaries and provide employment to more than 100 Tanzanian staff. The goal is to improve household incomes of rural poor, small and marginal farmers and livestock keepers (65 per cent women) in selected subsectors and geographical areas (<http://www.brac.net>).

1.3 Statement of the Problem

Agriculture is the leading sector of the economy of Tanzania and accounts for over half of the GDP and export earnings. Over 75% of the poor are in rural areas and their livelihood depends on agriculture. Moreover, about 75% of the population live and earn their living in rural areas with agriculture as mainstay of their living (Tanzania National website). However, the agricultural sector in Tanzania has maintained the growth rate of over 3% per annum over the last two decades

(Agricultural Sector Development Strategy, 2001). This growth rate seems unsatisfactory because it has failed to improve the livelihood of the rural people whose major occupation is agriculture. Despite the government's efforts to improve agricultural growth in the country, still there has been local food insecurity and hunger that continues to be influenced by lack of access to and inadequate resources endowments at the household level. Is there any way that Non-governmental Organizations in Tanzania could help to mitigate problems by promoting innovative approaches to agricultural and rural development? Is there a possibility that Non Governmental Organizations can create new institutional interfaces linking individuals and groups in the rural communities in a way that can improve their earnings in agriculture and automatically contribute to growth in agricultural sector in Tanzania? Whether or not NGOs in Tanzania are actually taking up this challenge and how they cooperate with the state in accelerating agricultural sector growth in Tanzania is still an open question, which is the subject of this study.

1.4 Objectives of the Study

1.4.1 General Objective

The study aimed to assess the role of NGOs in Agricultural development in Tanzania.

1.4.2 Specific Objectives

- (i) To determine the extent of involvement of NGOs towards agricultural development in Tanzania.
- (ii) To determine the challenges facing NGOs participating in agricultural development in Tanzania.
- (iii) To identify various measures to be taken to improve NGOs participation in agricultural development in Tanzania.

1.5 Research Questions

In view of the research problem identified above, the following questions were addressed in the course of this research.

1.5.1 General Question

What is the role of NGOs in agricultural development in Tanzania?

1.5.2 Specific Questions

- (i) To what extent are NGOs involved in agricultural development in Tanzania?
- (ii) What are the challenges facing NGOs participating in agricultural development in Tanzania?
- (iii) What are the measures to be taken to improve NGOs participation in agricultural development in Tanzania?

1.6 Significance of the Study

Agriculture is said to be the backbone of the economy of Tanzania. But when you look at the statistics you see the wide gap between the potential of what agriculture can achieve and that which is realized. If agricultural sector in Tanzania is invested properly, it has the potential for broad based economic growth and poverty reduction in the country. Despite the government's effort to initiate different plans to promote agricultural development time after time, the effort seems unsatisfactory because it has failed to improve the livelihood of the rural people whose major occupation is agriculture.

According to the World Fact Book estimates, 36% of Tanzanian population lived below the poverty line (earning less than \$1 per day) as of January 2012. In order to increase the economic growth rate and reduce poverty in the country, the question of raising productivity in agriculture deserves a priority. This task of raising productivity in agriculture can be a little easier if there will be a mutual interaction and collaboration between government sectors and non government sectors. But is this mutual interaction and collaboration between GOs and NGOs really happening? If it is happening, is it sustainable to achieve the satisfactory results in agricultural development as well as in economic growth? This is where the significance of this study comes.

The significance of any study is its ability to enrich and add to existing knowledge and offer solutions to perceived (social) problems. It is in this light that this study becomes a milestone in the quest to establish a good understanding of what is done and what could be possibly done by NGOs in promoting agricultural development. This study can stimulate the involvement of NGOs in areas where they didn't see the necessity of doing so.

1.7 Limitations and Delimitations of the Study

This study encountered a number of limitations. In essence, those limitations were due to the nature of the study. The following were the limitations encountered and how they were addressed:

Financial Constraints

This disallowed the researcher to select a large sample as it would be difficult to afford the expenses beyond the disposable budget. In addressing such constraint, the researcher selected a small sample to fit the budget.

Time Constraints

The time to undertake the study was too constrained and limited due to employment status. To handle this limitation the researcher employed field assistants who supported in data collection, entry and cleaning.

Irrational Responses

Some of the respondents were irresponsive and essentially not willing to be interviewed whereas other respondents had little understanding on how to respond to the questionnaires on time. In addressing this shortfall, the researcher concentrated on using both interviews and questionnaires research tools so as to balance the shortfalls of both parties. Also the researcher used field assistants to help in convincing the irresponsive respondents and clarifying where respondents had little understanding.

Reluctance

Some of the respondents were reluctant to release important and necessary information. This hindered effective collection of data and necessary information. To address this, the field assistants were used to assist in areas where the respondents were reluctant to participate in the study.

1.8 Scope

The study focused on Non Governmental Organisations and agricultural development in Tanzania and it was conducted at BRAC Tanzania headquarters- Dar es Salaam.

CHAPTER TWO

LITERATURE REVIEW

2.1 Introduction

The review of literature analyses in detail the work that has been done by other researchers in the topic of interest. Literature means writings and a body of literature refers to all the published writings in a particular style on a particular subject. Literature reviewed typically includes scholarly journals, scholarly books, authoritative databases and primary sources. Sometimes it includes newspapers, magazines, other books, films, and audio and video tapes, and other secondary sources. This chapter highlights the views of different academicians, researchers and scholars that will be advanced in NGOs and agricultural development and enable the researcher to identify the research gap that this research entails to bridge. The review of literature is divided into three parts: Theoretical Literature review, Empirical literature review and conceptual framework. The theoretical literature review explains various secondary data related to the topic including information from books, journals, regulations, newspapers, internet and alike, while Empirical literature review concerns with other researcher's work related to the study.

2.2 Theoretical Literature Review

2.2.1 Conceptual Definitions

Non-Governmental Organizations; NGOs are defined as independent non partisan, non-profit making, voluntary associations. They arise from a concern to promote and realize goals that are important to groups within society following a vision of more economically equitable, society just and globally sustainable societies (Stiftung, 2001).

According to United Nations (2010) NGOs include any non profit, voluntary citizens, group which is organized in local, national or international level. They are

task oriented and driven by people with a common interest. NGOs can perform services and humanitarian activities.

Agriculture; is the science or practice of farming including cultivation of the soil for the growing of crops and rearing of animal to provide food, wool and other product. Agriculture is defined as the science, art, or practice of cultivating the soil, producing crops, and raising livestock and in varying degrees the preparation and marketing of the resulting products (www.merian-website.com).

According to Tanzania National website, Agriculture is broadly defined to include crops, livestock and forestry and hunting.

From the three definitions above, agriculture can be broadly defined as cultivation of crops, livestock keeping, forestry and hunting.

Agricultural development; has been in the domain of government/public funding for a long period of time. However macro-economic reforms have and continue to have had significant impact on the agriculture sector. The economic reforms have led to the opening up of the sector to private investment in production and processing, input importation and distribution and agricultural marketing. Most production, processing and marketing functions have been assigned to the private sector. The Government has retained regulatory and public support functions or facilitation role (Tanzania National Website).

2.2.2 Concept of Non-Government Organizations

The term NGO is broad and ambiguous. It covers a range of organizations within civil society, from political action groups to sports clubs. Its clear definition still remains contested. However, it can be argued that all NGO's can be regarded as civil society organizations though not all civil society organizations are NGO's. The concept of NGO came into use in 1945 following the establishment of the United Nations Organizations which recognized the need to give a consultative role to organizations which were not classified as neither government nor member states (Willett, 2002). NGOs take different forms and play different roles in different continents, with the NGO sector being most developed in Latin America and parts of

Asia. The roots of NGOs are different according to the geographical and historical context. They have recently been regarded as part of the “third sector” or not-for-profit organizations. Although there is contestation of the definition of an NGO, it is widely accepted that these are organizations which pursue activities to relieve the suffering, promote interests of the poor, protect the environment, provide basic social services, and undertake community development (Cleary, 1997). Such organizations should have certain fundamental features which distinguish them from others (Stephenson, 2003). For organizations to be recognized as not-for-profit, they should satisfy the following criteria: First, an NGO should be privately set up and sufficiently autonomy in its activity, that is independent of direct governmental control. Secondly, an NGO should also be non-profit, which would clearly define its voluntary character. Thirdly, it cannot be considered a political party with an aim of attaining political power. Fourthly, an NGO should support development which demonstrates its public interest character (Schiavo-Campo et al, 2001). According to Turner and Hulme NGOs are generally registered organizations, community groups, professional associations, trade unions, cooperate charity organizations whose aim is to improve the well-being of their members and of those areas in which they exists (Turner and Hulme, 1997: 200)

2.3 Theories of Non-Government Organizations

Dóchas’ Theory of Change

Dóchas provides strength and coherence to the Development NGO sector, and identifies gaps and opportunities to ensure members’ work has the greatest possible lasting impact on global poverty and inequality. In particular, Dóchas wants to create opportunities for NGOs to share experiences and knowledge, and to translate their shared learning into activities and recommendations for better practice, both at NGO and at Government level. In other words, Dóchas at its most fundamental is about helping the members to get the best out of themselves and maximise their overall impact. Through Dóchas, members work together to face common challenges, such as those relating to the legacy of rapid growth in the sector: The tremendous level of support in Irish society for global Development has led to a rise in the number of NGOs and initiatives aiming to fight extreme poverty. This new diversity is very

welcome, but it's down-side is that the sector has become less coherent, and that existing and emerging quality standards are not widely known or applied and that mechanisms for shared learning are not adequately used to capture NGO experiences to date. As a result, many NGOs work in isolation, and NGO experiences are not informing Government policy sufficiently (Anderson A. A, 2011).

2.4 Characteristics of NGOs

NGOs are non-membership development-oriented organizations. They provide services either directly to the rural poor or to grass-roots membership organizations. There exists wide diversity of origins and philosophy. Some NGOs were set up by left-leaning professionals or academics in opposition to the politics of government or its support for or indifference to the prevailing patterns of corruption, patronage, or authoritarianism. Some are based on religious principles, others on a broadly humanitarian ethos, and yet others were set up as quasi-consultancy concerns in response to recent donor-funding initiatives. Some NGOs reject existing social and political structures and see themselves as engines for radical change; others focus on more gradual change through development of human resources (usually through group formation) to meet their own needs or to make claims on government services; yet others focus more simply on the provision of services (e.g., advice, input supply) largely within existing structures. Moreover, NGOs are independent: they are not mandated to collaborate with research and extension services in the way that government departments might be. They will therefore collaborate only if GOs have something useful to offer (Farrington & Bebbington, 2005).

2.5 Strengths of NGOs

Majority of NGOs are small and horizontally structured with short lines of communication and are therefore capable of responding flexibly and rapidly to clients' needs and to changing circumstances. They are also characterized by a work ethic conducive to generating sustainable processes and impacts. Moreover, NGOs concern with the rural poor meaning that they often maintain a field presence in remote locations, where it is difficult to keep government staff in post. Undoubtedly, one of the main strengths of NGOs has been their work in group formation. These

groups, if well mobilized, can positively contribute into economic growth (Farrington & Bebbington, 2005).

2.6 Weaknesses of NGOs

NGOs' small size means that their projects rarely address the structural factors that underlie rural poverty. Small size, independence, and differences in philosophy also militate against learning from each other's experience and against the creation of effective forums. NGOs have limited capacities for agricultural technology development and dissemination and limited awareness of how to create effective demand-pull on government services. Furthermore, some NGOs are more accountable to external funding agencies than to the clientele they claim to serve. Donor pressure to achieve short-term impacts, combined with a lack of cross-learning, has led in some cases to the promotion of inappropriate technology, such as protected horticultural systems in the Bolivian Andes (Kohl, 1991).

2.7 Role of NGOs in Agricultural Development

Linking NGOs into government programmes might help make them more participatory (World Bank 1991a). Bebbington, A. and Thiele, G. (2005), argued that NGOs have ability to pressure the state to be more responsive to the claims of the disempowered community. They continued to argue that the work of NGOs constitute a part of the process of building a more inclusive and equitable rural development.

Cromwell and Wiggins (1993), quoted numerous examples of ways that NGOs have supported local groups to produce seed, including vegetable and soya bean seed production in Bangladesh, and the multiplication of planting material for potatoes in the Ecuadorian Andes. In other countries (e.g., Nepal, the Gambia) local seed production initiatives have arisen plant breeding focused more fully on the needs of the rural poor, and the facilitation of linkages among the various agencies concerned with seed production and distribution. Some of these efforts see viable commercial arrangements as an essential feature of long term sustainability. PRADAN, in India, in an effort spanning several years to support the introduction of chrome-leather

tanning by a local group, encouraged links with commercial lending organizations and private leather traders, not least because the latter could give accurate feedback on product quality. In a more complex example of experimenting over several years with several types of women's groups for poultry production, the Bangladesh Rural Advancement Committee finally devised a multitier structure embracing rearing, local feed production, and health care by women. These women drew on government for the necessary vaccines, earned a living by charging for injections, and provided elements of the extension function by giving advice on management and nutrition to those who paid for vaccinations. Extension services therefore need to search for links with NGOs from a position of confidence that the research-extension system already has, or at least has the capacity to generate, something useful to NGOs and their clients. Close interaction will be impossible if extension departments expect NGOs merely to assist in fulfilling preset targets such as the achievement of a given number of demonstrations of a given kind each season.

GOs will have to bring an open agenda into the relationship, where possible keeping some resources "unallocated" in order to be able to respond to needs as they are articulated by NGOs. Very specific efforts will have to be made to convey both feedback on existing technologies and NGOs' requirements for new technologies to researchers. GO and NGO staff can jointly participate in training courses (ideally led by a joint team) in the action-oriented methods such as participatory rural appraisal favored by NGOs. The relevance of these to individual NGO staff will vary, but their capacity to enhance awareness of farmers' perspectives is important. Depending on their philosophy, NGOs are concerned to develop local capacities for experimentation which build solely on farmers' indigenous knowledge or on this and relevant "outside" ideas. This strategy may contribute to rural advancement in its own right, and the capacity it creates may prove a useful independent source of innovations in the absence of usable technologies from government. Alternatively, where GOs are willing and able to work with the poor, it will be a useful complement to what extension service can offer (Farrington, J, 1993)

According to the Development Research and Training Institute (1983), one of the main features of NGOs that seek to provide aid in one form or another is their great diversity. Most of the NGOs are concerned with development in agriculture, social, medical, education etc - in both urban and rural environments. While NGOs may be delivering services they see their role as facilitators and not providers. They work with the rural poor to strengthen the capacity of grassroots organizations to identify their needs and meet them from their own resources or by demanding a response from a state (Farrington, J. *etal*: 2005)

According to Wellard, K. and Copestake, J. G. (1993), NGOs activities started in Kenya since 1970s mainly with provision of drought relief. But now most of the NGOs in Kenya are involved in development activities like agriculture, water or environmental activities.

In Zimbabwe, the government appreciates that NGOs can and do play a vital role in development with the proper vision and with good and open communication and collaboration with the government. The government of Zimbabwe recognized that NGOs can act as valuable partners in the development process. In 1987, Mr. Muzenda - the vice president of Zimbabwe, explored various areas where NGOs and government could collaborate. Priority was given to long – term projects in the development of small scale irrigation schemes, water projects, provision of agricultural inputs, encouraging cooperative efforts, improvements of livestock and grazing schemes, food storage and processing. The government felt necessary to keep its doors open to internal and external organizations with an interest in rural development.

The emphasis was directed into constructive assistances and that the government could interfere at any time when the NGOs assistance seemed unconstructive. On 7th October, 1989, President Mugabe said that NGOs must continue cooperating with the arms of government in order to maximize results. However, the NGOs in Zimbabwe felt excluded from the formulation of development plans, only being asked to respond when plans are already in the implementation stage. NGOs play an

intermediary role between the poor, the private sector and the state. They aim at providing the services the poor lack. While doing so they also aim at helping the poor to be independent and self-sustaining. An important way of doing this is said to be through fostering grassroots' institutions. Making a difference to livelihoods and capacities among poor people depends on the success of NGOs in fostering autonomous grassroots institutions and linking them with markets and political structures at higher levels (Edwards, 1999: 361).

Furthermore, NGOs or grassroots service organizations are suggested to be relatively better than community based organizations such as co-operatives at reaching the poorest in society. The reasons given are remoteness from base co-operatives and the likely domination of minority interests in community based organizations, leading to limited benefits accruing to the poorest groups (Carroll, 1992: 93). In addition, NGOs are seen as effective alternatives to public sector provision of public goods. The following features are argued to differentiate NGOs from government agencies in the pursuit of development goals: flexibility, responsiveness, the capability to experiment and learn from experience, linking processes to outcomes and NGO ability to influence commitment and participation of beneficiaries (Turner and Hulme, 1997). Suggested as well is that NGOs tend to take holistic view of issues affecting their clients.

Agriculture is conceived to go beyond simple production of crops, animals, and trees embracing the interactions among the following different components of the production system (Farrington and Bebbington, 1993: 65):

- (i) The production of annual and perennial crops;
- (ii) Livestock keeping;
- (iii) Trees grown on-farm;
- (iv) The interaction among various combinations of the components (agro-forestry and silvipastoralism);
- (v) The maintenance and improvement of natural resources, on-farm soil and water conservation and genetic resource conservation;

- (vi) The relationship between on- and off-farm activities: in a sequential manner, e.g. seed production, crop production, crop processing and relationships between them; and spatially, e.g. on-farm production in the wider context of watershed management, and the use of fodder and green manure;
- (vii) Activities suitable for the landless and the near landless, and for women, such as kitchen gardening and backyard livestock production.

Approaches of NGOs in agricultural development

The approach of NGOs often differs from previous interventions in agricultural development where support tended to be tied to specific commodities or products, was capital intensive in nature, and emphasis was in areas that are more productive. The advantages of NGOs in the dissemination of agricultural technology, especially in the adaptive and transfer subsystems are suggested to include the following (Farrington & Bebbington, 1993):

- (i) Stronger awareness of and orientation towards the needs of the rural poor;
- (ii) Better methods in the diagnosis of problems, monitoring and evaluation of interventions;
- (iii) Enhanced awareness of the implications of technologies in terms of inputs and marketing requirements and the assessment of possibilities for success;
- (iv) More effective adaptation and development of on-station technologies to the conditions of the resource poor farmers and;
- (v) Enhanced concern among researchers to link with the extension activities for feedback.

Farrington and Bebbington (1993:65-79) categorize the NGO interventions in agricultural development into two main approaches of production-orientation and agro ecological emphasis. However, the elements of both are said to be found in many NGO interventions. Production orientation is said to be a high input approach based on the transfer of packages of technology and support system with little sensitivity to local contexts aiming at transforming traditional agriculture. The approach could also have a grassroots sensitive face, as only those technologies, dissemination methods, and institutional forms appropriate to local conditions are

adopted and used. The agro ecological approach, on the other hand, promotes the use of low input technologies based on pragmatic responses to local conditions and constraints or on ideological predisposition to agro ecology. NGOs could be predisposed to organic agriculture or environmental protection, and in an extreme form, the recovery and promotion of the culture, social forms and technical practices associated with particular groups. The suitability of NGOs in agricultural and rural development as provided above is taken to be the rationale enough for increased NGO involvement in development activities. Other arguments for increased NGO activities in the developing world have more to do with structural and policy changes happening in these parts of the world. As the consequence of structural adjustments and reduction of government support, it is argued, without the presence of NGOs, rural areas could lack the necessary structures, conditions, and support for development. This has led to NGOs stepping in as an attempt to maintain basic level of services (Turner and Hulme, 1997: 207).

The following are specific examples of NGOs' agricultural development interventions and practices: NGO interventions in agricultural development are found to generally include the following activities: input supply such as seeds and seedlings, and provision of credit facilities; introduction of and experimentation with new varieties of crops; mechanizing rural agriculture through the introduction and supply of, for example, agrochemicals, pesticides and irrigation equipment; introducing or improving the value and productivity of livestock; provision of support systems which cover issues of research, training, processing, marketing, and supporting the development of social organizations to manage and own the initiatives and for purposes of influence; making basic resources such as land, water and surrounding forests, available for use to the poor and the landless; creating income earning opportunities through the use of agricultural resources or non-agricultural resources, this could be productive activities or employment opportunities; promoting sustainable use of productive resources, particularly, land, water and forests; promotion of organic approaches and methods in agricultural practices; creating links between the poor and government institutions and the private sector, which might not have been there; and also the promotion of indigenous cultures and

techniques. These activities are argued to be important to the poor people and tend to be gap filling initiatives, as NGOs are not only capable of identifying the needs of the poor but also of developing innovative techniques in solving problems of the rural poor. In contrast, government efforts are often restricted to areas and activities that are more productive and requiring comparatively easier and standard solutions. The approaches are not suitable to complex farming systems characterizing the agricultural activities of the poor in areas where geographical conditions, social, political, and economic environments constrain economic endeavors of the poor (Farrington and Bebbington, 1993).

2.8 Empirical Literature Review

In Tanzania, the Agricultural Sector is the foundation of the Tanzanian economy. It accounts for about half of the national income, three quarters of merchandise exports and is source of food in addition to provision of employment opportunities to about 75% of Tanzanians. Agriculture has linkages with the non-farm sector through forward linkages to agro processing, consumption and export; provides raw materials to industries and a market for manufactured goods. Tanzania produces approximately 97% of its food requirement. Production of food crops varies from year to year depending on the amount of rainfall received (Tanzania National Website)

Agricultural development has been in the domain of government/public funding for a long period of time. However macro-economic reforms have and continue to have had significant impact on the agriculture sector. The economic reforms have led to the opening up of the sector to private investment in production and processing, input importation and distribution and agricultural marketing. Most production, processing and marketing functions have been assigned to the private sector. The Government has retained regulatory and public support functions or facilitation role (Tanzania National Website).

Policy changes in agricultural and rural development are not happening in isolation. Tanzania is now a country undergoing what may be referred to as total structural transformation; civil service and local government service reforms are as well in

different stages of implementation. The aim is to create a public service that can effectively support the current development framework in a liberalized free-market environment. The government is expected to play more of facilitation and coordination role, in a regulatory capacity, whilst, the private sector the NGOs and rural communities are expected to directly take on the challenges of development with minimal state interference (Tanzania National website). It is now becoming obvious that there is consensus between public policy and donor policy as to the direction development processes in Tanzania should take. This consensus and optimism about the future is expressed by the success Tanzania achieved in becoming one of the beneficiary countries of the Highly Indebted Poor Countries Initiatives. This might mean Tanzania will now have more resources at its disposal to use for its development programs otherwise used to pay external debt.

A study by Dr. Faisal H.H. Issa (2004) on the role of Non Governmental Organizations in Agriculture and rural development determines that only 15% of NGOs and CBOs are involved in agriculture development in the country. This 15% is assuming that those NGOs and CBOs registered to support environmental management and conservation are also involved in agricultural development activities. The proportion might be small considering that agriculture is the occupation of the majority of Tanzanians. Nonetheless, many of the registered community organizations have come about through the efforts of international agencies and NGOs implementing agricultural development programmes in the country. Among 40 NGOs studied by Issa, 78% of their activities are focused on capacity building of farmers' and women's groups.

Moreover, the specific activities promoted by these NGOs were identified to include: better variety of crops/seeds to be known and grown, diversification based on crops to some extent known and grown, introduction of new crops/varieties not known, small gardens and vegetable plots, organic farming, better cropping patterns, improved use of fertilizer/ pesticides, draught animals and ox-drawn equipment, better soil management methods, beekeeping, fish farming, rabbits rearing, pig rearing, poultry keeping, promoting dairy farming, improving veterinary practices,

improving range management, development of bore-holes /water for animals, agricultural produce processing including drying, cooking, pickling, introducing milling, grinding machinery, small scale industries etc, watershed management, rain water harvesting from roofs, irrigation-small scale and large scale, digging wells and boreholes, building feeder roads, credit provision/credit groups, forming of credit and saving societies, improvement of post market storage, improving marketing of existing crops and livestock, assistance with marketing of new or processed crops and Livestock, integration of tourist industry/wildlife reserves, social forestry, alternative energy sources, training in business skills and record keeping. All in all the study determines that practices which might be less expensive to the NGOs and the farmers are the more frequently promoted practices than those that require larger investments, more logistics or greater technical expertise. The focus is more often on crop cultivation, which is the major occupation of peasants in Tanzania, rather than on other activities.

2.8.1 Abroad Case

Mattocks(1990) said that over the past three decades NGOs have been recognized by development expert as having a legitimate role in agriculture development, arising perhaps because of chronic development need that have remained unmet through existing organization mechanism, NGOs are filling a critical niche in agriculture development.

A study done by Matthews-Njoku (2002) on role of Non-Governmental Organizations in Agriculture and Development in Rivers State, Nigeria, said that NGOs enhance farmers' effective participation in agriculture activities in the rural areas.

Another study done by Newman C. Enyioko,(2012) on role of NGOs in rural development six listed NGOs in rivers state, Nigeria, said that NGOs are very prominent in effective implementation of government programmes towards sustainability rural development through the NGOs activities in education, health,

agriculture, community development, energy, environment, and waste, moral upbringing, youth empowerment and poverty alleviation.

Jones and Samyang, (2007) underline that local NGOs are widely recognised by governments, international institutions and development agencies as being highly motivated in their work by solidarity, to have direct contact to the local population and thus enjoying a better knowledge of local people's circumstances and their needs; this enables them to better reach the poor and act more effectively on their behalf (Farrington and Amanor, 1991).

Furthermore Farrington and Lewis (1993: 303) conclude from experiences in Asian countries that NGO state interactions involve the following: the first one is collaboration in respect of perceived comparative advantages. In this case, joint activities might be carried out NGOs providing social and organizational delivery components and the government providing inputs. Secondly, NGOs innovate in technical, procedural, institutional, or methodological ways and seek scaling up by government agencies. Thirdly, NGOs network among themselves and /or with governments and exchange ideas and this can lead to coordination between projects and activities.

A study conducted by Adebayo (1997) reveals that among NGOs in Nigeria, that focusing on development related issues dominates which is a positive indication to poverty alleviation. He further pointed out that NGOs can help by mobilizing resource beyond the state budget for development purpose. Also he remarked the genuineness of the mission of some NGOs.

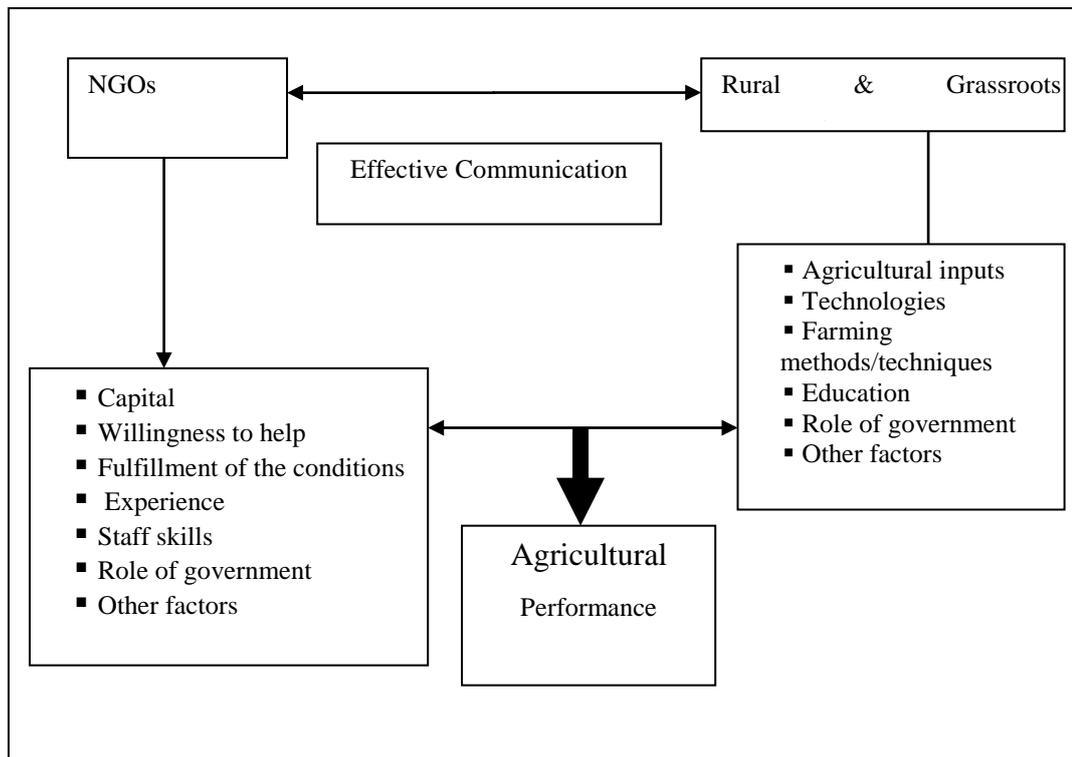
A study done by Siddaraju, V. G. (2011) on role of non-governmental organizations in promoting sustainable agriculture development in Karnataka said that Non-government organizations as a third sector institutional framework are playing a crucial role in providing strong support to the development issues. They have an important role, especially where the government and private sectors are showing less interest. One of the main sectors is agriculture. It is observed that many countries

across the world provide support for modern agriculture, mainly to increase the productivity for commercial purpose without considering the environment sustainability (Pingali, 2001).

2.9 Conceptual Framework

NGOs are linked to the rural and grassroots community whose more than 75% depend on agriculture for their livelihood. On the other hand NGOs have big interaction with these rural and grassroots community because they work with and within them. Rural community needs improved agricultural inputs, modern technologies, improved methods/techniques, education and other facilities to improve their agricultural production. NGOs have access to financial assistances and modern technology which can be used to help rural communities to advance their agricultural practices. However, these NGOs are getting the financial and technological assistances from donors who sometime create conditions on how to use them. Governments also may have conditions and restrictions concerning NGOs involvement in agricultural programmes. But if the NGOs are given enough freedom to act, and if they decide to fully participate in agricultural programmes by using their skilled and experienced staff and modern technology, they can play a big role to transform the agricultural sector.

Figure 2.1: Conceptual Frameworks



Source: Researcher's Design, 2014

2.10 Research Gap

Based on the above reviewed empirical studies, it is evident that extensive studies/research related to this study have not been done. Also within the institutions there is no documented evidence or published documents which explain the relationship between NGOs and agricultural development activities in Tanzania.

CHAPTER THREE

RESEARCH METHODOLOGY

3.1 Introduction

This chapter outlines research methodology which was used during the study on “Non- Governmental Organizations in Agricultural Development in Tanzania” – A case of BRAC Tanzania-Dar es salaam. It presents the methodology that was used in the process of designing, collecting, analyzing and presenting data. It further explains the research design, population of the study, sampling procedures, and sources of data, methods of data collection, reliability and validity of the research and data management and analysis.

3.2 Research Design

A research design is a conceptual organization in which a research is conducted. Research design provides collection of relevant information with minimal expenditure of effort, time and money (Dawson, 2002). A number of research designs exist including experimental, case study, longitudinal and cross-sectional. In experimental design an individual changes the condition, situation or practice of participants, and observe over a certain period of time. A case study research design is based on the intensive analysis of an individual as a study unit (Robert, 2009).

Easterby-Smith et al. (1997) identify three reasons why the exploratory may be significant with particular reference to research methodology: it helps the researcher to refine and specify the research methods to be used in a study, that is, to clarify the overall research strategy to be used. This would include the type of evidence gathered and its origin, the way in which such evidence is interpreted, and how it helps to answer the research questions posed.

In order to meet the stated objectives in chapter one, an exploratory research design was adopted. The exploratory research design is most appropriate when the primary objective is to identify and understand a phenomenon or problem, define the problem

more precisely, or when uncertainty exist regarding the most suitable models to use to better understand the phenomenon (Berg, 2004). Exploratory research is a useful approach when the researcher wishes to gain an initial insight into new environment (Czinkota and Kotabe, 2001). In this study, the exploratory research design was used to determine the role of non governmental organizations in agricultural development in Tanzania.

3.3 Research Approach

For the better result, the study combined both qualitative and quantitative approaches. Qualitative approach is based on description, induction, grounded theory and study of people understanding (Bodgan and Biklen, 1998). Quantitative approach on the other hand bases on quantity or numbers of some sort to prove a point. In this study the semi structured interviews with key informants and in-depth interviews were triangulate in order to allow new insight. The method helped to obtain information that would not emerge from survey approach (Mbwambo, 2002).

3.4 Area of Study

The study was conducted at BRAC Tanzania headquarters Dar es Salaam on role of NGOs in agricultural development in Tanzania, the organization was chosen because of being among the active NGOs engaged in Agricultural Development Programmes in Tanzania and have the international experience in poverty reduction and agricultural development.

3.5 Population

Population refers to the complete set of cases or group members (Saunders, *et al.*, 2007). In other words, population can be described as the entire group of individuals, events or objects having common observable characteristics. For the purpose of this study, population refers to people that the researcher had in mind from which information (data) could be obtained. Population can be categorized into two: the target population and the accessible population. Target population refers to all members of a specified group which relates to the investigation. On the other hand accessible population refers to elements in the group that are within the reach of the

researcher. In this case the population of this study was the farmers and staff of BRAC Maendeleo Tanzania. This study did not use the entire population but a sample was used for the purpose of generalization.

A **Sample** is a small group of elements drawn through a definite procedure from a specified population, and the elements making this sample are those that are actually studied. Sampling helps to reduce cost, to fasten collection of data, ensure homogeneity and improve accuracy.

3.5.1 Sample Size and Sampling Procedure

Sampling is the procedure of selecting a proper subset of the elements from the population so that the subset can be used to make the inference to the population as a whole. This study obtained data from 50 respondents (42 women and 8 men) who are members of BRAC Maendeleo Tanzania. Also, data was collected from 10 BRAC staff including the management staff. The study used non probability sampling called purposive sampling in selecting respondents. Purposive Sampling involves selecting respondents based on key positions they hold in their organization or set up.

3.6 Sources of Data

A study of this nature requires the sampling of the views of people (primary source) as well as documents (secondary source). These sources were blended to balance and guide the thought of the researcher towards a meaningful analysis cum conclusion.

3.6.1 Primary Source

The primary source of data gives first hand information on the subject matter. This source allows the researcher to meet stakeholders and get their views on the particular subject of interest. Osuala (1982) sees the primary data as the collection of facts and figures relating to the population. In this study the researcher used different techniques/tools to collect primary data including questionnaire, interview, documentary review and observation from the field of study, all of them played a very vital role in this study.

3.6.2 Secondary Source

Any data that has been documented for the purpose of references or any other data that can be accessed without necessarily involving a face-to-face interaction is regarded as secondary. Occasionally, however, data collected for some other purpose, frequently for administrative purposes may serve as secondary data (Osuala, 1982). The secondary source is a rich store for compiling a large number of statistics. In this study, secondary data like text books, journals, articles, internet materials, Government Publications, reports records etc was used.

3.7 Instruments of Data Collection

This section presents the tools used for data collection and on which the study relies absolutely. For instance interviews, questionnaires and non participant observations were used to collect data for the study as shown below:

3.7.1 Interview

Interview is a method of collecting data at the individual level. This is a face-to-face method that ensures a higher response rate than questionnaires. It is very suitable for descriptive and exploratory purposes. Interviews can be guided or unguided. Any purposive conversation in which the interviewer attempts to obtain honest and complete answers to specific amount of questions is known as guided interview. Though it grants a face-to-face contact it is quite expensive in determining attitude and requires a trained interviewer to obtain accurate results. On the other hand, unguided interview is the one in which the interviewee is the one leading the discussion. This allows the interviewer to get as much information as he/she desires because the questions are structured in a way that allows him/her to establish emotional contact with the interviewee. In this study, the unguided interview was used in order to get as much information as possible from BRAC staff including the management staff.

3.7.2 Questionnaire

Questionnaires are most commonly used tools in survey research because they are easier to respond to and at the same time score and code. Respondents on the other

hand, find them more convenient because they do less or no writing at all. Questionnaires involve framing questions about a particular subject matter and getting the relevant individuals to react to them. They provide descriptions of the individual or group characteristics such as their personal data like gender, age, status, etc. The focus is to make comparison between groups, and between individuals and see the group dynamics or differences in perception. In this study, questionnaires were used to collect data from BRAC Maendeleo members.

3.7.3 Documentary

According to Thornhill (2003; 190) documentary is one of methods of data gathering by using written and non-written materials as source of information. A documentary method was used to obtain the data related to beneficiaries and management because of the accuracy and easy accessibility i.e. less time used to obtain the information. The researcher reviewed various documents available from BRAC headquarters such as annual reports, progress reports and daily reports that helped to provide useful information related to the study.

3.8 Validity

According to Sapsford and Jupp as cited on bell (2005) Validity refers to the design of research to provide credible conclusions; whether the evidence which the research offers can bear the weight of the interpretation that is put on it. The validity of this research was examined through the response of BRAC Maendeleo members and staff (including management staff) to questionnaires and interview. The information obtained helped to give answers to the research questions.

3.9 Reliability

Reliability refers to the aspect of stability or repeatability. It concerns if the measurement can give consistent results over time. According to Bell (2005), reliability can be defined as the extent to which a test or procedure produces similar results under constant conditions on all occasions. The reliability of this study based on participant observation methods which gave subsequent theoretical ideas behind the facts which were helping to formulate the strength of qualitative research.

3.10 Data Analysis

This entails summarizing the collected data and organizing them in such a manner that they answer the research questions/hypothesis (Kothari, 2004). In this study, the researcher adopted simple percentages, tables, pie charts and columns tools of analysis, using Microsoft excel, to present and analyze data. This enabled descriptive and inferential analysis respectively. Descriptive and exploratory data analysis of quantitative data was done, where frequencies and percentages were presented in tables and/or figures. This technique is very common in social sciences like public administration because it is relatively simpler to use and understand. And because it tends to also search for discrepancies and causal relationships between variables, the technique became more appropriate.

CHAPTER FOUR

PRESENTATION, INTERPRETATION AND DISCUSSION OF FINDINGS

4.1 Introduction

The data were analyzed both qualitatively and quantitatively such that presentation of findings used description or narrations and tables and figures, respectively. The socio-demographic characteristics of the respondents were analyzed in terms of their personal characteristics which included age, sex, level of education and years of membership (as shown below). The findings of “Non- Governmental Organizations in Agricultural Development in Tanzania a case of BRAC Tanzania-Dar es salaam have been presented and analyzed in tables, pie charts, graphs/columns and explanations. The results included quantitative information that was mainly from 50 respondents. Also the qualitative information were taken from the key informants and unstructured interviews. Internal records were mainly from Annual Reports and Corporate plans while External Sources of data were captured from books of Agricultural during Survey, Journals, Magazines and Brochures. The researcher after gathering opinions from different informants, who are BRAC members and staff, sorted the obtained data for a thorough analysis.

Information collected from different respondents of BRAC was tabulated in their raw form, cleaned and coded. These data are presented under various headings which constitute different areas of the research. An appropriate interpretation had been then carried out coupled with supporting arguments; other views from other researchers were used to support or discuss the findings. It was done in accordance with the three objectives and research questions that guided the study which were to assess the extent of involvement of NGOs towards agricultural development in Tanzania, to determine the challenges facing NGOs participating in agricultural development in Tanzania and to identify various measures to be taken to improve NGOs participation in agricultural development in Tanzania. The investigations were done and the findings are shown below with their respective questions.

4.2 Presentation, Interpretation and discussion of Findings

4.2.1 Age of Respondents

The study sought to establish the ages of respondents at BRAC. Findings are given in table below.

Table 4.1: Age of Respondents

Characteristic	Frequency	Percentage
18 – 25	10	20
26 – 35	5	10
36 – 45	30	60
46 – above	5	10

Source: Compiled From the Research, 2014

The findings revealed that 20 % of the respondents were aged below 25 years, while the majority (60%) of respondents was aged between 36 – 45 years old. Moreover 10 % of the respondents are aged above 46 years while the other 10% are aged between 26 to 35 years of age. This implies that people aged between 36-45 years are the ones who participates more in Agricultural development activities than those who are below that age. It is assumed that at that age bracket people are active in terms of agricultural development and other economic activities therefore in need of financial support. On the other hand, many people who are in early youth stages despise agriculture. One of the factors which contribute many youths to despise and run away from agriculture is that they see agriculture as the low income sector. As long as agriculture continues to rely on traditional farming practices many youths consider farming as the least option after trying everything else and fail.

Table 4.2: Gender of the Respondents

Characteristic	Frequency	Percentage
Female	42	84
Male	8	16
Total	50	100

Source: Compiled From the Research, 2014

The survey asked the gender of respondents at BRAC and the findings reveals that 84% of the respondents were Female, while the remaining 16% of respondents were male. Therefore in this study most of the respondents were female compared to male respondents who were less in number. In Tanzania, especially in rural areas where agriculture is the main source of income, women are the ones engaged in farm activities than men. That's why BRAC has decided to devote most of its efforts in promoting women development and most of the beneficiaries of BRAC are women. BRAC acknowledges women's contribution towards the economy of the nation and sees women as the most important contributors to agricultural development.

Table 4.3: Years of Membership

Characteristic	Frequency	Percentage
Less than a year	5	10
1 – 2 years	10	20
2 – 3 years	15	30
More than 3years	20	40

Source: Compiled From the Research, 2014

During the survey the respondents were asked their years of membership with BRAC Maendeleo as NGO's of agricultural development and the findings were as follows: 10% of respondents were less than a year in membership while 20% of respondents were 1- 2 years in membership. Furthermore, 30% of respondents had 2-3 years of membership while the other 40% of respondents were more than 3 years in membership. Therefore in this study it entails that most of BRAC members have been involved in BRAC Maendeleo agricultural development activities for more than three years. This indicates a positive sign that BRAC Maendeleo members are benefiting from the agricultural programmes offered by BRAC because if they didn't they could have withdrawn from the membership. On the other hand there are still new members who are joining BRAC Maendeleo because they have seen improvements to those who joined earlier.

4.2.2 Level of Education

The researcher thought it was significant to find out about the level of education of the respondents since it would be vital during training on agricultural development.

Table 4.4: Highest Educational Qualification

Characteristic	Frequency	Percentage
Primary	10	20
O-level	22	44
A-level	4	8
Certificate	8	16
Diploma	5	10
Degree	1	2
Masters/PhD	0	0

Source: Compiled From the Research, 2014

During the survey the respondents were asked about their level of education. The findings were as follows: 20% of the respondents had primary education, 44% had Ordinary level of education and 8% had Advanced level of education. Moreover, 16% of the respondents had certificates on various fields, 10% had diploma level of education, and only 2% had bachelor's degree while no respondent was found with masters or Phd level of education. In Tanzania, people who have higher levels of education are not ready to engage themselves in agriculture. They see themselves as professionals and thus they look for white color jobs. Also, they think that agriculture is the activity for those who haven't gone to school or those who have low level of education. As the findings reveals, those who have ordinary level of education have the understanding on best agricultural practices and are ready to join agricultural NGOs so that they can improve their agriculture.

But in reality, those who have primary education are the ones who participates more in agriculture activities but they rely on traditional farming methods. Tanzanian agriculture needs big transformation so that it could employ even the professionals. It is impossible to improve agriculture sector without experts to plan for and manage growth. Agriculture sector needs visionaries, planners, managers, field workers,

accountants, bankers and host of other professionals that are well vetted in the nitty-gritty's of the industry.

Table 4.5: Socio-Demographic Characteristics of Respondents

Socio-demographic characteristics of respondents Variable			Percentage
Gender	Male	8	16
	Female	42	84
Age	18-25	10	20
	26-35	5	10
	36-45	30	60
	Above 46	5	10
Years of membership	Less than a year	5	10
	1-2 years	10	20
	2-3 years	15	30
	More than 3 years	20	40
Level of education	Primary and Secondary	36	72
	Certificate	8	16
	Diploma	5	10
	Degree	1	2
	Master/ PHD	0	0

Source: Compiled From the Research, 2014

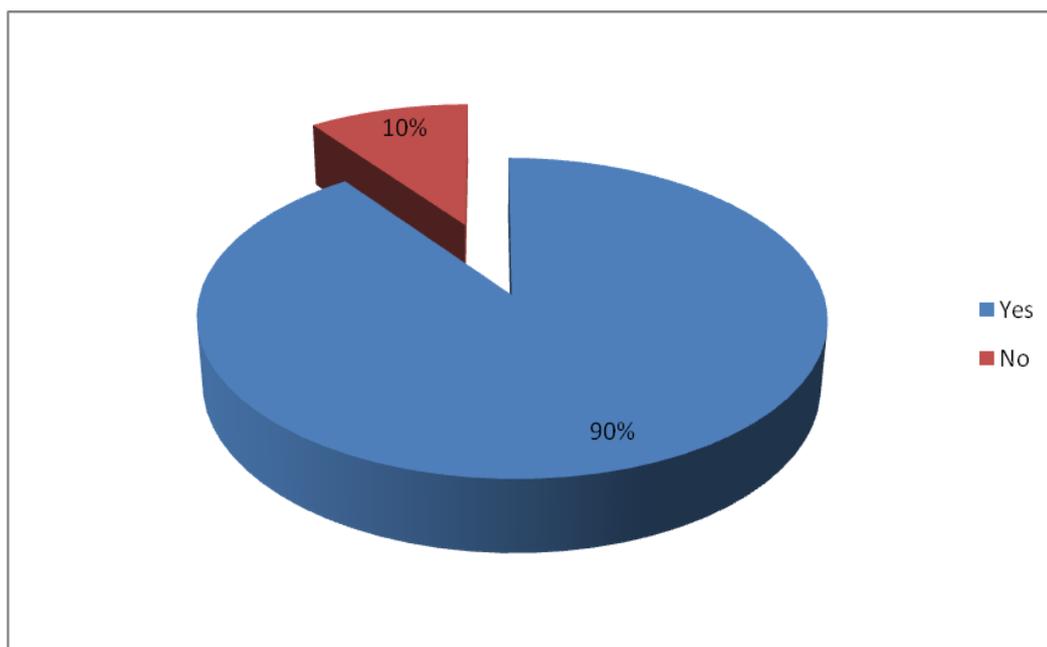
A total of 50 respondents participated in the study. Table 4.5 above indicates that majority of the respondents were Female (84%) while male were only 16%. The respondents' minimum age was 18 years and the maximum age was more than 46 years. Most of respondents (60%) were between the ages of 36 and 45 years. The study showed that nearly half of the respondents (40%) had been member of BRAC Maendeleo for more than 3 years. With regard to level of education, 72% of the participants were in possession of primary and secondary level of education.

Table 4.6: Improvements in Agricultural Activities since Joining BRAC

Characteristic	Frequency	Percentage
Yes	45	90
No	5	10
Total	50	100

Source: Compiled From the Research, 2014

Figure 4.1: Improvements in Agricultural Activities since Joining BRAC



Source: Compiled From the Research, 2014

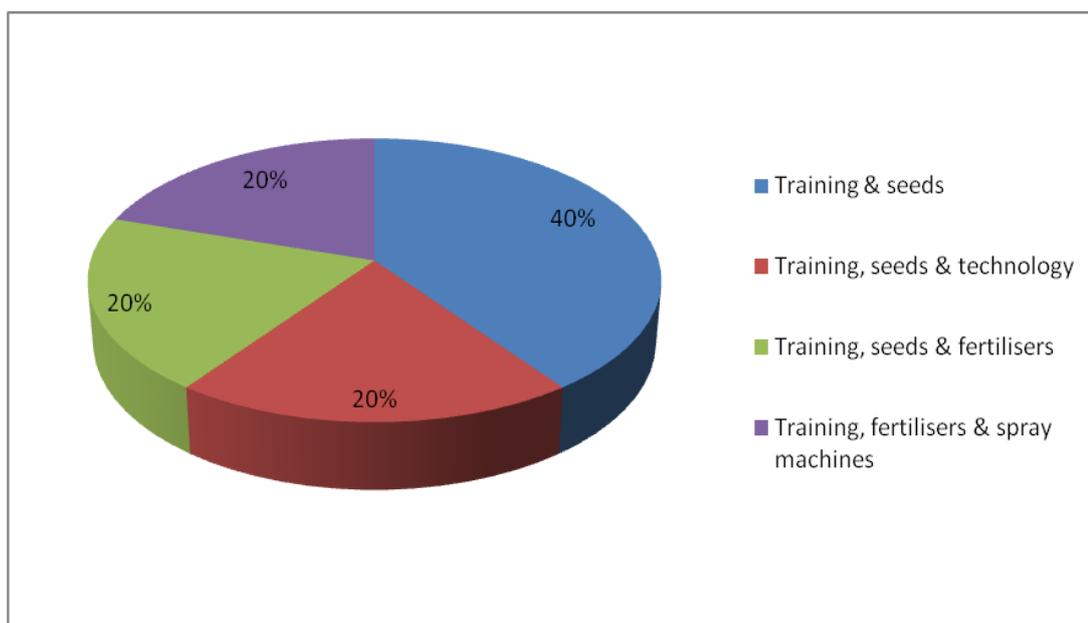
During the survey the respondents were asked if they had seen any improvements in their agricultural activities since they joined BRAC. 90% of respondents indicated that they had seen the improvements in their agricultural activities since they joined BRAC while the remaining 10% said they haven't noticed any improvement in their agricultural activities because they have less than a year since they joined BRAC. Therefore in this study it implies that majority of respondents have gained and improved their lives after joining BRAC Maendeleo. This means that agricultural NGOs can and do contribute towards agricultural development in Tanzania. In other words agricultural NGOs can act as valuable partners in agricultural development process.

Table 4.7: Type of Improvements

Characteristic	Frequency	Percentage
Training & seeds	18	40
Training, seeds & technology	9	20
Training, seeds & fertilizers	9	20
Training, fertilizers & spray machines	9	20
Total	45	100

Source: Compiled From the Research, 2014

Figure 4.2: Type of Improvements



Source: Compiled From the Research, 2014

During the survey the respondents, who indicated seeing improvement in their agricultural activities since they joined BRAC, were required to mention about the types of improvements they have achieved since they joined BRAC Maendeleo agricultural programmes. 40% of respondents indicated that they received useful trainings on agriculture and also they received modern produced seeds. 20% of the respondents said they received training, modern produced seeds and new technology while the other 20% indicated receiving training, modern produced seeds and fertilizers. The remaining 20% said they received training, fertilizers and spray machines. Therefore in this study it entails that in order to improve the agricultural

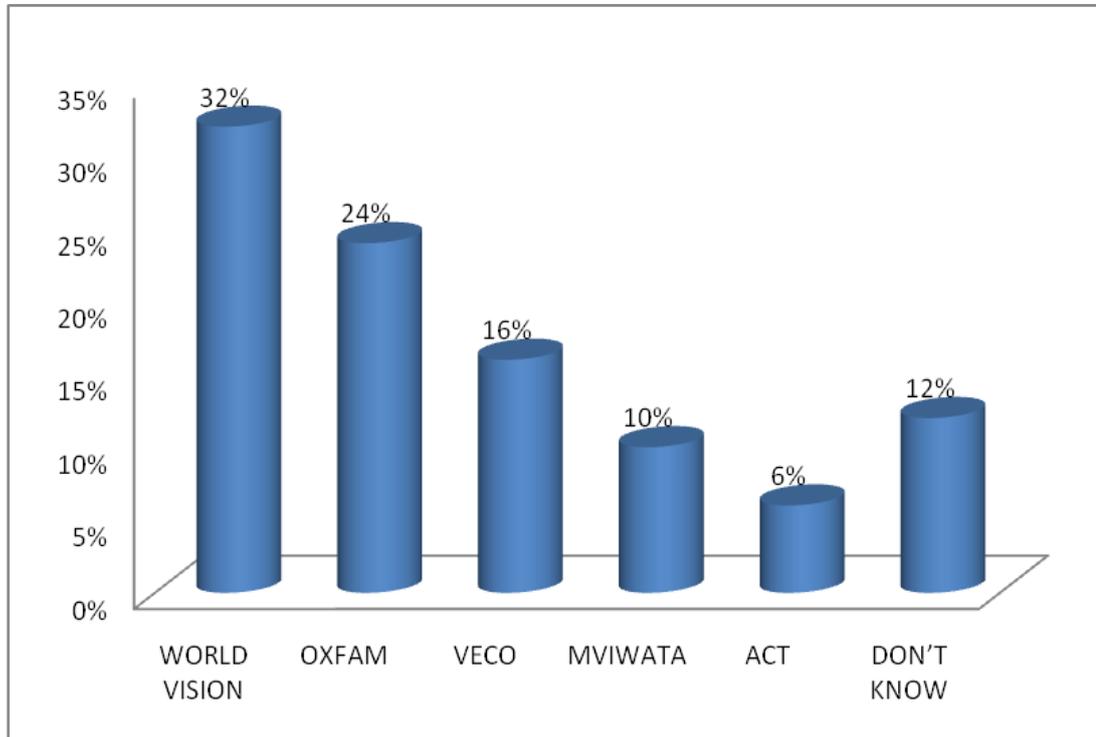
sector farmers must get trainings on best agricultural practices, use best seeds, fertilizers, technology and spray machines. If there are NGOs providing the farmers with such trainings, fertilizers, technology, spray machines and other technical assistances, automatically such NGOs are promoting agricultural development in the country. BRAC Maendeleo is one of the NGOs which are promoting agricultural development in Tanzania since it helps the farmers to improve their farming practices.

Table 4.8: Other NGOs Involved in Agricultural Development activities in Tanzania

Characteristic	Frequency	Percentage
WORLD VISION	16	32
OXFAM	12	24
VECO TANZANIA	8	16
MVIWATA	5	10
ACT	3	6
DON'T KNOW	6	12
TOTAL	50	100

Source: Compiled From the Research, 2014

Figure 4.3: Other NGOs Involved in Agricultural Development activities in Tanzania



Source: compiled from the research 2014

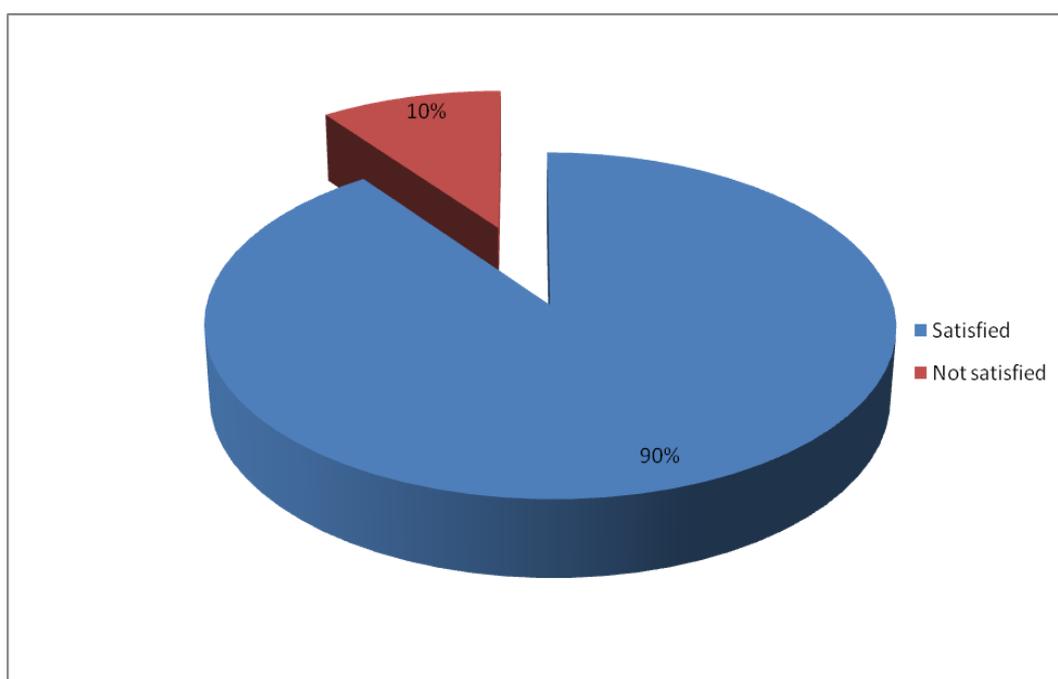
During the survey the respondents were asked to mention other NGOs they know which are involved in agricultural development in Tanzania. 32% of respondents indicated WORLD VISION while 24% of respondents indicated OXFAM. 16% of respondents indicated VECO and 10% of respondents indicated MVIWATA while 6% of respondents mentioned The Agricultural Council of Tanzania (ACT) and the other 12% didn't know any other agricultural NGO apart from BRAC. Therefore in this study it indicates that apart from BRAC also there are some other NGOs involved in agricultural development in Tanzania. From the findings above, 72% of the respondents indicated WORLD VISION, OXFAM and VECO which are all international NGOs. It seems the international NGOs are the most known and perhaps most engaged in agricultural development activities than local NGOs.

Table 4.9: Satisfied with the Way NGOs are Involved in Agricultural Development in Tanzania

Characteristic	Frequency	Percentage
Yes	45	90
No	5	10
Total	50	100

Source: Compiled From the Research, 2014

Figure 4.4: Satisfied with the Way NGOs are Involved in Agricultural Development in Tanzania



Source: Compiled From the Research, 2014

During the survey the respondents were asked if they were satisfied with the way NGOs are involved in agricultural development in Tanzania. Majority of them (90%) indicated that they were satisfied with the way NGOs are involved in agricultural development in Tanzania and only 10% of respondents indicated to be unsatisfied with the way NGOs are involved in agricultural development in Tanzania. Therefore in this study it implies that majority of the respondents are satisfied with the way NGOs are involved in agricultural development in Tanzania. This means that agricultural NGOs are playing the important role in improving agriculture in the

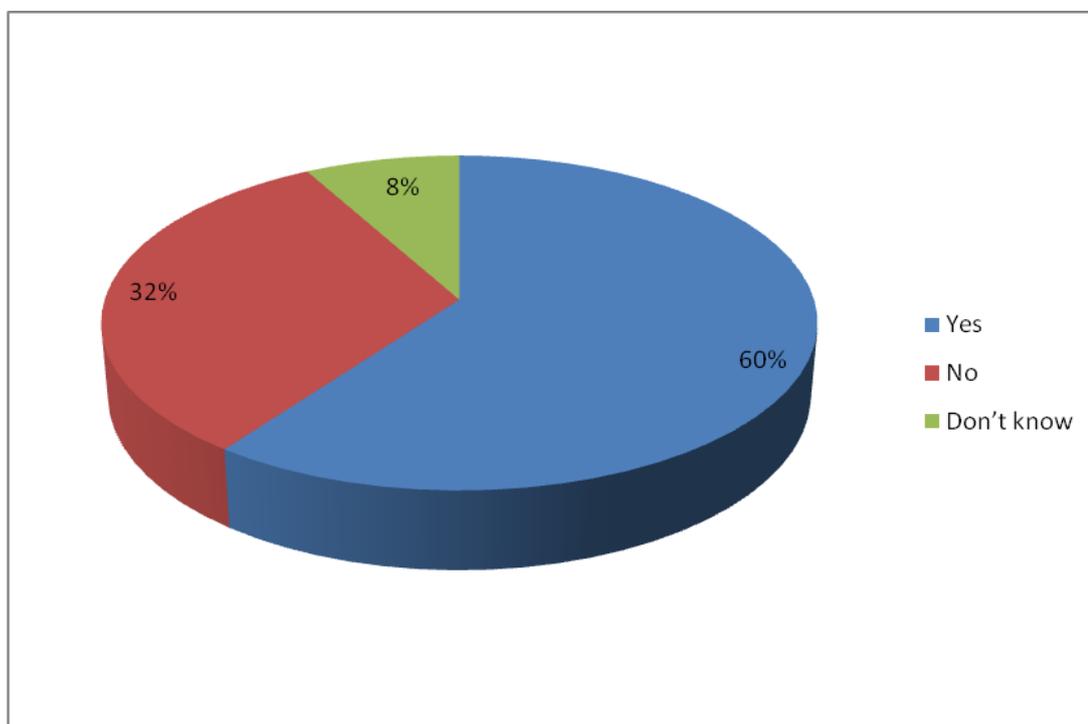
country, through their members. Being satisfied implies that they have received something good or benefited from these NGOs.

Table 4.10: Poor Infrastructure Contributes to Fail to Improve Agriculture Development In Tanzania

Characteristic	Frequency	Percentage
Yes	30	60
No	15	30
Don't know	5	10
Total	50	100

Source: Compiled From the Research, 2014

Figure 4.5: Poor Infrastructure Contributes to Fail to Improve Agriculture Development in Tanzania



Source: Compiled From the Research, 2014

During the survey the respondents were asked if poor infrastructure contributes to fail to improve agriculture development in Tanzania. 60% of the respondents indicated that poor infrastructure contributed to fail to improve agriculture

development in Tanzania while 30% of respondents didn't indicate poor infrastructure as contributor to failure of agriculture development in Tanzania and the other 10% of respondents knew nothing about poor infrastructure being or not being a contributor to failure of agriculture development in Tanzania. Therefore in this study it entails that poor infrastructure contributes to fail to improve agriculture development in Tanzania. Poor infrastructure makes difficult for the farmers to access inputs for their agriculture and also markets for their crops. Even the agricultural NGOs networking become difficult due to poor infrastructure.

For the purpose of this study, the researcher found it would be useful to collect other useful information from BRAC Staff. The interview was done to 10 BRAC staff including management staff and the findings are summarized below:

Qn 1: Introduction of interviewees:

Table 4.11: Level of Education of the interviewees

Characteristic	Frequency	Percentage
Diploma level	1	10
Secondary education level	4	40
Degree level	3	30
Masters level	2	20
Total	10	100

Source: Compiled From the Research, 2014

During the interview, the respondents were asked about their education level and there were 1 staff with Diploma level, 4 staff with secondary education level, 3 with degree level and 2 with master degree level. The education level of the interviewees had no significant impact on the research findings but it was asked by the researcher in order to have the understanding about education qualification for BRAC staff.

Table 4.12: Titles of interviewees:

Characteristic	Frequency	Percentage
Community Organisers	4	40
Branch Managers	3	30
Programme Managers	2	20
Country Manager	1	10
Total	10	100

Source: Compiled From the Research, 2014

The job titles of the interviewees were 4 Community Organisers, 3 Branch Managers, 2 Programme Managers and 1 Country Manager. Like education level, title of the interviewees had no significant impact on the results of the study. It was asked by the researcher in order to know the positions of the interviewees in the organization.

Qn 2: Duration of working with BRAC

Table 4.13: Interviewees duration of working with BRAC

Characteristics	Frequency	Percentage
Below five years	3	30
Five years	2	20
Above five years	5	50
Total	10	100

Source: Compiled From the Research, 2014

During the interview, the respondents were asked on how long they have been working with BRAC. 50% of the respondents indicated that they have been working with BRAC for more than five years while 30% of respondents indicated working for less than five years and the remaining 20% of respondents indicated working with BRAC for five years. So 80% of the interviewed staff had experience of working with BRAC for 5 years and above. The duration of working with the organization determines how much experience the staff has concerning the agricultural programmes implemented by BRAC.

Qn 3: Description about BRAC Maendeleo Tanzania (its origin, activities and coverage)

During the interview with BRAC management the researcher found that BRAC Maendeleo started its agricultural programme in 2007 supporting community development activities in Tanzania. As of December 2013, BRAC Maendeleo operated its Global Poverty Action Fund (GPAF) Project under 25 branch offices of 15 regions in the country. Under the support of Bill & Melinda Gates Foundation, BRAC Maendeleo implements the agricultural extension, agricultural research and development and seed production projects to provide modern technologies, improved seeds and other inputs to farmers so as to increase crop production.

The programme focuses on capacity building of local farmers through extending crop cultivation and extension education services together with quality inputs supply. BRAC Maendeleo is running two projects: Global Poverty Action Fund (GPAF) and Livelihood Enhancement through Agricultural Development (LEAD) financed by DFID. The objective is to improve efficiency and skills of small to medium holder farmers by exchanging information on improved agricultural practices and developing their knowledge through training on best agricultural practices, the use of quality inputs to increase crop production and incomes. BRAC Maendeleo Tanzania launched its seed production programme in 2009 to produce reliable and quality seeds for small and medium farming communities and increase their incomes. Foundation seeds have been collected from the National Agriculture Research System (NARS) through trained contract growers by BRAC agronomists.

The entire seed production has been supervised by Tanzania Official Seed Certification Institute (TOSCI). Produced seeds have been processed through Government Seed Processing Centre (Agricultural Seed Agency) and seeds are packed in quality packets as per TOSCI certification and finally distributed to farmers through BRAC agro-dealers and community agricultural promoters (CAPs).

BRAC Maendeleo Tanzania has formed 15 community agricultural promoters (CAPs) under every branch offices and given them five-day training on basic crop

cultivation and management. CAPs are supposed to help in promoting new agricultural technologies and availability of quality inputs within the village community. BRAC Agricultural Programme has rapidly expanded to cover more than 70,000 farmers in Tanzania. On the other hand, LEAD project started its activities from April 2013 and it operates in 40 branches in 15 regions of Tanzania. It covers 105,000 direct beneficiaries and provides employment to more than 100 Tanzanian staff. The goal is to improve household incomes of rural poor, small and marginal farmers and livestock keepers (65 per cent women) in selected subsectors and geographical areas.

Q.4: Regions/districts where BRAC Maendeleo has been implementing the agricultural programme

During the interview with the management the researcher wanted to know the regions or districts where BRAC Maendeleo has been implementing the agricultural programme. It was expressed that BRAC Maendeleo aims to cover all regions and districts in the country but for now 17 regions have already been covered in implementing BRAC Maendeleo agricultural projects. The covered regions are Dar es Salaam, Pwani, Morogoro, Arusha, Kilimanjaro, Manyara, Mwanza, Shinyanga, Mara, Bukoba, Mbeya, Iringa, Songea, Mtwara, Dodoma, Singida and Tabora. Some of the crops involved in this project are maize, beans, sorghum, sunflower and vegetables. Moreover, some of the districts benefited from BRAC Maendeleo projects are Dodoma Urban, Mkuranga, Kondoa, Arumeru, Karatu, Morogoro Urban, Mbeya Urban, Mbeya rural, Iringa Urban, Iringa Rural and so many others.

Qn.5: Criterion for selection of those areas where the programme is being implemented

This question was asked to BRAC management in order to know which criteria were used to select areas for implementation of the programme. The management expressed that the key criteria for selection of areas to implement BRAC Maendeleo agricultural programme considered those areas with agricultural problems, low productivity, poor returns from crop yields and low production efficiency due to lack of inputs, lack of technical advice and use of traditional seeds with low yield

capacity. The first priority is given to those areas with limited extension services especially the rural areas which are hardly covered by government or other NGO extension services. Some of these areas have suitable land for agriculture, yet a large number of small and marginal farmers, most of them having low levels of agricultural education and little access to training, technology and input supply to improve production and earn decent livelihoods. BRAC Maendeleo tries to reach them in order to improve their production as well as to improve their lives.

Qn.6: Challenges facing NGOs involved in agricultural development programmes in Tanzania

This question was asked to all 10 interviewees and the findings are as summarized below:

Table 4.14: Challenges facing NGOs involved in agricultural development programmes in Tanzania

Challenge	Scores
Poor infrastructure	10
Low level of education of farmers	10
Over dependence on rain-fed agriculture	8
Reliance on traditional cultivation methods	8
Reliance on hand hoe use	8
Use of traditional seeds	8
Limited technology application	6
Low input supply	5
Lack of innovations in agricultural sector	5
Lack of professionals in agricultural sector	5
Lack of markets	1

Source: Compiled From the Research, 2014

Table 4.14 above gives the summary of the challenges that were articulated by the interviewees as challenges they face in their involvement to agricultural development programmes in Tanzania. The scores stand for the number of interviewees who indicated the specific challenge. All ten interviewees indicated poor infrastructure

and low level of education of farmers as the challenge they face in their involvement to agricultural programmes in Tanzania. 8 interviewees mentioned over dependence on rain-fed agriculture, reliance on traditional cultivation methods, reliance on hand hoe use and use of traditional seeds. Moreover, 6 interviewees mentioned limited technology application as the challenge they face and 5 interviewees indicated low input supply, lack of innovations in agricultural sector and lack of professionals in agricultural sector while 1 interviewee indicated lack of markets as the challenge they face in agricultural development programmes. So it seems the agricultural development process as well as the agricultural NGOs are facing a lot of challenges on the way to develop the agricultural sector.

Qn.7: What should be done to enable agricultural NGOs work smoothly

This question was asked to all interviewees and the findings are shown below:

Table 4.15: What should be done to enable agricultural NGOs work smoothly

What should be done	Scores
Improving the infrastructure	10
Enough support from the government	10
Mutual collaboration between GOs and NGOs	7
Changing the mind-set of intellectuals	5
Education to farmers	5
Provision of agricultural loans	5

Source: Compiled From the Research, 2014

The respondents were asked what should be done to enable them to work smoothly. All 10 respondents indicated that the infrastructure should be improved all over the country and the government should give enough support to NGOs programmes implementation. It was argued that if the infrastructure is improved it will help them working smoothly because the farmers will have easy access to inputs and markets. Good infrastructure will enable the farmers to be reached by extension programmes and they will easily access the new technologies. Also the government should give enough support to the agricultural development programmes which are being implemented by NGOs. On the other hand, 7 respondents suggested that there should

be mutual collaboration between GOs and NGOs in promoting and implementing agricultural development programmes. There were 5 respondents who said there should be an effort to change the mind-set of the intellectuals so that they can change the perception that agriculture activity is only for those who haven't gone to school or those who have low level of education. If the intellectuals and professionals could join the agriculture sector it could be easy to develop the sector. Also there were 5 respondents who suggested provision of more education to farmers so that they become more aware of modern agricultural practices. Furthermore, 5 respondents said there should be provision of agricultural loans so that farmers should get cash to pay for modern agricultural inputs, modern seeds and fertilizers and other modern agricultural facilities and technology.

Qn 8: What should be done to overcome challenges facing agriculture development?

This question was asked to all interviewees and the findings were as shown below:

Table 4.16: What should be done to Overcome Challenges Facing Agriculture Development

What should be done	Scores
Improving the infrastructure	10
Education to farmers	10
Provision of agricultural loans	6
Involving professionals and intellectuals in agriculture sector	5
Availability of good and reliable markets for crops	3

Source: Compiled From the Research, 2014

During the interview, respondents were asked to suggest on what should be done to overcome the challenges facing agricultural development in Tanzania. 10 respondents suggested improving infrastructure as one of the thing which can overcome challenges of agricultural development in Tanzania. For example making good roads, machines for cultivation and irrigation system, building of agriculture factories and encourage building of markets in the place of production. They said if the infrastructure is good it will help farmers to easily access inputs and markets and

also it will enable the farmers to be reached by extension programmes and they will easily access new technologies. Also 10 interviewees suggested on providing education to farmers about modern agricultural practices. The farmers must be educated to leave behind their traditional cultivation methods by introducing modern farming practices. Instead of having big farms which gives little crops in traditional farming methods the farmers should be educated to cultivate small farms by practicing modern cultivation methods which increases their production while reducing the energy spent on farming. Farmers should be educated on the advantages of applying fertilizers to their crops, the difference between using local seeds and modern produced seeds.

There must be an effort to change their minds by replacing the traditional farming practices with the modern ones. They do not have to depend on rain-fed agriculture, but rather they should start the irrigation system farming which gives crops all seasons of the year. On the other hand 6 respondents suggested provision of agricultural loans as one of the thing that could help to overcome challenges of agriculture development in Tanzania. They said that farmers should get access to the capital for sustaining the modern cultivation. Example they should have access to agricultural loans which will help them buy the fertilizers, irrigation pumps, modern seeds, spray machines, pesticides and insecticides, and so forth. Moreover, 5 respondents suggested that professionals and intellectuals must be involved in agriculture sector.

It was said that, only professionals and intellectual can bring new innovations into agriculture sector and transform the sector into more developed stage. Also 3 interviewees suggested the availability of good and reliable markets for crops as one of the thing which can stimulate agriculture development and overcome the challenges facing it. Farmers must be certain that there are accessible and profitable markets for the crops they grow. This will stimulate them to produce more crops as they know there are reliable markets to sell their crops.

Qn 9: Measures to be taken to improve the agriculture development in Tanzania

This question was also asked to all 10 interviewees and the findings were as shown below:

Table 4.17: Measures to be taken to improve the agriculture development in Tanzania

Measures to be taken	Scores
Acquisition and utilization of appropriate/modern technology	10
Changing the education system of Tanzania	7
Encouraging big investments in agriculture	7
Favourable agricultural policies	6
Agricultural produces and crops must have appropriate value	5

Source: Compiled From the Research, 2014

The respondents were asked about various measures to improve agriculture developments in Tanzania. All 10 respondents suggested that there must be acquisition and utilization of appropriate and modern agricultural technology. They said that there is no way the agricultural sector can develop by relying on outdated technology. Apart from that, 7 respondents suggested on changing the education system of Tanzania. They said that the present education system of Tanzania prepares the intellectuals for white color jobs. This must be changed and intellectuals have to be encouraged to join, invest and bring up new innovations in agriculture.

Also 7 respondents suggested that big investments in agriculture sector must be encouraged so that to transform the sector. For example, the government can offer some loans, subsidies, discounts or free cultivation areas for people who are ready to invest in agriculture. This will encourage more investors to agriculture sector as a result agriculture sector will increase the speed of growth. Moreover, 6 interviewees suggested that there must be favourable agricultural policies so that to speed up the growth in agriculture sector. The policies must address problems of agriculture sector like how to get modern technologies, inputs and market accessibility and prices.

There were also 5 respondents who suggested that agricultural produces and crops must get the appropriate value in the market. Farmers spend most of their time and energy in cultivating and harvesting their crops but they sell at a very low price compared to their efforts spent. This discourages them and lowers their morality and they continue to live in poverty.

According to the above suggestions, it can be said that in order to develop the agriculture sector in Tanzania there must be big transformations and restructuring. The restructuring process should include a review of the agricultural and land use policy, research and development agenda as well as the appropriateness of the education, training and extension system taking into account global trends. In addition, issues such as policy implementation, physical infrastructure development and regional cooperation efforts should be given consideration. It is becoming increasingly evident that agriculture in the region should be strategic, knowledge-driven and technology based, so that it can remain competitive and profitable. Lack of innovation, poor organization and lack of resources available to quickly respond to global agricultural changes should be addressed.

Tanzania, like other developing countries, is also increasingly required to respond to agricultural and other global governance mechanisms related to trade, the environment, genetic resources, innovations and others. But there have been little capacity to do so. Successful development efforts will increasingly depend on having in place the appropriate policies and institutional capacity to manage the complex rural environment in which agriculture must develop, including the natural resource endowments. Tanzania will seek to respond to the challenges facing agriculture development by investing in knowledge creation and use. There is a wide appreciation of the need to support national, regional, and international research organizations particularly those dealing with new or emerging issues.

Qn 10: There is enough NGOs participation in agricultural development in Tanzania

All respondents were required to answer this question and the findings are shown below:

Table 4.18: There is enough NGOs participation in agricultural development in Tanzania

Characteristic	Frequency	Percentage
Yes	4	40
No	6	60
Total	10	100

Source: Compiled From the Research, 2014

The respondents were asked if there is enough NGOs participation in agricultural development in Tanzania. 6 respondents (60%) indicated that there is no enough NGOs participation in agriculture development activities while 4 respondents (40%) indicated that there is enough NGO but not participating full in agricultural development activities. It was said that there are some NGOs which are registered as agricultural NGOs but rarely practicing or implementing agricultural activities. This indicates that there is no enough NGOs participation in agricultural development activities. During the survey in this study, it was observed that even some of BRAC members didn't know if there are other agricultural NGOs apart from BRAC.

Qn 11: There is enough Government's support towards NGOs participating in agriculture development in Tanzania

This question was asked to all 10 interviewees and the findings were as follows:

Table 4.19: There is enough Government’s support towards NGOs participating in agriculture development in Tanzania

Characteristic	Frequency	Percentage
Yes	0	0
No	10	100
Total	10	100

Source: Compiled From the Research, 2014

In this question, all respondents indicated that there was no enough support from the government towards NGOs participating in agriculture development in Tanzania. It was said that while NGOs are playing service delivery and advocacy, they are facing some constraints which can be addressed by the government. The respondents suggested that the government can assist the NGOs in the following issues:

Firstly, access to information relevant for agricultural development ranging from land rights to research results is often difficult for the local population. The government can play an important role in providing better access to information for the rural population, for instance through the internet, translating services, organizing excursions, linking services etc.

Secondly, smallholder farmers are seldom organized in functioning farmers’ organizations and have no political voice. The government can coordinate NGOs to support farmers’ organizations by providing knowledge and training in organizational development such as awareness raising, accountancy, legal advice, internal regulation, functional alphabetization etc. They can also support the linkages between individual farmer organizations, the creation of federations and their functioning.

Thirdly, Public agricultural research and extension services often do not have the capacity to conduct adaptive research and to reach out to all farmers. The private sector is often not willing to invest in extension for smallholder farmers. The government through NGOs can organize such services in cooperation with research institutes, public extension organizations and the private sector.

Also, general knowledge on credit, markets and availability of insurance and safety nets is an important factor that influences agricultural development. The government can help NGOs in their role as development brokers and establish linkages between the rural population and public and private institutions that provide such services to support agricultural development.

The researcher went extra miles and wanted to know the specific members who have benefited from BRAC Maendeleo agricultural programmes. The following are among the beneficiaries who were found in one of the documentary's interview:

Christina John is a Dodoma Urban resident and a community agricultural promoter under BRAC Maendeleo Tanzania. She used to cultivate vegetables and other crops using traditional methods, but after receiving training from BRAC Maendeleo Tanzania, she is now getting more from the same land. She received training from GPAF Project for five days through which she learned about best agricultural practices, field management and the use of quality seeds. Now, her production has increased from five to 10 beds and her income from 20,000Tsh per month to 80,000Tsh per month.

Rehema Tajiri is also from Dodoma Urban District. She is very happy now after receiving training and agricultural inputs like seeds, fertilisers and spray machines from BRAC Maendeleo Tanzania's GPAF Project. She gives advice to BRAC Maendeleo to provide also loans to increase production. Rehema Tajiri cultivates vegetables such as Amaranth, Chinese, Spinach and crops like maize, sorghum and sunflower. She used to cultivate about a 0.4 acre using poor seeds and poor equipments. She also received training from GPAF Project for five days during which she learned about best agricultural practices, field management and the use of quality seeds. She also received inputs like spray machines, maize seed, vegetables like eggplant, Chinese, kale and some fertilisers. She is now using the new agricultural technology and improved seed varieties. She now knows how to manage her own field. She says her income and production have increased after applying

what she got from training. She now gets up to 96,000Tsh per month, which was not the case before.

Another beneficiary, Paulina Samwel from Arumeru District in Arusha Region says she had attended a three-day training programme on best agricultural practices from BRAC Maendeleo Tanzania. At first she didn't know what quality seeds were and she hardly profited from what she was growing at the time. But after training, she now know what best agricultural practices are like the use of quality seeds, early weeding and planting and the use of herbicides. She now sells healthy vegetables and earns a living from it. She is very grateful to GPAF Project for making her improve her farming methods and sharing her knowledge with her fellow farmers and she encourage BRAC Maendeleo Tanzania to continue to provide more training and agricultural inputs.

Lailati Kamgisha is a Shinyanga resident. She says before she came into contact with BRAC Maendeleo Tanzania, she used to grow maize and vegetables like cabbages, Chinese cabbages, but she did not get enough returns worth of what she had invested in. BRAC Maendeleo Tanzania selected her as a community agricultural promoter and she underwent a five-day training programme on best agricultural practices, field management and the use of quality seeds. The training helped her to know how to grow quality vegetables, use sprayers and fertilisers, which she received for free. She now has a plan to increase land for vegetables, rice and maize and send her children to good schools. She thanks BRAC Maendeleo Tanzania for what she has achieved so far in agriculture.

Tausi Ramadhani is a Morogoro resident. After she attended training she received vegetable seeds, a sprayer and fertilizers for starting her income generating project. She plans to increase her land for vegetables, rice and maize and send one of her sons to an agricultural college. She wishes she knew there was this NGO a long time ago she could have been very far in farming. She thanks BRAC Maendeleo Tanzania for helping her to build capacity.

There is no objection that BRAC Maendeleo agricultural programme has benefited a lot of people as shown by some members above. In other words BRAC Maendeleo has improved the lives of some people through its agricultural programme by providing training on best agricultural practices, providing quality seeds, fertilizers, sprayers and other technical assistances. This shows that agricultural NGOs can and do play a vital role in developing the agriculture sector in Tanzania.

CHAPTER FIVE

SUMMARY, CONCLUSION AND RECOMMENDATIONS

5.1 Introduction

This chapter provides the summary of the dissertation, conclusion and recommendations arising from this study for future interventions, as well as for further research.

5.2 Summary of the Study

The aim of the study was to research on “Non- Governmental Organizations in Agricultural Development in Tanzania” A case of BRAC Tanzania – Dar es Salaam. The major objective was to assess the role of NGOs in Agricultural development in Tanzania. The specific objectives were to assess the extent of involvement of NGOs towards agricultural development in Tanzania, to determine the challenges facing NGOs participating in agricultural development in Tanzania and to identify various measures to be taken to improve NGOs participation in agricultural development in Tanzania. The study was done at BRAC Tanzania Headquarters in Dar es Salaam and the population of this study was the members of BRAC Maendeleo. The study combined both qualitative and quantitative approaches and data was obtained from both primary and secondary sources. A sample was drawn purposively from the entire population and the sample size used was 50 respondents (BRAC Maendeleo members). Also, 10 BRAC staff, including management staff, were interviewed. Data was collected through questionnaires (for BRAC Maendeleo members), interviews (for BRAC staff) and observation methods.

5.2.1 Summary of the Study Findings

A total of 50 respondents participated in the study and majority of the participants were Female who were 42 (84%) while 8(16%) were male. The minimum age of respondents was 18 years and the maximum age 46 years and above. Most respondents were between the ages of 36 and 45 years (60%). The study showed that nearly half of the respondents (40%) had a long duration as members of BRAC

Maendeleo. With regard to level of education, 72% of the participants were in possession of primary and secondary education level. 90% of the respondents indicated that they have gained improvement in agricultural activities since they joined BRAC Maendeleo. The respondents mentioned some of the things which they have gained from being BRAC Maendeleo members to include: training on modern agricultural practices, application of modern/quality seeds, fertilizers, modern technology and spray machines. Concerning improvement in agriculture since they joined BRAC, 40% of the respondents indicated improvement from receiving training on best farming practices and also receiving modern seeds. On the other hand, 20% indicated improvement from receiving training, modern seeds and new technology while the other 20% indicated improvement from receiving training, seeds and fertilizers and the remaining 20% indicated improvement from receiving training, fertilizers and spray machines. This entails that in order to improve the agriculture development farmers must get training on best farming practices, must use modern and quality seeds, fertilizers, modern technology and spray machines and other modern agricultural practices.

The respondents mentioned some of NGOs (apart from BRAC) which are involved in agricultural development activities in Tanzania to include: WORLD VISION, OXFAM, VECO, MVIWATA and ACT. This indicates that apart from BRAC, there also other NGOs involved in agricultural development in Tanzania. 90% of the respondents were satisfied with the way NGOs are involved in agricultural development in Tanzania and 10% of them were not satisfied. This shows that majority of the respondents are satisfied with the way NGOs are involved in agricultural development in Tanzania because they have benefited from them. Most of respondents (60%) agreed that poor infrastructure contributes to fail to improve agriculture development in Tanzania while 30% of respondents didn't indicate poor infrastructure being a contributor to failure of improving agriculture development in Tanzania. The other 10% of respondents knew nothing if poor infrastructure contributes or doesn't contribute to failure of improving agriculture development in Tanzania.

On the other hand, 10 BRAC staffs (including management staff) were interviewed and their education levels were 1 with diploma level, 4 with secondary education level, 3 with degree level and 2 with master degree level. Regarding their titles there were 4 Community Organizers, 3 Branch Managers, 2 Programme Managers and 1 Country Manager. About their experience of working with BRAC Maendeleo 70% of interviewed staff indicated working with BRAC for five years and above while 30% of respondents indicated working with BRAC for less than five years. Therefore, most of BRAC staffs have experience of working with BRAC for 5 years and above.

During the interview it was found that BRAC Maendeleo started its agricultural programme in 2007 supporting community development activities in Tanzania. As of December 2013, BRAC Maendeleo operated its Global Poverty Action Fund (GPAF) Project under 25 branch offices of 15 regions in the country. Under the support of Bill & Melinda Gates Foundation, BRAC Maendeleo implements the agricultural extension, agricultural research and development and seed production projects to provide modern technologies, improved seeds and other inputs to farmers so as to increase crop production. Also, the interview findings revealed that BRAC Maendeleo has been implementing the agricultural programme in more than 15 regions of Tanzania which are Dar es Salaam, Pwani, Morogoro, Arusha, Kilimanjaro, Manyara, Mwanza, Shinyanga, Mara, Bukoba, Mbeya, Iringa, Songea, Mtwara, Dodoma, Singida and Tabora. Some of the districts benefited from BRAC Maendeleo projects are Dodoma Urban, Mkuranga, Kondoa, Arumeru, Karatu, Morogoro Urban, Mbeya Urban, Mbeya rural, Iringa Urban and Iringa Rural and so many others. Moreover, some of the crops involved in this project are maize, beans, sorghum, sunflower and vegetables. The key criteria used to select areas for implementation of the programme were putting consideration to those areas with agricultural problems like low productivity and poor returns from crop yields with low production efficiency due to lack of inputs, lack of technical advice and use of traditional seeds with low yield capacity.

Moreover, BRAC staff mentioned some of the challenges which they face during their involvement in agricultural development activities to include: poor infrastructure, low level of education of farmers, over dependence on rain-fed agriculture, reliance on traditional cultivation methods, reliance on hand hoe use, use of traditional seeds, limited technology application, low input supply, lack of innovations in agricultural sector, lack of professionals in agricultural sector and lack of reliable markets. So it seems the agricultural development process as well as the agricultural NGOs are facing a lot of challenges on the way to develop the agricultural sector.

The staff suggested some of the things which can be done to enable them working smoothly to include: improving infrastructure, getting enough support from the government, having mutual collaboration between GOs and NGOs involved in agriculture, providing more education to farmers and accessibility of agricultural loans. Moreover, the staff suggested the ways to overcome challenges facing agriculture development in Tanzania to include: improving infrastructure, for example making good roads, machines for cultivation and irrigation system, building of agriculture factories and encourage building of markets in the place of production, providing education to farmers about modern agricultural practices, provision of agricultural loans, professionals and intellectuals must be involved in agriculture sector and availability of good and reliable markets. On the other hand the staff suggested some of the measures which can be taken so that to improve the agriculture development in Tanzania.

The measures suggested were acquisition of appropriate/modern technology, changing education system of Tanzania, encouraging big investments in agriculture, making favourable agricultural policies and agriculture produces and crops to be given the appropriate value in the market. Also, during the interview, the interviewees were asked if they think there was enough NGOs participation in agricultural development in Tanzania. 6 respondents (60%) indicated that there is not enough NGOs participation in agriculture development activities while 4 respondents (40%) indicated that there is enough NGO but not participating full in agricultural

development activities. When they were asked about the government's support towards agricultural NGOs, all 10 interviewees indicated that there was not enough support from the government towards NGOs participating in agriculture development in Tanzania.

5.3 Conclusion

The overall analysis of the study shows that NGOs have an important role in promoting and implementing agricultural development programmes. NGOs interventions in agricultural development are found to generally include the following activities: input supply such as seeds and seedlings, and provision of credit facilities; introduction of and experimentation with new varieties of crops; mechanizing rural agriculture through the introduction and supply of, for example, agrochemicals, pesticides and irrigation equipment; introducing or improving the value and productivity of livestock; provision of support systems which cover issues of research, training, processing, marketing, and supporting the development of social organizations to manage and own the initiatives and for purposes of influence; making basic resources such as land, water and surrounding forests, available for use to the poor and the landless; creating income earning opportunities through the use of agricultural resources or non-agricultural resources, this could be productive activities or employment opportunities; promoting sustainable use of productive resources, particularly, land, water and forests; promotion of organic approaches and methods in agricultural practices; creating links between the poor and government institutions and the private sector, which might not have been there; and also the promotion of indigenous cultures and techniques.

These activities are argued to be important to the poor people and tend to be gap filling initiatives, as NGOs are not only capable of identifying the needs of the poor but also of developing innovative techniques in solving problems of the rural poor. As the findings of this study revealed, BRAC Maendeleo implements the agricultural extension, agricultural research and development and seed production projects to provide modern technologies, improved seeds and other inputs to farmers so as to increase crop production. The study also revealed that there are number NGOs which

are registered as agricultural NGOs but some of them hardly practices/implements the agricultural activity programmes. It was also found that there are some challenges facing agricultural development NGOs during the implementation of the agricultural programmes. The challenges are poor infrastructure, low level of education of farmers, over dependence on rain-fed agriculture, reliance on traditional cultivation methods, reliance on hand hoe use, use of traditional seeds, limited technology application, low input supply, lack of innovations in agricultural sector, lack of professionals in agricultural sector and lack of reliable markets. There were also suggestions on some of measures to be taken in order to improve the agricultural development in Tanzania. These measures are acquisition of appropriate/modern technology, changing education system of Tanzania, encouraging big investments in agriculture, making favourable agricultural policies and agriculture produces and crops to be given the appropriate value in the market.

5.4 Recommendations

The following are some of the recommendations suggested by the researcher, so as to improve NGOs activities in agricultural development:

- (i) Improving social infrastructure and social welfare services for the rural poor: NGOs are implementing projects whose objectives are to improve directly agricultural production and food security situation. Sometimes they operate in specific geographical areas where the rural conditions are worse. They work with the poorer divisions in the districts in implementing food security programmes, nutrition and sustainable agricultural initiatives in the more vulnerable villages of Tanzanian. The government should take initiatives to improve social infrastructure and social welfare services for the rural poor so as to make it easy for the implementation of agricultural programmes.
- (ii) More technical and financial support must be given to agricultural development NGOs: The ability to support these NGOs to become more effective development actors have to be one of the important criteria for judging their performance. It has been observed in the findings of this study, that NGOs are playing an important role in promoting agricultural

development in Tanzania. In that case, if these NGOs are given enough support by the government, they can bring big changes in agricultural development in the country.

- (iii) Promoting more regional equality: In Tanzania some of the regions have well developed infrastructures while others are less developed in terms of infrastructures. There should be efforts to reduce these inequalities so that all regions can be easily accessible, reachable and able to implement NGOs programmes.
- (iv) There must be a productive relationship between the government and agricultural NGOs: This relationship must be effective and that which does not lead to significant and negative erosion of authority, freedom, and autonomy of either partner. The relationships must allow mutual understanding and respect of each other's circumstances, purposes, roles, constraints, and limitations.
- (v) Initiative to change the traditional beliefs of farmers: Most of rural farmers depend on the rain-fed type of agriculture. In other areas there are even water sources which can be used for small irrigation schemes but not being utilized. People in such areas believe that only rain-fed agriculture can provide crops. It is either they lack knowledge of irrigation agriculture or they ignore the opportunity of irrigation schemes. Others rely on using traditional seeds which gives them less production. And yet other farmers believe that modern fertilizers can destroy their crops or affect their health. These beliefs must be changed by educating the farmers and showing them practical examples on how modern agricultural practices can benefit them.
- (vi) Gender orientation: Women are becoming increasingly important as family bread winners and producers. In rural areas women are the ones who participate more in agricultural activities than men. It is argued that women are crucial partners in the fight against hunger and poverty. Women farmers

contribute substantially as casual laborers and unpaid family workers in both commercial and subsistence agriculture, including livestock and fishing. They bear a disproportionate burden of agricultural production, however, with intensive tasks such as tilling and clearing, which is often combined with child care and meeting basic family needs (e.g. transportation of fuel wood and water to the home). The programmes in agriculture must address the central role of women in agriculture and inequality in women's access to productive resources such as land, labor, inputs, transport, and technology, and to support services such as credit, education/technical advice and research. Both NGOs and the government must take into account gender perspectives and try to promote the advancement of women in one way or another. Their efforts must be acknowledged and enough support must be given to them to facilitate their activities. They must be empowered to own their own farms, initiate their own agricultural programmes and earn from what they have worked for. The land policies must be favourable to both men and women and agricultural projects must include both men and women.

- (vii) Co-operation among various agencies involved in rural and agricultural development and making use of each other's expertise and facilities appears to be the rule rather than the exception. This co-operation will make smooth scaling-up in agricultural development programmes implemented by NGOs.
- (viii) Legitimate power authority and influence of local authority officials and politicians might be necessary to facilitate successful implementation of NGOs initiatives. Decision making, planning and implementation of agricultural projects and programmes can involve them in order to facilitate greater participation of governmental units at local level.
- (ix) Furthermore, creating the opportunities to allow the poor to escape poverty and hunger through sustainable agricultural development is an undertaking beyond the scope of any single donor. Unless donors, international development institutions, and developing-country partners work in a more

coordinated way, they are unlikely to get the job done. In addition, by strengthening relevant institutions, Tanzania can scale up efforts from the national level to the regional and international levels. This, in return, will create further impacts on the national level.

- (x) Public institutions may be used as mechanisms through which activities or innovations by NGOs are to be sustained. This will help reducing cost incurred by NGOs to establish new infrastructures for their programmes implementation. It also encourages public support.
- (xi) Learning from other developed countries' experience: Countries like USA have become industrialised from agricultural development. Their agriculture is in a very advanced stage and provides for their country's food and excess. Tanzania should learn from their experience and discover how they managed to become agricultural developed and follow the examples to develop Tanzania agricultural sector.
- (xii) NGOs must focus on most critical areas where there are critical agricultural problems or potential agricultural growth areas by initiating and implementing the agricultural programmes there. They have to identify all areas which are in need of support and reach them one by one.
- (xiii) For the areas where the NGOs have been implementing agricultural programmes, the farmers of those areas must make a good use of the education and technical support they have received from NGOs in order to change their earnings as well as their lives. Farmers shouldn't hesitate to join these agricultural NGOs because they will miss the opportunity to improve their lives.

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APPENDICES

Questionnaire/Interview Guide

I, **Hafsa Ally**, conducting an academic research on “**Non- Governmental Organizations in Agricultural Development in Tanzania**” hereby request you to answer the questions below. These questions are purely for academic purpose and your answers are highly confidential. Your answers will help me to write a research report which is partial fulfillment for the award of Master of Business Administration of Mzumbe University.

Dear respondent,

This questionnaire seeks your views on the topic on “**Non- Governmental Organizations in Agricultural Development in Tanzania**”. **Please put a tick mark (V)** reflecting your response where the question requires you to explain, please write in the space provided for this purpose. To ensure the validity and reliability of data, you are kindly requested to answer the questions as truthfully as possible and according to your independent opinion. You may or may not disclose your name. I ensure you that your answers to the questions will be treated with strict confidence. Please fill this questionnaire correctly so that you can provide me with useful information for this study. Note that the information given is confidential and therefore it is strictly not to be released.

I kindly request for your cooperation

Thank you.

Yours sincerely

.....

Hafsa Ally

MBA-CM Candidate

Appendix 1: Questionnaire

Part I: Socio-demographic characteristics of the participants

Questionnaire for BRAC Maendeleo members

SECTION A: Personal Data

1. Sex

- (i) Male ()
- (ii) Female ()

2. Age

- (i) 18 - 25 ()
- (ii) 26 - 35 ()
- (iii) 36 - 45 ()
- (iv) 46 - above ()

3. Years of membership

- (i) Less than a year ()
- (ii) 1 – 2 years ()
- (iii) 2 – 3 years ()
- (iv) More than 3years ()

4. Highest Educational Qualification School:

- (i) Primary ()
- (ii) O-level ()
- (iii) A-level ()
- (iv) Certificate ()
- (v) Diploma ()
- (vi) Degree ()
- (vii) Masters/PhD ()

5. Have you seen any improvements in your agricultural activities since you joined BRAC?

- (i) Yes ()
- (ii) No ()

6. If yes, what type of improvements?

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7. Mention other NGO you know which involves itself in agricultural development activities in Tanzania

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8. Are you satisfied with the way NGOs are involved in agricultural development in Tanzania?

- (i) Yes ()
- (ii) No ()

9. Does poor infrastructure contribute to fail to improve agriculture development in Tanzania?

- (i) Yes ()
- (ii) No ()
- (iii) Not know ()

Appendix 2: Interview Questions (for BRAC staff)

1. Please introduce yourself (name, education and title)

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2. How long have you been working with BRAC?

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3. Explain to me what is all about BRAC Maendeleo Tanzania (its origin, activities and coverage)

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4. Please mention the regions/districts where BRAC Maendeleo have been implementing the agricultural programme?

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5. What were the criteria for selection of those areas where the programme is being implemented?

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6. What challenges do you face in your involvement to agricultural development programmes in Tanzania?

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7. What do you think should be done to enable you work smoothly?

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8. What do you think should be done to overcome the challenges facing agriculture development?

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9. Mention the various measures used to improve the agriculture development in Tanzania?

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10. Do you think there is enough NGOs participation in agricultural development in Tanzania?

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11. Do you think there is enough Government's support towards NGOs participating in agriculture in Tanzania?

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