

H.E. Kikwete's 3 Point Secrets to Agricultural Success: (i) good plan; (ii) investors; (iii) inputs (one of which is a skilled farmer)

His Excellency Dr. Jakaya Mrisho Kikwete Spells Out Tanzanian's Secrets to Agricultural Success as He Accepts the 2012 FANRPAN Food Security Policy Leadership Award

(transcribed acceptance speech – released 25 March 2013)

The Chairperson of FANRPAN Board, Honourable Ministers, Permanent Secretaries, Dr Lindiwe Majele Sibanda, CEO of FANRPAN, representatives of development partners, fellow farmers, researchers, and all other stakeholders gathered here this evening, ladies and gentlemen.

I sincerely thank the Chairman of the FANRPAN Board, Sindiso Ngwenya and members of the Food, Agriculture, Natural Resources Policy Analysis Network, for associating me with this landmark conference. I thank you for awarding me the FANRPAN 2012 Food Security Policy Leadership Award. This is a pleasant surprise indeed. It is something I never thought of, something I never expected. It is an honour I will always cherish. I accept this award on behalf of the Government and all the Tanzanian people whose tireless efforts have made it possible.

As you have seen from the video, apart from the photograph with me, my wife, my grand-daughter admiring our harvest of maize, there is nothing peculiar about me; it is the People of Tanzania and their tireless efforts in the fields. This is acknowledging the hard work of Tanzanian farmers and their invaluable contribution to their own development and the development of our dear country. Since the majority of our farmers are women, in many ways, this award recognises the sweat and toils of the Tanzanian women farmers.

Agriculture can eradicate poverty in Africa

Agriculture is something that is very dear to my heart as is Education, Health Care, Infrastructure Development, Youth Development, Mother and Child Welfare, as well as Social and Economic Development as a whole. In my passion for agriculture, I am a small farmer. I'm not like you Mr Ajay Vashee, who is a commercial farmer. But I am a smallholder farmer with a big dream. At the moment I grow everything as is typical with many of our farmers. I grow pineapples, maize, cow peas, and I mean everything; is there on my farm. The temptation is for one to go to the farm and get vegetables, fresh fruit and get almost everything. I keep chickens, cattle, everything. I'm trying to develop quail farming. I visited Zambia and I was given a present of 50 quails. I thought the President was just talking about it but then he told me "they are ready, I think your plane can carry them" and I was also given some bags of feed for the quails so I am trying to adapt to that. But my big dreams or essentially the big dreams of all smallholder farmers in Tanzania; remains to see farming becoming a gainful activity, I mean a gainful undertaking for Tanzanian farmers. The impression we have is that when you go to the rural areas today and ask somebody 'Are you employed?' they say 'no I am a farmer'. So farming is not considered as gainful employment. So somebody is doing farming but is still looking for a job as if farming is not a job. So we have to make our agriculture a gainful undertaking, an undertaking that people can depend on for their livelihoods. We need to make agriculture work for eradicating rural poverty and for eliminating poverty as a whole throughout the country. I believe it can be done.

KILIMO KWANZA – Agriculture First

Apart from my passion for agriculture; agriculture has always been a top priority of our ruling party since Independence and the successive governments from the first government in 1961 to my government today, through President Nyerere, President Mwinyi and my predecessor President Mkapa. As a result,

several policy attempts have been made to develop agriculture in the country. We have been doing so for very good reasons. Agriculture is the mainstay of the Tanzanian economy. We depend on agriculture for foreign exchange, for raw materials and for food. More importantly 80% of our people live in rural areas and agriculture is the main means of livelihood. But presently, agriculture is predominantly characterised by low productivity hence the widespread poverty among farmers, among people who live in the rural areas. So all the initiatives and undertakings have been aimed at tackling the challenge of low productivity in agriculture. The most recent initiative is the 2006 Agricultural Sector Development Programme. As mentioned earlier, it is a 14 year programme aimed at transforming Tanzania's agriculture through overcoming the obstacles- through transformation to growth of the agricultural sector in the country.

H.E. Kikwete highlights constraints to smallholder agriculture

The first thing that was done was to identify the constraints.

I don't want to go into details but **one of them has been the dominance of the hand hoe** as a result of failure to mechanise.

Second, is, overdependence on God's rain. Often we make God angry, he is not happy with us because of the menaces we commit globally. The biggest sin that mankind has done is to disturb the environment, thereby causing climate change. Climate change has disturbed many of the weather patterns. Our country used to have reliable rainfall in many years past, however over the past one and a half decades we now have been grappling with recurrent droughts. As a result, our dams for producing hydro-power do not have adequate water supply and we now have a power crisis. Agricultural production has become low, food security has become precarious. So in a situation where you are overly dependent on rain and you do not care about fixing the environment, certainly we have to look for ways of using the brains and resources that God has placed on the ground and underground. There is water in lakes and rivers but we can also use our own brains to impound seasonal rivers, create dams for irrigation, there is also ground water which we can use to overcome this whole issue of overdependence on rain fed agriculture.

The third constraint is little use of high yielding seed. We spend a lot of efforts, planting the traditional seeds; they do not yield as much as high yielding varieties. So you expend a lot of efforts but do not get compensatory results to the sweat and toil that you have spent.

The fourth constraint we have identified was very little use of fertilizer. Partly it is an issue of availability of fertilizer, but the other is the question of education. There are some people who believe if you use fertilizer, maize becomes a vegetative crop. It just grows, grows and grows. It does not make cobs- there is that kind of belief. But the bottom line is that all these translate into one thing, little use of fertilizer. As we all know, not all soils are blessed with all the nutrients that plants require, but even if they are, after repeated use, those nutrients are depleted, they need replenishment. How to replenish that? It's with fertilizer. We are in a country where the use of fertilizer is only 8kg per hectare, definitely causing low productivity. In the Netherlands it is 577kg per hectare. Throughout the African continent, the average is 10kg per hectare. We are far below the situation in Asia. I think now we have gone beyond 10kg/ha locally. I think we are at about 12kg/ha now. The Permanent Secretary says we are above 25kg. I am not sure if we have gone beyond 20 or beyond 15kg. At least we have made interventions like the ASDP and now we are making progress in that area. But again 12 kg is nothing when you compare with people who are above 100kg in Asia and some of them like I said in the Netherlands at 577kg per hectare.

The fifth constraint that we have identified as you know, plants are subject to pests and diseases. We have to build capacity to deal with pests and diseases otherwise all the effort that we spend on the soils, tilling and planting will be useless. We have identified this as a constraint to our agriculture.

The sixth constraint is lack of skilled farmers. In my passion for agriculture, when I was Foreign Affairs Minister, I visited other countries. I did a tour of Vietnam and Indonesia. My interest in Vietnam and Indonesia was how they succeeded. Why are we in Africa not succeeding? Just to give an example; Vietnam has been through a long history of wars. In 1953, they defeated the French at Dien Bien Phu. And then the Americans bought that war, continued with it, in 1952 they lost and they left. They started their reforms in 1986 at the same time as we Tanzania had the reforms. But when I visited Vietnam, the rice production was 53 million tons. They are the second largest exporters of rice after Thailand. They are the second largest producers of coffee after Brazil at 700 000 tons. You take any crop e.g. cashew nuts, they took the seedlings from Mozambique and Tanzania and their production at that time was already at par with the production of Tanzania at 100 000 tons, they are progressing.

The secret for KILIMO KWANZA success

So I was intrigued, I asked them, how did you succeed, what is the secret behind your success? They told me:

- 1. you have to develop a plan**
- 2. you have to have somebody to underwrite that plan**
- 3. Inputs: there is no agriculture without water, the skilled farmer is also an input, seed, fertilizer, markets, value addition, infrastructure**

They said in their case they worked with FAO to help them develop their Agricultural Development Plan and that they had a big brother, Japan who funded that plan. They said if you have these two things and of course in the plan you write the issues i.e. proper identification, proper interventions and you have this, you will be fine.

I visited Indonesia, the same story. Both of these two countries when I was talking to them asking them how to work with us, they said no problem get the FAO to help you develop a plan, get a big brother or several big brothers who can come together to help you because you are talking of poor farmers if there is no way you can assist them, they cannot afford the tractor or even the ox and plough, they cannot afford the seeds, they cannot afford the fertilizer so they remain eternally underdeveloped. They then we can give you the technical support. This is what Vietnam told us, this is what Indonesia told us.

I also visited India. In India they said, the first input is water. **There is no agriculture without water. This is the seventh constraint.** You can either have water from God but you have got to search for the water that God has placed on the ground and underground. We agreed on these inputs, it is in Indonesia where they said, the skilled farmer is also an input in agriculture. When we talk about inputs, we talk about fertilizers and seeds and so on and we forget that the skilled farmer is also an input. You may have the seeds, the water, the fertilizer, herbicides and pesticides but if the farmer is not skilled, there is no application of modern agriculture and modern technology.

The eighth thing that became a constraint to us is crop marketing. There was a time when we tried the socialist experiment; it is quite a long time, the state was everything. The state was the buyer; the state was the seller even the shops in the villages were owned by the state. The state was selling match boxes, the state was selling meat. It had its own advantages and it had its challenges, many particularly with regard to economic management and economic production. With crop marketing among the novel ideas from the Bretton Woods Institutions was divestiture, allowing the private sector to participate. We believed honestly that if it is not the state that is buying and it is the private sector buying, there is going to be competition and from that competition farmers are going to benefit. We had hoped that the

prices of commodities will be high in the competition; little did we know that the buyers colluded on prices. And on the other hand, the farmer became the loser. Farmers began to lose interest in some of the major crops and instead of indulging in these cash crops as we call them; they just grew tomatoes with the hope that somebody would come and buy them. There was a time coffee farmers were actually uprooting coffee trees and in their place they were planting tomatoes but because the government would be angry with them what they would do is; in the front you would have coffee, but in the middle of the farm there is no coffee. I'm telling you of practical examples, so crop marketing itself became a major constraint in agricultural growth in the country.

The ninth constraint to our agricultural growth has been infrastructure to the rural areas, to give supplies to the farmers; to get the farmers to produce for the markets.

The tenth constraint has been the whole question of the value chain, value addition. We cannot continue to be primary producers. We cannot continue to be sources of raw materials. You grow cotton for export. Why not grow cotton, spin it into yarn and export it. You have added value. Why not weave it into grey cloth and sell grey cloth. You have added value. Or even complete the whole value chain and produce garments. Why produce the cotton, send it to China where they make yarn, grey cloth, denim cloth and we fight for the jeans here from our cotton. So this is also another constraint. These are some of the issues we have identified and there are a number of others, however it's a question of time.

From identifying constraints to crafting the plan

So after identifying the constraints, that we have crafted the ASDP and fortunately on this aspect of developing the ASDP we worked with the FAO because after my visit to China, to India, Vietnam and Indonesia, we had the AU summit in Lusaka, Jacques Diouf was there, the boss of FAO. I told them that I've been to Vietnam, I've been to Indonesia and this is what they told me. First is it true? I asked. Yes it is true. So how are you going to help us? He said fine we will do it, which is how we got FAO.

Now after we have the Plan, the ASDP, the biggest challenge was to get the big brother. There is some contribution but it is not adequate to meet all our needs. That is the history of the ASDP.

The aim is to overcome these obstacles, at the end of the day, get the ultimate goal of transforming our agriculture, make it more productive, increase production, have reliable secure markets, where farmers can get good returns for their sweat and toil. In the process they can also be better off, therefore be able to live a better life. One thing also that became evident, the programme became overly dependent on government, resources which are inadequate and not sufficient to meet all the needs. The conclusion was there was not much involvement of other players to give agriculture the priority it deserves. So we agreed, government, farmers, Tanzanian Private Sector should all give priority to agriculture. The words we used there, **Agriculture First. Everything can wait, but not Agriculture. Agriculture First, is the catch word or motto of Killimo Kwanza. Killimo is Agriculture and Kwanza is one. So Killimo should be number one. Agriculture First.** The purpose here is to accelerate the pace of implementing the Agricultural Sector Development Programme. We do not do any new invention. All the challenges are being clearly defined in the ASDP plus the requisite interventions that are required. So we have to involve the private sector to accelerate the pace.

The Role of the Private Sector

We define the role of the private sector as follows:

- One: engage in large scale agriculture. We encourage them to become farmers but not small holder farmers like me. They have to be large scale farmers.
- Two, we encourage our private sector to be involved in the supply of inputs to farmers; seeds, fertilizers, pesticides, herbicides, farming implements into using 'the ox and plough'. At some point I said the Bible which is 2000 years old; before Christ the Bible mentions the 'ox and

plough'. The Bible was being used before Christ. So for us in Africa, the Ox and plough becomes an innovation over 2000 years later. We should try to do better than that. We should try as much as we can to move to mechanisation. From the hoe to the ox and plough is progress but it is not good enough. We should not try to reinvent the wheel, go through a path of evolution. That is why we have anchored the whole matter on mechanisation.

- Third, we think the private sector can be the importers of tractors, the supply of tractors, but farmers need to be empowered in terms of financial credit facilities so as to be able to access the tractors not necessarily owning a tractor but tractors being available so that the farmer can hire a tractor and use it in his or her farm. So the private sector can create the financing facilities. We in government are also working on the establishment of the Tanzania Agriculture Development Bank. The private sector can provide fertilizers as I said, pesticides and herbicides, farm implements, ploughs, tractors
- Fourth, the private sector can be buyers from the farmer, but better buyers not the buyers who undercut the farmers who continue to reproduce poverty among the farmers.
- Fifth, the private sector can engage in Agro-processing to add value.

The Role of Government

We define also the role of government as to continue with its facilitative and enabling role to put in place sound policies for agricultural growth and development, invest in agricultural research.

When I became President, one of the things that I did (because I've always had an interest in agriculture) was to revitalize research whenever I was at an Agricultural Research Institution; I visited that research institution during my tour of that region. What I discovered was startling, unbelievable, the situation was desperate and these researchers had almost given up hope and the majority of them were of my age, almost going past retirement. There were no younger brains there, no young scientists.

Responding to the Challenge and Targets to be Monitored by FANRPAN

We are not yet there, all this time I am speaking of things that we are starting to do. There are positive results, demonstrative results but they are at their infantile stage. The issue now is for us to scale up and sustain what we are doing. So I am hopeful that we may as we have been challenged by the CEO, Dr Sibanda, be able to rise to the challenge of doubling the input fertilizer to 25kg per hectare. If a farmer says it's doable, let's see. I'm only the gramophone, I'm his master's voice, they are the Masters, I am the gramophone, and I'm their amplifier. So they are saying it is doable but we are determined to increase fertilizer production. If doubling is their mission (touch wood) we will get there. With regards to self-sufficiency and food production as I said, we are at 95%, there are times when we get even over 100%, and some seasons we get 120% with self-sufficiency, as I said, it is not yet enough.

In receiving the 2012 FANRPAN Food Security and Policy Leadership Award, Tanzania accepted the following challenges to be achieved by 2015:

A. Increase the use of fertilizer by the small holder farmers

- Current status: 8 to 10 kg per hectare
- Target: 30kg per hectare
- Timeframe: by the year 2015

B. Strengthen the current public-private value chain commodity partnerships

- Current status: 3 commodities of rice, sugar cane and sesame being supported
- Target: to support at least 10 commodities
- Timeframe: by the year 2015

C. Small-holder farmers participating in the production and marketing of certified seed

- Current status: Tanzania importing 70% of its seed, and small-holder farmers not fully participating in the production and regional trade of certified seeds
- Target: Significant number of farmers producing and trading (especially exporting) certified seeds

It is not sustainable. We want to get to a level where the surplus is sustainable over a long period of time. But I believe with the Killimo Kwanza, with the ASDP interventions, the Killimo Kwanza acceleration and the involvement of the private sector both local and international, I'm confident we should be able to get there.

Dr Sibanda's second challenge was, Seed Security; as I said, the interventions that we are doing with crop research, building capacities for seed productions, seed multiplications, and we have seed farms that are in hopeless disrepair. As we said the investments we have been making in rehabilitation, we are rehabilitating some of these farms but my intention is after rehabilitating them, we bring the private sector to work with us so that we concentrate on foundation seeds, research and the multiplication should be left in the hands of the others.

Well I said in the beginning you are taking a big risk of assuming I can say a few words. To me, with these very short remarks, once again I thank FANRPAN. You are great people. You are doing a wonderful job of promoting agricultural growth in our part of the world; continue to do the good work.

God bless you.

His Excellency, Dr. Jakaya Mrisho Kikwete; President of the United Republic of Tanzania