Youth Involvement in Agricultural Co-operatives
In Tanzania
Youth Involvement Within Agricultural Co-operatives in Tanzania

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Summary

The agricultural co-operative has become among the most viable organisation to promote self-employment and development for the youth worldwide. This research report is based on Tanzania to reflect youth involvement in agricultural co-operative in southern highland specifically Iringa, Njombe and Mbeya Region in the country. Mainly the research report aims at exploring the relationship between agricultural co-operatives and youth perceptions and performance, the positive and negative impacts of youth to join or not to join co-operative dealing with agricultural activities and the way forward on emphasizing the youth to join agricultural activities and agricultural co-operatives.

This research report is designed to be of quantitative, qualitative and descriptive. The authors will use their practical experience obtained from the field during collection of data which is primary data to show the youth involvement in agricultural co-operatives based on their ages and level of education.

For the case of the southern highlands of Tanzania (Iringa, Njombe and Mbeya) efforts to emphasize youths to join in agricultural sector can be done through co-operatives in agricultural activities such as cultivation of crops, livestock-keeping such as chickens, fishery and bee-keeping. The agricultural co-operatives can support the youth to employ themselves though selling their products to buyers via co-operatives also they could help youth to have access to land for more production, link them to financial institutions to acquire loans for further production, marketing, packaging and meet customer’s needs.

This research report will provide knowledge on the current situation of youth in agricultural co-operatives, recommendations on the interest of the youth and how to involve them more. To utilize all the opportunities found in the agricultural sector in Tanzania as its believed that agriculture is the backbone of the economy and if utilized well may raise the living standard of the majority of Tanzanian.
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Acknowledgement

This research was based out of an interest from a joint cooperation between Agriterra and AgriProFocus Tanzania to gain knowledge about the current situation of Youth involvement within Agricultural Co-operatives in Tanzania.

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Also, we would like to thank the SNV Tanzania employees, the enumerators (Dismas D. Massawe, Raymond F. Lyimo and Meshack Clarence) that helped us to do the interviews in the field and all the stakeholders that have given us the opportunity to gather information and made it possible for us to visit farms, meet the youth and getting an overview about the current situation.
Introduction

This research has an aim to find out how youth are involved in agricultural co-operatives in Tanzania. It is done out of a joint interest of Agriterra and AgriProFocus.

In Tanzania more than 77% of the population is considered youth. this number is estimated to grow very fast. According to the National Youth Development Policy of 2007, youth are individuals aged between 15 to 35 years old. Agriculture is considered to be the “backbone” of a nation’s economy. Which means that a country cannot be successful when the agricultural sector is not in good practise. In order to raise the agriculture sector, youth needs to play a huge role, as they are the largest part of society. However, this is usually not the case. The youth usually moves from rural areas to urban areas. With the belief that there will be a lot of job opportunities and quicker money in the urban areas.

Mr Mwakipesile (65, a member of co-operative society dealing with Irish potatoes in Mbeya region) explained,” Youth are running away from agriculture co-operative and they want to work independently in the agriculture activities by assuming to get more money”.

Agricultural co-operatives have a primary purpose to increase members’ production and income. This is done by finding a link between finance, agricultural inputs, information, and output markets. The purpose of agricultural co-operatives is to help farmers increase their yields and incomes by pooling their resources to support collective service provisions and economic empowerment. The current status of these co-operatives in Tanzania is not well. This is due to several reasons but mainly due to mistrust. Especially within leadership areas, where according to Mr Boaz Swebe (UWATU-Umoja wa Wafugaji Tukuyu), “leaders do not listen to farmers voices on solving their problems but rather leaders are selfish and political oriented which is not good at all”

The youth involvement in agricultural co-operatives is the most important activity to develop the agriculture sector and increase the income level of youth in Tanzania. Establishing youth co-operatives dealing with agriculture, specifically in rural areas, will enhance youth to cultivate for commercial or business purposes and therefore agricultural co-operatives can play a significant role to improve outputs. Also, agricultural co-operatives for youth are able to provide beneficial information to government bodies, policy makers and donor organisations plus provide this knowledge to the youth to enhance their rights.

The field study took place in the southern-highlands of Tanzania. The main regions of research where Iringa, Njombe and Mbeya. The field questionnaire, primary data and secondary data information was collected from eight farmer organisations.
1. Tanzania

The country is located on the east side of the African continent. It is surrounded by 8 countries such as: Kenya, Uganda, Rwanda and Mozambique. Tanzania has 885,800 km$^2$ of land which makes it the 31st largest country in the world and the 13th largest in Africa. In 2013 the arable land counted 13.5 million hectares of which 396,500 km$^2$ is used for agricultural purposes (The World Bank, 2016). This is equal to whole surface of Zimbabwe plus extra. In 2015 the population counted 53.5 million inhabitants. This equals to 0.3 ha arable land per person.

Agriculture in Tanzania is mainly rain-fed and is dominated by smallholder farms. These farms have an average size between 0.9 ha and 3.0 ha. About 70% of the produce is cultivated by hand, 20% by ox plough and only 10% by tractor. This means there are a lot more opportunities available within this country. Especially starting with irrigation. According to the National Irrigation Plan of Tanzania of 2002, approximately 29.4 Million ha of land has a potential for development within irrigation on different levels: 2.3 Million ha High potential, 4.8 Million ha medium potential and 22.3 Million ha low potential. Currently only 0.5 Million ha in total area is irrigated but only 0.4 Million ha has good infrastructure. There are a few main crops that use this irrigation, such as tea, sugar cane, coffee, flowers, grapes, fruits, onions, tomatoes, spices and other vegetables (Makoi, 2016). The crop production rose 44% during 2008-2013. The Sub-Saharan African average crop production rate was 18% in the same period (TanzaniaInvest, 2016).

<table>
<thead>
<tr>
<th>Type of Crop</th>
<th>Crops</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Staple Crops</strong></td>
<td>Maize, sorghum, millet, rice, wheat, beans, cassava, potatoes, bananas and plantain</td>
</tr>
<tr>
<td><strong>Cash and Export Crops</strong></td>
<td>Coffee, cotton, cashew, tobacco, tea, cloves, oil seeds, spices and flowers</td>
</tr>
</tbody>
</table>

Table 1: Common Crops in Tanzania: (Makoi, 2016)

Tanzania is the 99th largest export economy and also the 114th most complex according to the Economic Complexity Index (ECI). The export in 2014 was 6.4 billion dollars (5.7 billion euros) and the import was 13.5 billion dollars (12.1 billion euros). The main exported crops in 2014 where tobacco, cashew, nuts, coffee, tea, cloves and sisal. Of which raw tobacco was the most important export product. In 2015 this has already changed. With the most important export being vegetables, roots and tubers. With legumes at number one with a turnover of 266 million dollars (240 million euros) (Trade Map, 2015). Also, adding value products have increased tremendously in the past 5 years for export. In 2011, the estimated value was 3 million dollars but in 2015 the amount was already at 45 million.
1.1 Policies
According to the Tanzanian National Agricultural Policy of 2013, the evolution of the agricultural policy in Tanzania has been strongly influenced by macroeconomic changes. A few initiatives have been put into action for a quicker implementation of the Policy, such as: the Kilimo Kwanza Resolve, the Tanzania Food Security Investment Plan, Southern Agriculture Growth Corridor of Tanzania (SAGCOT), Feed the Future Programme and Bread Basket Initiative (Ministry of Agriculture Food Security and Cooperatives, 2013).

1.1.1 Agriculture
Within the National Agricultural Policy of Tanzania there are a few specific objectives in general which applies to all agricultural practices. Below a few example general objectives are given:

- Strengthen support and technical services such as research, mechanisation, irrigation, extension and training;
- Increase production, productivity and profitability from utilisation of the factors of production such as land, labour and capital;
- Enhance national food and nutrition security and production of surplus for export;
- Improve agricultural processing with a view to add value to agricultural produce and create jobs;
- Enhance production of quality products in order to improve competitiveness of agricultural products in the domestic, regional and international markets;
- Increase foreign exchange earnings from exportation of agricultural products;
- Provide enabling environment to attract private sector investment to take advantage of existing comparative and competitive advantages;
- Strengthen inter-sectoral coordination and linkages to increase efficiency and effectiveness;
- Protect and promote integrated and sustainable utilization of agricultural lands; and
- Promote implementation of cross cutting issues in agricultural undertakings.

1.1.2 Youth
There are a few policy statements which have been created for youth involvement in agriculture. These are given in the national agricultural policy from 2013 (Ministry of Agriculture Food Security and Cooperatives, 2013).

For example:

- Access to productive resources including labour saving technologies (mechanisation equipment’s), surveyed land, irrigation infrastructure shall be facilitated;
- The Government in collaboration with the private sector shall create conducive environment for youths to settle in rural areas through promotion of rural development;
- In collaboration with the Ministry responsible for Education and Vocation Training the incorporation of agriculture in the education and VETA curricula shall be promoted;
- The Government in collaboration with the private sector, civil societies, youth organisations and business community shall promote the culture of entrepreneurship among youths.
1.2 Youth in Agriculture

According to the World Bank (The World Bank, 2016) the country’s population ranked 76.5% of youth in 2015. This means the sub sector youth (which according to the FAO is between 15 years and 35 years old) is the largest segment in the community. This is due to several factors such as the decline in premature mortality.

The estimated growth in Tanzania is at 78.7% in 2020 and 81.5% by 2050! This results into a lot of growth opportunities. But then again, it is also the hardest for them to gain finance, which is needed to be able to grow or make their mark in the community. This is due to the fact that the opinion of the youth has a low acceptance from the elders.

1.2.1 Empowerment

The youth of today will be tomorrows elders. This is the most and foremost reason why the empowerment of youth is so important. As stated above, the youth population in Tanzania is estimated to be at 81.5% in 2050. But this issue is not only applicable for Tanzania. Today already 25% of the world’s population is between the age of 10 and 24. (UN, 2013)

Youth empowerment will bring a lot of benefits for society. For example: it will add meaning to the life of youth (especially if they are given an authority position), it will increase self-employment, rapid industrialisation and it will be good for nation building and development (Edclues, 2016).

The topic about youth empowerment is huge at the moment. Several NGO’s, organisations and other institutions are doing researches about this and trying to implement it. They all see the importance of this and would want to change the current way of action.

1.2.2 Importance

Everyone will benefit when young people are active within the decision making processes. Especially when it is related to affecting their lives. The overall development of the youth is enhanced when involvement with all the needed activities is high. This fact does not mean that they do not need others around. On the contrary, they will need advice, support and knowledge. This way they could learn from their own mistakes and the ones that others have already made, so there is no need to make them again. Also, it will boost their self-esteem, identity and will achieve a sense of pride.

It is important to realize that the youth of today are tomorrows adults. They need to understand their own decisions and responsibilities. Adults should work hard to overcome their deep rooted habits such as the idea and assumption that adults are “better” (more competent) than the younger population, because the youth lacks life experience. Support is needed, not control (Alexander, 2008).
1.2.3 Organisations
At this moment several organisations, NGO’s, networks and other companies are involved in this topic. Some examples of organisations and projects:

*The United Nations Development Programme (UNDP)*
Has offered to support the Tanzanian government with empowering its youth in march 2016. (UNDP, 2016)

*OYE: Opportunities For Youth Employment*
A project implemented by SNV (Netherlands Development Organisation) this is a 5 year project active in Tanzania, Mozambique and Rwanda. The aim is to improve the lives of 20,500 youth in two sectors: Agriculture and renewable energy. OYE matches skilled youth with labour market opportunities and contributes to new enterprises.

*IITA: the International Institute of Tropical Agriculture.*
The IITA developed a term which should attract, direct and make youth feel respected when being an Agricultural Entrepreneur namely, “Agripreneurs”.

*CTA: The Technical Centre for Agriculture and Rural Cooperation.*
In 2013 the CTA had a new Youth in Agriculture strategy. This was based on their four goals:
1. Strengthening engagement of young professionals in agricultural science and tertiary education
2. Promoting coherent and inclusive evidence-based policies on youth in agriculture and rural development
3. Enhancing youth engagement in agriculture through ICT innovation and utilization and knowledge management
4. Enhancing the engagement of youth in agricultural value chains
(Nteranya Sanginga, IITA, 2015)

1.3 Conclusion
The policies seem very good on paper, for agriculture in particular but also for youth. One main issue is the lack of implementation and the knowledge on these policies to the people who these occur to. If they do not know about it, how can they be helped?
There are a lot of benefits when youth is engaged, involved and actively participating with decision making. Not only for them but for the whole society. The youth has the opportunity to learn from the elders and the other way around. Because the elders have more experience does not mean that they cannot learn anything anymore. Times change, so does the environment and the youth can express their concerns, which is maybe something where the older generation did not think about (yet). This could help with the prevention of certain possible future problems.

2. Co-operatives, Association & Network
During the research, a few synonyms where spoken of often. Cooperatives, associations and network. The difference between the three is explained below.
2.1 Co-operatives

A co-operative should be seen as a private business organisation that is jointly owned and controlled by its members, who also uses its services. They were usually initiated by small scale farmers due to their weak position in the market as they are not able to produce large quantities. By joining forces the farmers would have a lot of benefits (see table 2)

Co-operatives in developing countries had a lot of failure in the past due to several factors. One of which was the misuse of its function for political or ideological purposes. Especially governments, they tried to control co-operative development for own purpose from above by “pushing” the farmers into a co-operative. Which resulted in poorly developed, unsustainable co-operatives and most important of all: distrust in the whole co-operative concept today. This is also the case in Tanzania. Many people associate the term co-operative with the past, government controlled co-operative (Koopmans, 2006).

### 2.1.1 History

In 1925 peasants in the mainland of Tanzania started informal, unregistered co-operatives. The main objectives was trade profit of their cash crops. The first union that was registered was the Kilimanjaro Native Cooperative Union (KNCU) this happened on the 1st of January 1933. This resulted in a huge growth in produce. It first started with coffee and followed by tobacoo. In the 1940-50’s other important co-operatives and unions were formed. The unions do not buy directly from peasants but through the primary co-operatives.

In 1968 the country had the largest co-operative movement in Africa and the 3rd largest co-operative in the world in terms of market share percentage of agricultural exports.

After the introduction of socialism by the government, all the macroeconomic and social programmes had to deal with radical changes. The government put an end to all primary co-operatives in 1976. This resulted in a failure of the unions as well. The whole supply chain was taken over by governmental companies, authorities and institutions. The peasants did not produce enough which resulted in a decrease in export. The government tried to re-introduce the primary co-operatives and unions in 1982 but the damage had already been done: co-operatives lost their properties and highly trained staff, members mistrusted the new efforts of bringing back the co-operatives and the number of potential members went down. This is still seen up to now (Maghimbi, 2010).

### 2.1.2 Current

As the problem with distrust stills occurs today, also between youth due to the information they may have received from their family members, it is going in the right direction. In 2005 the Co-operative Reform and Modernisation Program (CRMP) was launched to get an overview on how many and what the member controlled co-operatives do to fulfil the economic and social needs of these members. This resulted in a membership growth of 113%, from 750 000 in 2005 to 1 600 000 members at the end of 2017. (COOPAfrica, 2010)

**Table 2: Benefits of a Co-operative**

<table>
<thead>
<tr>
<th>Benefits of a co-operative</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A Better Position in the Market</strong></td>
</tr>
<tr>
<td><strong>Bigger Quantities to Sell</strong></td>
</tr>
<tr>
<td><strong>Easier Access to Larger Demands</strong></td>
</tr>
<tr>
<td><strong>Obtain Better Prices → Bigger Profits</strong></td>
</tr>
<tr>
<td><strong>Jointly Purchase Inputs and Credit for a Better Price</strong></td>
</tr>
<tr>
<td><strong>Better Marketing Opportunities</strong></td>
</tr>
</tbody>
</table>

**Table 3: Registered Primary Co-operative in Tanzania**

<table>
<thead>
<tr>
<th>Year</th>
<th>Primary Co-operatives</th>
</tr>
</thead>
<tbody>
<tr>
<td>1948</td>
<td>62</td>
</tr>
<tr>
<td>1952</td>
<td>172</td>
</tr>
<tr>
<td>1953</td>
<td>188</td>
</tr>
<tr>
<td>1957</td>
<td>474</td>
</tr>
<tr>
<td>1958</td>
<td>546</td>
</tr>
<tr>
<td>1959</td>
<td>573</td>
</tr>
<tr>
<td>1961</td>
<td>857</td>
</tr>
<tr>
<td>1966</td>
<td>1,500</td>
</tr>
<tr>
<td>1974</td>
<td>2,500</td>
</tr>
</tbody>
</table>

Source: (Maghimbi, 2010)
2.2 Association
Are voluntary groups or union of individuals who enter into agreement in order to attain a common goal or a specific purpose. For example Association of Iringa Tomato and Vegetable Growers Company Limited (AITVG), this is a good example of association of farmers who agreed to join their power and resources so as to have correct information about the market of tomatoes and vegetables also to capture markets for their products.

2.2.1 History
Association groups are a broad and original form of non-profit organisations, and have existed since ancient history. In Ancient Greece, for example, there were various organisations ranging from elite clubs of wealthy men to private religious or professional associations.

In preindustrial societies, governmental administrative duties were often handled by voluntary associations such as guilds. In medieval Europe, guilds often controlled towns. Merchant guilds (these were association of local merchants formulated for business purpose, Merchants work together in order to have common goals) enforced contracts through official ban and sanctions on their members, and also resolved disputes. However, by the 1800s, merchant guilds had largely disappeared. Economic historians have debated the precise role that merchant guilds played in pre-modern society and economic growth.

In Tanzania, associations groups were formed long time ago like Tanganyika African Association and they were very successful influence on society.

2.2.2 Current
Tanzania has undergone impressive political and economic developments and improvements in social welfare in recent years. However, the country continues to face considerable development challenges, not least in essential areas such as economic distribution, population growth, corruption and a stronger division between party and state. At the same times, new opportunities are arising which have the potential to become decisive for the necessary changes and reforms, there for formations of different association groups emerge which the main focus is to solve financial, economic and social problems of the people who have the same goals and objectives to be attain. For example, currently in Tanzania there are different associations groups especially in agricultural activities which includes youth, women and other people in the societies aim to increase productivity, marketing supports and value addition to the members of the association.
2.3 Network
The main objective of a network is to facilitate information flows. Especially information on market, technology, and policy changes. They also build social capital, confidence, and trust, and creates preparedness for change, lowering barriers to forming new linkages. Learning by interacting and searching. Other objectives are:

- Individuals not only belong to social groups, they also are connected to each other through network ties. These ties can connect people from different groups.
- This desire leads individuals to group together for mutual protection
- This principle leads to a system of strong, self-policing tribal groups that defend themselves by threatening to retaliate indiscriminately against the individual members of any aggressor group. It provides an incentive for groups to police their own members so as not to provoke retaliation.

2.3.1 History
The last decade has seen a tremendous surge in research on social networks and research on small groups. Indeed, research on the networks of small groups is fast emerging as an area of study (Nancy Katz, 2003)

Network researchers have distinguished between strong ties (such as family and friends) and weak ties (such as acquaintances) (Granovetter, 1983). This distinction can involve a multitude of facets, including affect, mutual obligations, reciprocity, and intensity. Strong ties are particularly valuable when an individual seeks socio emotional support and often entail a high level of trust. Weak ties are more valuable when individuals are seeking diverse or unique information from someone outside their regular frequent contacts. This information could include new job or market opportunities.

Historically networks groups were measured in one common type of network study, every member of an organisation is presented with a list of every other member of the organisation. Respondents are asked to put a checkmark next to every person on the list with whom they have contact. Respondents might also be asked to indicate how often they have contact, or the substance of those interactions. These self-report data are translated into a socio gram using visualization software such as Net Draw (Foster, 2003), (Cummings, 2004) (Mrvar, 2003)

Therefore networks becomes popular worldwide and different people within different groups were connected easily to have relevant information depending on the area of operation.

2.3.2 Current
A social network consists of a set of actors (nodes) and the relations (ties or edges) between these actors (Faust, 1995)The nodes may be individuals, groups, organisations, or societies. The ties may fall within a level of analysis (for example, individual-to-individual ties) or may cross levels of analysis (for example, individual-to-group ties).

Networking is the art of forming and maintaining mutually beneficial relationships with others who are linked to your career, sector, market, region or specific interest. To maximize its benefits there is a need to be active in sharing experiences, knowledge and contacts with other network members. In the same way, gain from the relationship with them.
Successful networking can help to raise the profile, meet new customers, develop knowledge or skills, explore new ideas, find investment, establish partnerships, and build a presence in other markets and source new suppliers. Popular networking opportunities include trade shows, conferences, seminars and social gatherings. These are often organised by trade associations, professional bodies, business support organisations and interest groups. Online networking allows to share knowledge and establish relationships with people all over the world.

Given sufficient time and energy, networks could become one of a business’ most valuable asset. Make a start by thinking about a business need and who could fulfil them (Faust, 1995). Due to different advantages obtained after joining or formulating networks, Tanzanian people are able to have a lot of networks which allow them to meet in markets of their products, finding buyers for their products and also to have consensus about different issues discussed in their networks. For example; throughout the country, there is a network group specifically for farmers, namely Mtandao wa Vikundi vya Wakulima Tanzania (MVIWATA), which help farmers in different areas of the supply chain. Such as: the production, marketing, supply, packaging and provision of different information basing on the area of expertise.

They now also have a focus on involving the youth within their operation. This is not everywhere yet but has started in areas such as Arusha which have delivered a great success and are willing to expand to all active regions.

**2.4 Conclusion**

A co-operative is an autonomous association of people united voluntarily to meet their common economic, social and cultural needs and aspirations through a jointly owned and democratically controlled enterprise.

Co-operatives adhere to seven main principles:

1. Voluntary and open membership;
2. Democratic control by members;
3. Members’ economic participation;
4. Autonomy and independence;
5. Provision of education, training and information;
6. Cooperation with other co-operatives;
7. and concern for community.

Due to previous issues with the name Co-operative, a lot of people have lost trust in this formula and are calling their co-operative a network or association. Even though they are acting in the same way but do not want the people to perceive them differently and do not want to join just because of previous issues.
3. Challenges & Opportunities

Agriculture and Youth are two subjects which are always needed and could always be improved. This makes the two very important, even more when combined. These subjects both have a lot of opportunities which go together with several challenges. Which you can find below.

3.1 Challenges

Education
One of the most common and well known challenges is education and knowledge. The average level of education in the agricultural sector is very low. According to the Unicef Data Base (UNICEF, 2016) a total of 71% of the Tanzanian inhabitants finished primary education in 2010., 14% completed low secondary education and only 3% completed the upper secondary education. This number is extremely low and equally the biggest key factor of the success of a country.

Not only is education needed for implementation of cultivation and usage of machinery. But also their rights, policies, access to markets, finance, land etc. in the following chapters you may find several challenges in different parts of the agricultural chain.

Skills
A lack of skills is a huge challenge. Skills in several things, ICT, Cultivation, record keeping etc. this all relates to knowledge.

3.1.1 Agriculture

Age
Farmers worldwide are getting older. In Tanzania, the average age in rural areas was 69 years old in 2013 (Andrea Allen, 2016). Even though, the average age of population is becoming younger. Agricultural stakeholders are worrying that there will not be enough people working in this sector which will eventually lead to less food and more hunger in the world. They say that there are not enough young people who will step into the footsteps of the older farmers. It is occurring in developed and developing countries. This is a very known problem, as several NGO’s, governments and businesses have made efforts to encourage the youth to become an Agripreneur or other way active within the sector (Gro Intelligence, 2016).

Finding a (steady) market
Generally it is very hard to find a (steady) market for most Agripreneurs. Some do not know where to begin and will just start by selling their produce on the side of the roads. But what also comes with this is they do not know how much they will or are producing, of what and when it will be ready for cultivation. This is due to the fact that most agripreneurs do not know how to keep records or the importance of this.
3.1.2 Co-operatives
The co-operatives in general have a disadvantage due to the past (see chapter 2.1) this will give a different perception than that is actually the case. This will also result in less animo for new members, especially youth participation. Another important factor is that a lot of the elders and board members from the co-operative do not trust the youth. They think that the youth is incapable of running the business, does not have enough experience and will “steal”.

In figure 4 the average age of the board members is given. This data is obtained through the questionnaire which was held in the regions of Iringa, Njombe and Mbeya.

![Figure 4: Average Age of Questioned Board Members in Different Co-operatives in Tanzania](image)

3.1.3 Youth in Agriculture
The perception of youth to agriculture is mainly that it does not pay for the hard work that is needed to be done. The industry did not go together with the mechanisation which happened in other countries, so farmers are still cultivating mainly by hand or ox. This is not only insufficient but will also release stress, pressure and will take more time to get the job done than when using technology.

Access to land
Without land no produce. The access to land is one crucial element when youth is trying to make a living out of agriculture. The youth faces greater difficulties with this challenge than adults. For young women even more. The most common used way to gain access is through inheritance. But since life expectancy has increased all over the world, this process will happen later in life. Land ownership is usually perceived as an “adult privilege”.

In many parts of Africa, it is a taboo to access the parents land when they are still alive. It is very unrealistic to expect the youth to purchase land through savings with the high cost but low wages and to gain finance you need collateral which you do not have yet. This will make it impossible for youth Tanzania recognizes this issue but does not have a change within policy??? For the youth and especially women to make it easier for land access. Youth often also lacks knowledge on the existing land tenure systems in their area, (such as rental or lease). These systems can be highly complex due to the overlapping set of rules, laws, customs and traditions. They are not always aware of acquisition, registration and taxation measures, which makes it easier to be affected by corruption and the fraud activities of land dealers.

Access to financial services
Even when the youth has access to land, they still miss one other key factor: access to finance. This is needed to cover the costs of planting and harvesting. To biggest issue to gain finance is that a collateral is needed. Which the youth want to access through the financial assistance. This means there is a vicious cycle. The youth wants land to be able to start or expand their business → need land to have as collateral → cannot access due to no capital as they are just starting up.
3.1.4 Youth in Agricultural Co-operatives

*Education*

There are several aspects which limits the productivity of yield and the implementation of the skills. Very important factors are access to knowledge, information and education. Especially for young rural women. Also there needs to be a clear strategy to adapt graduate skills to the need of rural labour markets. (FAO, CTA & IFAD, 2014)

Education is also needed to be a successful active member within a co-operative. When the youth does not know how things are done, why they are done and whom is responsible for it, they cannot be an active participant in the co-operative and do not know what the co-operative is actually doing or why it is important to be an (active) participant.

For example: having a share so being an owner and not just a member is important to give them a sense of responsibility and uniting to get a bigger market which eventually will bring a lot more turnover as the agripreneurs can go to markets that are further away or even export markets. Most of the youth or even all members do not know this. To provide information will also lead to a different mind-set: thinking about their children’s tomorrow instead of just their own.

When to youth does not know, they could come across lazy or result into mistrust to the elderly who then will have a different view of what the youth actually does and can do.

Education also has to do with knowing their rights, who to turn to when having questions about certain areas of the supply chain or finance.

3.1.5 Conclusion

There are a lot of challenges which all have their own problems attached to it, but this does not mean it is impossible to change. The most important challenge will be knowledge. Everything leads back to this. Not only schools, but also knowledge about record keeping, how to do certain practises and finding markets and finance.
3.2 Opportunities
With the challenges seen in chapter 3.1 also come opportunities. Also new opportunities occur, some examples are found below.

3.2.1 Agriculture

**Education:**
When looking at the skills challenge, there is a possibility to combine two challenges. Also including technology to go together with the growth of the economy and gain more interest in agriculture. It is possible to educate young Agripreneurs from a distance due to internet. A lot of youth have access to internet now a days which will make it easier to access a lot more youth than gathering them and using their time. The youth that does not have access to internet could learn from the ones that have. A co-operative could provide information to whom to go to in the nearby areas. This access to internet could be good for (for example) an app or online course. They could educate themselves and when having troubles, contact the co-operative or others through a forum. Here they could ask for help or further explanation and could provide to gained knowledge to other youth that are close but still do not have access to internet.

**Access to land:**
The minister of state announced that there will be 84 037 acres of land allocated to young entrepreneurs for them to run business. These will be divided over 72 districts out of 185. Also 113 district councils have established youth SACCOS. According to Jenista Mhagama, the government has set aside credit for the youth in the fiscal year of 2016/2017. An amount of 3.9 billion TSH. (The Citizen, 2016)

3.2.2 Co-operatives
Even though the name has a different perception in the country than what it actually means, does not mean that the model does not work. As seen in the past (see chapter 3), the model was a huge success, especially in Tanzania which was one of the most thriving countries due to the co-operatives.

The model is been used more often now but with a different name: association or network. The main principles are the same (see chapter 2).

**Record keeping**
There is still a lot to learn for a co-operative when it comes to record keeping. Not only the record keeping it self but also providing the knowledge on its importance to its members. The co-operative could have its records correctly in order but when the farmers do not have any, it will only make it harder to predict future supplies. The co-operative could give seminars on how to keep records, its importance and the possibilities. Also they could introduce a new innovative way to make it easier and less time consuming for the agripreneurs by a TEXT service. Whereas the agripreneurs could send a text (or via an app) to an acquainted person with the information about several aspects such as: when they planted the seeds, how much, when they cultivated and how much and what kind of fertilizers and pesticides used and when.

![Figure 6: Record Keeping](image-url)
3.2.3 Youth in Agriculture

Adding value
Not only can youth be directly involved in agriculture, but especially throughout the whole value chain. Adding value can be a huge advantage for the youth, using ICT, technology, new methods of preparations could provide more turnover and enthusiasm towards the agribusiness. This way the youth is still engaged but will gain a different perception about agriculture and what it can do to improve not only their lives but also for the ones around them.

3.2.4 Youth in Agricultural Cooperatives

Coaching
Together with the success of the “new” co-operatives, youth could play an important successful role. They are needed in a co-operative to be sustainable. For example with decision making. The youth is the future, the board cannot only decide for themselves but need to think and act sustainable. The youth needs to be involved, this can be done through a youth council or a youth member on the board who will represent the youth. But before this can be done, the elders need to gain trust again. This can be done through a kind of internship or coaching where the youth can learn about the processes that need to be done to keep the company running and the elders can get to know the youth, learn about their passion, technics and current knowledge.

3.2.5 Conclusion
With every challenge there will be several possibilities to conquer the challenge. The possibilities given are just a few examples of would could be done to improve the youth involvement within the organisations.

3.3 Conclusion
A challenge does not mean that it will be impossible. It will make the situation a bit harder but it is possible to change the current system. When looking at several possibilities it made it clear that there will be more possibilities for youth than there are challenges. But of course a lot of investment and patience needs to be there.

4. Findings & Discussion
This chapter discusses research findings in terms of analysis of quantitative variables and qualitative information. It contains descriptive analysis and discussion of the study in general. The study is aimed at exploring the involvement of youth in agricultural co-operatives in the southern highlands of Tanzania (Iringa, Njombe and Mbeya regions). During field research certain additional challenges and possibilities were visible. A questionnaire has been done using the AKVO app¹. It provided an overview of the current situation but it did not cover all challenges. Other observations are given in chapter 4.2. Separate questionnaires have been used for youth within the co-operative and board members. A total of 116 youth members have given accurate data and 23 board members divided over eight Co-operatives and associations (see appendix 2).

¹ A mobile phone and online service application that transforms field monitoring using android smartphones into useful data.
4.1 Findings

There were a lot of striking answers that came out of the questionnaire. For example: 73% of all members that provided information were male, there are no female board members actively participating and only 19% of all youth members is up to 25 years old. The charts can be found in appendix 3.

There is a movement going on at the moment. Youth are moving from urban areas back to rural from around the age of 30. They see a lot of opportunities within agriculture and would like to be a part of the movement. However, some see this as just a trend.

Also, most of the agripreneurs do not know what support organisations actually do, why they are there. The main points that they expect these organisations to do are:

- Providing education and training
- Providing seeds and other inputs
- Providing capital or knowledge on how to gain capital
- Finding markets

The most attractive agricultural product to the youth are seasonal. Such as tomatoes, maize and poultry. This is due to several factors. Capital of which is a huge one. But also factors as a lack of knowledge, lack of irrigation practises and “fast money”.

When there is a dry season, most of the members do not have the ability to still do the agricultural practises due to lack of irrigation. This is when most of which change careers for a few months to still keep the cash flow available.

One other big challenge, which is clearly visible, is the level of education. As you can see in figure 8, the agripreneurs do not have sufficient education levels. Only 22% of the interviewees went to the secondary education level. Which could give further complications along the line. Such as: keeping good records, the importance of the agricultural sector, needed business view and irrigation practises.

![Figure 7: Gender Youth Members](image)

![Figure 8: Level of Education](image)
Also, providing the knowledge to fellow agripreneurs could play a role when the “teachers” themselves do not have sufficient education.

4.2 Discussion

Some critical elements came across during discussion. These have been divided into 2 sections: Youth and Board members. Some of which are given below:

4.2.1 Youth

EDUCATION:

The access to the education is too low. Most of the agripreneurs that have been interviewed only or not even finished the primary education (see figure 8). This is a huge issue. This means that they only had the basics of life such as reading and writing. But most of the primary schools in the country do not really have a high standard of operation. This means that the quality of the education is very, very low. There are several reasons why the education level is so low, these differ to male and female interviewees. The most common reasons why the interviewees do not proceed in the education is due to family issues. For example: the parents do not have enough money to provide for all the children which results in taking the eldest out of school to work at the parents business (usually in agriculture), when a parent passes away or is sick, money is needed to feed the family. Mostly male agripreneurs need to take over the parents business at an early age or get married at a very young age. For females there are three main factors:

1. Perceptions: Females need to take care of the household;
2. Marriage at a young age;
3. (Unwanted) early pregnancy.

This will not give the needed level of knowledge for a business orientated view or the ability to think about the future. Most of the agripreneurs just think about today or tomorrow but not what will be the case in a few months or even a year.

But not only the access to education on academic level is too low, also the education on agricultural practises, climate change, record keeping, pesticides, fertilizers, seeds and policies. A striking outcome is that 111 out of 116 interviewees did not know any policies regarding to youth and or agriculture. The other 5 know about only one policy, namely the Kilimo Kwanza. What exactly that they know about is unknown.

AGRICULTURAL EDUCATION:

As stated before, the agripreneurs lack a lot of knowledge. Also on agricultural level, but they are very eager to learn! They would like to gain more knowledge to improve their business and gain higher revenues. Main subjects of interest are:

- Soil texture
- Pest control: which are specific to certain crops and soils);
- Fertilizers: which to apply, when and how;
- Seeds and seedlings: Which are real/ fake, which are the best in regards to their soil and climate
- Understanding GAP
- Finding markets and marketing
- Storage
- Breeding
- Adding value
- Modern farming
Most of the interviewees where complaining about the lack of follow ups of NGO’s and governmental (extension) officers. They will promise certain help but do not do anything that the clients see or anything at all. They would prefer more frequent field visits to actually see the occurring problems and show interest by actually providing the follow ups.

ACCESS TO LAND:
The youth has several issues to face before being able to start or expand their business. One of which is access to land. Many have a very small portion of land. Usually between 1 and 3 acres (see figure 9). They obtain the land through inheritance from the family (usually parents) this means that they do not rent usually. This is mainly to produce crops for own consumption. What is left will be for the business. Nearly all would love to rent or buy more land to expand the business but then another issue comes across: Access to finance. They do not have collateral which is needed to obtain capital such as loans and grants.

Some also cannot join co-operatives due to production of only seasonal crops, whereas some co-operatives, of which they know, only work with perennial crops. Some of the youth would like to produce perennial crops. But think it will too hard for them as it will take longer to gain profit and think it is of less importance than the stability of certain income to be able to provide for their families.

POLICY

As stated before, 111 out of 116 interviewees do not have any knowledge about their rights and certain policies which are applicable to them. This is equal to 95.7%. Not only for agriculture in general but also youth opportunities. This is mainly due to lack of implementation as on paper it is very promising for them (see figure 10). A lot of opportunities and help should be provided.

For example: the policies towards access to land for youth is already better on paper than a few years ago but now the implementation needs to be more active and really needed to be put into action.
YOUTH COUNCIL
At most of the co-operatives there is not yet any youth council or youth representative in the board. A lot of youth did not even know what a youth council actually is and what they could mean for the others within the co-operative. When explained, some youth are really enthusiastic about the idea as they could create equal chances, be more involved and have the feeling that they are being listened to about their concerns and problems. But on the other hand, did not want to be leaders. When asking the same question to the board members, the most common answer was about the perception of “stubborn” youth, the youth does not have enough knowledge or education and where in that way are not “good enough” to be able to make decisions. A coaching or mentoring trial could be a good way to provide more trust towards each other.

MARKET
In general it is very hard to find a good, steady, sufficient market. This is why most of the members will accept the low prices which some brokers provide, as they do not have any choice or knowledge on how to find a better market. They see it as the only opportunity to gain income as there will be a possibility that nobody else would want their produce.

Another striking element was the produce, they all produce the same, mainly tomatoes, onions, potatoes, and corn. This is the only thing they have knowledge of and are fast crops. Some also now changed to sunflowers for oil and feed for livestock. When driving from location to location several “markets” (see figure 12) are selling these products next to the roads. The perception is that there is an even smaller market for other produce and a lack of knowledge about how to cultivate different crops is occurring.

There were a lot of complaints about governmental structures to find markets, and would like to have more knowledge on the possibilities, some export markets and expect support organisations to provide the knowledge on this subject.

QUALITY
Knowledge on the different quality standards is missing. Also the different market prices for these different qualities. Most of them are willing to change processes when they would have a correct understanding of what it would actually mean for them. This is an issue that is actually at co-operative level. When the co-operative is willing to have a certain standard and willing to provide education towards it members, everybody will benefit. Having a speciality product (such as organic or ISO standards) will generate more income than an ordinary product. Others just do not care about the standards and just want to generate income as soon as possible. These usually are not active or not even a member in a co-operative and will sell the produce to brokers or companies who want cheap produce.
ADDING VALUE
More education and knowledge on adding value is a common request of the members. But then again they see it as something what is not for them as there is no capital to purchase certain machinery and other processing facilities. There is an opportunity here when the co-operative is active, it could provide insight on joint purchase and jointly having a adding value facility where a few people could be specialised in.

ACCESS TO FINANCE
Most do not have any or very little access to finance. When wanting a capital through some of the co-operatives, there is a need of collateral to obtain. But to gain collateral, capital is needed. This will make it very hard for youth members to join successful cooperatives such as KIWIRA SACCOS.

RECORD KEEPING
Very few people know about the importance of record keeping and actually keep records (see figure 13) When being asked the question about how to keep records about the production, a common answer was: “I just keep it in my head” and others kept a book. But 59% did not keep any records. The whole co-operative could benefit when the members keep records, forecasts can be predicted and could be a guarantee towards future investors or markets. Also, the seasons when there will be too much produce could be highlighted and new markets can be found a few months or weeks ahead. If the members do not know how to keep records or think it will take up too much of their time, the co-operative could set up a TEXT system.

The members will just send the data via an app or when not having access to the internet via a TEXT message which will be put into a system and the co-operative will have an overview about how much produce they will have when and are able to find a more reliable market for them.

YOUTH TOWARDS CO-OPERATIVES
Youth mainly see the co-operative as a platform that will provide knowledge, training, easier access to loans, subsidies, networks and markets. Then again the willingness of active youth participation is considered very high. Board members say: when youth is involved they are less likely to do immoral or criminal activities.
The main challenges for youth in co-operatives are issues such as access to finance (need collateral to gain finance but need to finance to gain collateral), long procedures to process the loans when they are considered qualified which will take up a lot of time before being able to grow, the youth sees being a board member as a huge task and think that they are not capable to be in such a position and most of the knowledge that the youth has about co-operatives and its importance, they obtained through family members and relatives. (See figure 9) maybe due to the fact that the parents where already members before taking over the business. This makes them not an active member. A small percentage gets the information through governmental and/ or village offices. if this would increase there will be more accurate data on this issue.

4.2.2 Board members

YOUTH PERCEPTION

The overall view on youth by board members was really broad. a few said that they are more energetic, more creative and see a lot of potential in engaging them as a board member, while others see them mainly as a burden, lazy, lacking experience and not well enough educated. this is an opportunity to gain trust, using a coaching scheme where the youth gets to know what it takes, what needs to be done to be a successful co-operative and how to find markets, the elders could see the willingness to learn, enthusiasm and could eventually accept them as active board members who will also have a say.

ENGAGING YOUTH

Educating the youth about the importance of being a member and what the cooperative does will have a huge influence on attracting more youth to the co-operative and will make the others more active in this. Also knowledge on why they exist and the help/ activities that the co-operative could provide are of a huge importance.

Mobilisation of the youth is also seen as an issue, a lot see the events as consuming time and not useful due to distance. Engaging a few youth members with respectable status to engage more youth from the villages to come to event where they could be educated will be of great help.

Figure 14: How Did You Hear About Co-operatives?
OTHER:
During the research other challenges and ideas came across. Such as:

- **Pricing:**
  Knowing what the current market price is in combination of the quality that they are providing was a common one. This has a huge importance factor to be able to sell produce at a reasonable price instead of below market price just to sell.

- **Market:**
  Finding a fixed steady and reliable market is now a common challenge. There needs to be a way to eliminate the brokers within this. Selling directly to factories and or companies in bigger volumes will be beneficial for all. Also knowing who the end consumers are and what they want (relating to speciality produce or certificating) could be helpful in having a sustainable co-operative. It is easier to influence the current supply by having this knowledge then just producing a product of lower quality. Finding other side markets when there will be more produce could also be very helpful. This way there will be a security towards the members that the produce will not be wasted and will generate income.

- **Logistics:**
  Collecting the produce from certain farms and transporting them to and from different collection centres. Which will then again be transported to district collection centres will make it easier to sell the produce in bulk and will bring less troubles for the farmers who will need to go with a bicycle or motorcycle.

4.3 Conclusion
A lot of challenges to engage youth in agriculture and in co-operatives are visible directly, others need more research. But it does not mean it will be impossible. At this moment a trend is going on where the youth around 30 years old is interested in pursuing agricultural practices. A possibility is seen in this segment of the economy and are willing to change careers and become an agripreneur. Though it will be easier to enter this segment with a co-operative, when it is run under correct circumstances.

People are very eager to learn which is a huge opportunity for co-operatives to step in and provide the knowledge. Making more people interested in this career and making the country grow rapidly. There is a lot to be done in every co-operative to reach successful point and could engage more youth, where support organisations could provide services to these co-operatives to improve the participation and attract even more future agripreneurs.

5. Recommendation & Conclusion
This chapter will provide a recommendation and conclusion towards Agriterra and AgriProFocus, about some possibilities to implement more youth participation in agricultural organisations/ co-operatives.

5.1 Recommendation
**Towards board members**
The most important aspect is that the co-operative and its board members need to be willing to change and accept youths opinion with certain decisions. The board needs to realise the importance of youth in agriculture and in their co-operative at first. Giving the board members education on several aspects such as access to markets, insurances, spreading knowledge, importance on record keeping and how to do so, how to increase yields by using certain seeds, fertilizers and pesticides, providing the information on speciality products, grading of quality products are all issues of great importance. Which they then could provide to their own members.
The board needs to find inspiration and willingness to make the co-operative a success again. This could be done through providing success stories to them. Somebody who can show the possibilities which an individual and a co-operative could benefit from and make them have faith in the future again. Not only is this relevant to the board members but also to the youth.

Finding investors together with the board members to invest in certain processing facilities or trucks in nearby regions instead of in different regions could be a step for several co-operatives who are active in certain fields such as cocoa. This could help them towards eliminating the broker and will give the co-operative a larger benefit. Providing knowledge on where to find and how to keep reliable markets will be of great interest including managing their funds.

The importance on record keeping and making that clear to all its members would benefit the whole co-operative and everybody in it. A Text system could be put in place together with the support organisation in which the agripreneurs will text an acquainted person about the harvest, what they have used (fertilizers, pesticides, seeds, irrigation methods), how often and what the produce is. This way the members do not have to waste a lot of time and makes predictions for the co-operative easier.

A youth council is a demanding element from the youth but will not be easily accepted by all board members due to complications. With this fact, support organisations could set up a plan to implement a mentoring scheme where the elders could learn to trust the youth and could see the willingness to learn and youth could get a view of what a co-operative is actually for, what the board does and how to be a professional in that way.

The co-operative should provide knowledge to the youth about the previously given issues such as what a co-operative is, what it is for, the importance of being a member, importance on record keeping, agricultural practices and climate change.

Towards youth
When the demand is in place they could provide trainings on different subjects such as finance, record keeping, when to harvest and finding markets. Also it will help when showing success stories to the new generation about agripreneurs who also started of just like them and are now a successful business (wo)man. It would be nice to see what it could bring and for them being able to ask questions on certain subjects. Bringing these people to events and trainings will make it more accessible and maybe even more youth will show up.

Helping to establish a youth council or union within the co-operative is also a huge element in which support organisations could play a role. Not only will it be the voice of the youth towards the board, the council could also be used as a knowledge transfer. For youth that are located in more rural areas and are not able to attend certain trainings. A member of the council could go to these villages and spread the word. This person could also be somebody to where the youth could go to when having any troubles or questions about the coming harvesting periods, pest control, fertilizers or other agricultural activities. It will make it more accessible for the youth instead of going to the elderly, which will be a bigger step.
5.2 Conclusion

There is a movement going on in Tanzania at this moment. Youth are coming back from different careers to agribusiness. Being a part of the movement now could give great successes in the future. In which support organisation could be a huge input. Especially when it comes to education. This is the biggest factor which is missing in this segment of the economy. Education on all parts but especially on knowledge about a co-operative, agricultural practises and policies. Youth can be attracted to co-operatives through actually pursuing activities where they are for. Connecting them with agripreneurs who have made their business a success will be an enlightenment towards youth and could be very promising. They can see how it could be instead of only just hear stories. They are able to ask questions about all subjects and can implement it in their own strategies.

Support on growing their business is needed and therefor a lot of knowledge could be implemented. The knowledge could be provided through mouth-to-mouth communication. Support organisations could provide training to the board and some promising and inspiring youth members, who then could give the training to more local and rural youth who are not able or have difficulties to mobilize. A lot of possibilities and a lot of opportunities for the inhabitants, its economy, the co-operatives and the support organisations.
Bibliography


Appendix 1: Main Activity of Youth in Rural Sub-Saharan Africa

![Figure 15: Main activity status of youth in Rural Sub-Saharan Africa (% of youth rural population) source: (Nteranya Sanginga, IITA, 2015)](image-url)
Appendix 2: Co-operatives

Co-operatives and Associations That Have Contributed to the Research

Njombe Tomatoes and Vegetables Growers Association
Ushirika wa Umwagiliaji Bonde la Uyole
Muamaru Livestock Co-operative
KYEKU AMCOS IPINDA
RSTGA Tea Saccos
UWATU
KIWIRA SACCOS
OYE

Appendix 3: Findings Field Research

What was your dream job?
This question was created with a purpose of visualizing if the questioned agripreneurs had a different thrive when they were younger or if they have always wanted to be in agriculture. (figure 16)

The question was held in relation to a different question, namely: What is your field of expertise? (figure 17) This was to see if the main activity was being an agripreneur or if they had a different field of expertise with agriculture on the side.

What was striking was the fact that a lot of interviewees already wanted to be in agriculture from a young age. Other common interests were to be a doctor, business (wo)man or a teacher.

But nevertheless, approximately 84% is fully involved in agriculture. Others have other businesses when there are dry seasons and there is low activity within the agricultural sector.

![Figure 16: What Was Your Dream Job?](image1)

![Figure 17: What is Your Field of Expertise?](image2)
The average age of the youth was nearly 50% between 31 and 35 years old. According to some people this was due to education. They see potential in a business and have already tried to work in different sectors in urban areas, but with no success. Now seeing an opportunity in the booming sector of agriculture, they want to give it a try and see if success could be made here. The younger members do not all want to be here but need to be involved due to several aspects such as family issues.

The average age of the board members is strikingly high. Most of which had an age of 55 or higher. Sometimes even 70 years old. These people are of course needed in an organisation due to experience. But they usually do not have the knowledge on currently occurring situations which apply for the new generations. For example climate change, how to cope with it, what to do with certain crops etc. most of the elderly also do not have sufficient knowledge on modern technology or cultivation methods. Which could be a huge advantage for the youth when they are given the knowledge on this subject. This is why it is very important for a youth member to be on the board. He or she could represent the youth, could give information about occurring problems towards the board and could gain other information which is relevant to all.