

Regional Focus on Tanzania – USAID East Africa Trade Hub Activities

The USAID East Africa Trade Hub (EATH) works with regional public and private sector partners to develop systems and policies that improve competitive regional and international trade and food security in East Africa. The Trade Hub's partners include regional economic communities (RECs) and regional trade associations (RTAs). With its partners, EATH implements information and communication technology solutions, trade facilitation tools, and regional strategies to improve the transparency and accessibility of markets and provide policy makers with the evidence they need to make informed decisions for the region. Regional integration is key to fostering development of regional markets and increasing the competitiveness of African products globally. Tanzania benefits both through direct programs and through our regional initiatives across the East African Community (EAC).

Streamlining Transit and Cross-border Trade

EATH and its public and private sector partners work to reduce and remove trade barriers along the major regional transport corridors in East Africa. EATH's transit work in Tanzania includes:

Support to the Dar es Salaam One Stop Center (OSC). EATH worked with the Tanzania Port Authority (TPA) to create a OSC that houses all necessary agencies for the Dar Port cargo clearance process under one roof. The goal of the OSC is to create efficiency in the processing of clearance documents and streamlining of processes, resulting in fewer days of cargo dwell time. The OSC ensures that all necessary government agencies are present and ready to execute their duties.

Before the OSC, clearing and forwarding agents traveled over 14kms to multiple government agencies in search of the approval stamps necessary to complete the cargo clearance process at the Port of Dar es Salaam. Failure to collect the proper stamps cost freight forwarders time, which translates to lost money for East African businesses, congestion for the TPA and lost revenue for the government of Tanzania.

The OSC has contributed to the reduction of congestion at the Port of Dar es Salaam through greater efficiency - freight forwarders now finish their paperwork within hours. TPA used to clear the paperwork of approximately 25 agents a day; they now clear more than 100. As of August 2013, the Tanzania Port Authority (TPA) has fully embraced the OSC concept and is currently building a much larger building (35 stories) to replace and enhance the original OSC. This will further streamline the cargo clearing process and simplify the payment process and receipt of bill of lading.

Revenue Authorities Digital Data Exchange (RADDEx) 2.0. Over the course of the last four years, EATH has been working with the EAC and national revenue authorities in Kenya, Rwanda, Tanzania, Burundi and Uganda to develop an innovative regional customs information exchange platform, RADDEx 2.0. RADDEx is a customs software solution owned, operated and maintained by the EAC Revenue Authorities. RADDEx 2.0 is also a capacity building initiative that demands regional cooperation to allow for the free and automatic flow of customs data between EAC Partner States.

RADDEx 2.0 collects data from point of lodging to final destination and translates it into a readable format for all EAC countries. Data collection is efficient, secure and paper-free. It allows authorized users access to relevant customs declaration information that is used for determining duties and clearing shipments across the key borders of the EAC.

In addition to capacity building within the public sector, EATH has conducted extensive private sector initiatives. In June, 2013, EATH launched a mass-registration and training program for private sector users

of RADDEx 2.0, mostly clearing and forwarding (C&F) agents. EATH recruited 35 firms across all EAC Partner States, accounting for 60 to 70% of EAC trade flow, to participate in the initial rollout of RADDEx 2.0 and trained 172 of their employees. This pilot confirmed the system's feasibility and allowed for system developers to address any problems before a full-scale rollout of the platform to the private sector. EATH awareness building has increased enthusiasm for RADDEx among the private sector.

EATH continues to provide online support to all revenue authorities RADDEx 2.0 focal persons, which has translated to an immense capacity building initiative of the RADDEx 2.0 administrators. EATH embedded an IT expert at the EAC Secretariat to provide daily system administration and issue tracking. This intervention has enhanced RADDEx utilization within revenue authorities.

Joint Border Committees (JBCs) for domestic border post integration. EATH is working to simplify and coordinate border clearance formalities by establishing JBCs that will lead to domestic border post integration. USAID/EATH has worked in collaboration with the Ministry of Industry and Trade to establish JBCs along the Dar Corridor (Kasumulu and Tunduma) and Central Corridor (Namanga, Kabanga, Mutukula, Rusumo, Isebenia and Sirari). JBCs facilitate multi-sectoral collaboration of key government agencies and the private sector. By domestically integrating the borders, EATH hopes to reduce the time and cost of doing business by enabling operators to move more efficiently across one side of the border. In addition to this, EATH supported the Tanzanian Government in developing a National Strategic Framework for Management and Administration of Borders. This framework is complemented by a Harmonized Cargo Clearance Procedures Manual. The manual will help to reduce the uncertainty that traders face when crossing borders and therefore reduce transit time and cost.

In 2013, EATH expanded its JBC work to include border assessments and dissemination of transit, trade policy, and structured trade tools. In August 2013, EATH visited Namanga border (Tanzania/Kenya) to engage Cross-Border Traders Association members in discussions about RADDEx 2.0, Simplified Certificate of Origin and Rules of Origin. The session also aimed to increase awareness of the Trade Hub's structured trade initiatives including Regional Agriculture Trade Intelligence Network, (RATIN), harmonized staple food standards and the Trade Help Desk. Nearly 80 private and public sector representatives attended the meeting.

In December 2013, EATH joined over 15 Government of Tanzania agencies and private sector stakeholders to formalize and mainstream JBCs in Tanzania. The meeting culminated in a signed Terms of Reference for managing JBCs which will be implemented by the Tanzania Trade Development Authority (TanTrade).

East African Customs and Freight Forwarding Practicing Certificate (EACFFPC). The Federation of East African Freight Forwarders Associations (FEAFFA) is an apex body of freight forwarders associations in the five countries of the East African Community. Tanzania is represented by Tanzania Freight Forwarders Association (TAFFA). Over the last three years, EATH has supported the professionalization of the industry by promoting best practices, providing required information, training, and improving the capacity of the freight forwarders to advocate for an effective freight logistics industry in the East African region. A significant part of the delays experienced at the ports and the borders is due to the inefficient clearance of goods, in large part because of uninformed freight forwarders. It is in this regard that FEAFFA with the support of EATH, and in conjunction with revenue authorities in East Africa, developed and implemented the EACFFPC. EACFFPC is a mandatory training program to all customs agents jointly implemented by the East Africa Revenue Authorities and the national freight forwarding associations affiliated to FEAFFA. The course is offered to individuals already practicing or intending to practice in the clearing and forwarding industry throughout the East African region. To date 891 students have been awarded practicing certificates.

Strategic plan for the Tanzanian Truck Owners Association (TATOA). EATH supported TATOA in developing a three-year strategic plan to help the Tanzanian trucking industry fully prepare itself for integration within the East African Common Market. The strategic plan has helped TATOA identify the

industry's needs, sharpen its advocacy and ensure that TATO A remains relevant and responsive to the needs of its members and other stakeholders. The strategic plan has contributed to TATO A's stability and growth.

Improving Trade Policy

EATH works with the EAC to promote its regional integration agenda in the areas of customs administration, trade facilitation, and revenue management.

EAC transforms into a fully-fledged customs union. EATH provided technical assistance to the Trade and Customs Division of the EAC Secretariat and to the Customs Departments of revenue authorities of the five EAC Partner States resulting in the decision by the Council of Ministers on November 13, 2009 that the EAC transform into a fully-fledged customs union. The immediate impact was the full elimination of internal tariffs among EAC Partner States on some 1,123 products such as meat, dairy products and apparel which came into effect on December 31, 2010.

Common Tariff Nomenclature and the Common External Tariff. EATH provided technical assistance and support to two RTAs, the African Cotton & Textile Industries Federation (ACTIF) and the Eastern Africa Grain Council (EAGC) to draft the private sector position for Common Tariff Nomenclature and the Common External Tariff provisions of the Common Market for Eastern and Southern Africa (COMESA) Customs Union. The majority of the private sector opinions were incorporated in the final COMESA Customs Union Protocol.

Rules of Origin. EATH provided technical assistance to RTAs (ACTIF and the Federation of East African Freight Forwarders Associations) to review the proposed COMESA/EAC/Southern Africa Development Community (SADC) Tripartite Rules of Origin annex on transit, customs and trade facilitation as part of the Tripartite Free Trade Area negotiations.

Simplified Tariff Regime (STR). EATH provided technical assistance to the EAC and COMESA in the roll out of STR in the East Africa region including development of an STR Users Guide and assigning Harmonized System (HS) Codes to STR eligible products as approved by the Ministers. The *HS Code* is used as a basis for the *customs* tariffs and for the collection of international trade statistics.

EATH supports EAC in validation of customs manuals. The EAC has moved closer to a fully-fledged customs union with the validation of three technical manuals: **customs procedures, customs valuation and post-audit clearance**, by the EAC Council of Ministers.

These manuals enable uniform interpretation of EAC customs policy. They will serve as operational instruments for implementation and as training tools for customs officials and other stakeholders. The technical manuals are essential to the region's transition toward harmonized policy, not only as a reference handbook, but also as a legal document anchored in EAC legislation and upheld in a court of law. Finally, they are essential for ensuring customs processes at regional borders are in compliance with the EAC Customs Management Act of 2004.

Simplified Certificate of Origin (SCO). The EAC SCO is an instrument to ease cross-border trade of goods valued up to US \$500. Through analysis supported by EATH, the EAC raised the limit to US \$2,000. The limit has since been gazetted. EATH is supporting the EAC to rollout SCO to traders and customs officials at targeted borders. As part of this process, USAID supported the EAC's Regional SCO meeting in Arusha, Tanzania in August 2012. One of the key outputs of this meeting was the adoption of a harmonized list of eligible products for clearance using the SCO. In March 2012, EATH supported the rollout of SCO at the Rusumo border between Tanzania and Rwanda. Through JBCs, EATH holds trainings at borders across the EAC to create awareness of the SCO. In 2013, EATH conducted an SCO workshop in Namanga with the local Cross-border Traders Association. Low-volume traders learned about provisions and benefits of SCO. Sensitization activities will continue to focus on borders in Tanzania.

EAC Trade Helpdesk. EATH supported the EAC in developing a web-based trade statistics and market access requirements website – the EAC Trade Helpdesk, <http://trahelpdesk.eac.int>. This is a tool that makes it easy for policy makers and businesses to access information on applicable tariffs, Rules of Origin, non-tariff market access requirements and trade statistics. Data from 2008 to December 2012 is now available on the site. National bureaus of statistics in each of the EAC Partner States can upload new data directly into the database.

In June 2013, EATH facilitated national trainings and awareness creation targeted at prospective Trade Helpdesk users from the revenue authorities, central banks, private sector associations, research institutions, and ministries of trade. The trainings were conducted in Kenya, Burundi, Rwanda and Tanzania. A total of 81 people were trained in the four countries.

Support the EAC to develop a Food and Nutrition Security Policy (FNSP). The EAC Sectoral Council of Agricultural Ministers directed the EAC to establish a working group on FNSP in August 2011. The working group is composed of public and private sector stakeholders engaged in food security and nutrition and led by EAC Partner States, Ministries of Agriculture and Ministries of Health. EATH helped the EAC draft a *Working Document for the EAC Working Group on Food Security and Nutritional Policy*. The document provides a situational analysis of the current status of food security and nutrition policies in each of the EAC Partner States. The working group is charged with developing the FNSP as a core contribution to the implementation of the EAC Food Security and Nutrition Action Plan.

In 2013, an EATH team of international and regional consultants developed a draft FNSP. The regional FNSP aims to build synergies and assist with the implementation of existing national and sector policies and strategies to effectively address issues of food insecurity and malnutrition in EAC Partner States. Its purpose is to improve the nutritional status of East Africans through multi-sector and harmonized interventions for the enhancement of food security, health and social and economic wellbeing. The FNSP is purposely formulated at a broad level that provides a policy basis for seeking resources, advocating higher priority interventions and developing operational and management strategies. The draft is under review for final revisions before being submitted to the EAC.

Supporting Structured Trading Systems

EATH collaborates closely with RECs, RTAs such as the EAGC, bilateral missions and their projects, international development partners, regional non-governmental organizations (NGOs), private sector organizations and lead firms to address trade policy issues and standards gaps that constrain intra-regional trade in staple commodities, strengthen the region's market information systems and build capacity within the region's organizations to institutionalize structured trading systems.

Harmonized Standards for Staple Foods. EATH has facilitated extensive consultations between the EAC, COMESA and the Alliance for Commodity Trade in Eastern and Southern Africa (ACTESA), national level bureaus of standards and the private sector to harmonize standards for 22 staple foods including maize, wheat, rice, beans, and millet. The East Africa Standards Committee formally approved the regional standards. The standards were gazetted by the EAC Council of Ministers in November 2013. Harmonized standards are a major component of the EAC Food Security Action plan. Common standards will increase access to markets for farmers and traders who can now accurately appraise their product and look for competitive prices across borders.

In 2013, EATH met with national NGOs, the USAID bilateral mission and government ministries to present EATH's standards work and to identify how Tanzanian organizations can most effectively leverage the training manuals and awareness materials that EATH developed to reach key audiences such as: producers, farmer-based organizations, warehouse operators, traders, processors, relief agencies, extension officers and border agents. EATH also disseminated an EATH structured trade regional toolkit on USB data drives to facilitate national uptake of tools and awareness materials.

National and Regional Food Balance Sheet (RFBS). To provide better information to decision makers, EATH is working with the EAC, the EAGC and the World Food Program to develop a Regional Food Balance Sheet that will help governments monitor food stocks in their countries and across the EAC. The RFBS is an extension (aggregation) of the national food balance sheets and focuses on key staples - maize, rice, wheat, millet, sorghum, and beans - in the five EAC member countries. The EAGC opened an office in Tanzania in 2008. In 2012, to help institutionalize the RFBS, EATH and the EAGC established National Food Balance Sheet Committees (NFBS) in Kenya, Tanzania, Uganda, Rwanda and Burundi. The NFBSs are comprised of public and private sector actors, relief agencies, and donors who are tasked with collecting and aggregating country-level data. EATH trained national and regional FBS committee members in data collection, use of the template, and use of a RFBS Portal. A total of 20 private sector companies in Tanzania contribute to RFBS. The RFBS Portal can be accessed at: www.rfbs.in and is housed with the EAC.

Structured trade systems/commodity exchanges. EATH continues to support efforts to market grain trade through commodity exchanges and other bulking systems. EATH conducted a preliminary assessment of structured trade systems in Tanzania. This included a review of the progress to date on formalizing a Tanzania Commodity Exchange, and an evaluation of the warehouse receipt system to identify areas of improvement and recommendations for creating the exchange, including initial steps to develop a business plan.

Agribusiness fairs. EATH sponsored an EAGC agribusiness expo in Arusha, Tanzania in June 2013. Agribusiness expos enable the EAGC to reach a wide audience and generate revenue, essential for the association's sustainability. Agribusiness expos have become an important venue for regional exhibitors for launching new products and technologies. Farmers also benefitted through trainings offered by EAGC on the harmonized EAC staple foods standards with a focus on maize, rice and beans. Other exhibitors showcased the latest agribusiness technologies in post-harvest management, storage, agro inputs, pest control and horticulture farming technologies.

Regional horticulture study. EATH concluded a preliminary assessment of regional fresh fruit and vegetable (FFV) trade flows across key borders in Tanzania, Kenya and Uganda. An initial study highlighted significant information gaps and informed the design of a follow-on study to develop a deeper understanding of the weaknesses and constraints affecting participants in the horticulture value chain in Eastern Africa. The second study analyzed six of the most widely traded fresh fruits and vegetables in the region: oranges, tomatoes, mangoes, pineapple, bananas and onions, highlighted main production areas, trade flows, price trends and how production is aggregated, sorted and graded, transported and sold. The report also analyzed marketing channels and discussed dynamics and governance of fresh fruit and vegetable markets in all three countries. These two studies were designed to provide USAID/EA with the data required to inform the design of Feed the Future interventions in line with its Regional Feed the Future Multi-Year Strategy.

Strengthening the region's Sanitary Phytosanitary Systems (SPS). EATH is working with the Center of Phytosanitary Excellence (COPE) and the East African Phytosanitary Information Committee (EAPIC) to develop regional pest lists for select staple commodities in an effort to streamline and shorten the SPS inspection process at borders and expedite cross-border movement of staples. EATH and its partners are also working to build the capacity of National Plant Protection Organizations (NPPO) to consistently manage and monitor SPS issues for staple foods and disseminate critical information more widely and more effectively. In total, EATH supported the training of 178 representatives from NPPOs, government parastatals, university researchers, and the private sector including farmers. Representatives came from eight countries: Kenya, Uganda, Rwanda, Tanzania, Burundi, Democratic Republic of Congo, Zambia and Ethiopia.

EATH supported COPE in the development of a regional SPS training program that covers the following topics: regional trade treaties, inspection procedures, pest surveillance, pest risk analysis, and phytosanitary treatments. This training program is designed to help ensure consistent knowledge within NPPOs, help strengthen practical skills across the region in areas such as pest risk assessment and surveillance, and

narrow the capacity gap between the region's NPPOs. By facilitating regional trainings, EATH and COPE are helping to increase coordination among NPPOs that should help facilitate regional policy discussions and improve the consistent enforcement of standards.

As part of its work to advance coordination and implementation of the Pest Information Management System (PIMS), EATH and EAPIC developed official country-specific and regional pest reporting methods and internet-accessible databases that support SPS requirements for East Africa, meant to facilitate the work of National Plant Protection Organizations (NPPO).

In October 2013, EATH supported the formation of the Tanzania National Phytosanitary Working Group (TPWG). Broadly, the TPWG aims to bring together institutions that deal with phytosanitary issues to share information on ongoing activities and develop strategies for better collaboration. Initial meetings formalized membership to the TPWG and outlined strategies of increased collaboration between stakeholders. The role of the TPWG is largely advisory, ensuring that informed decisions are made regarding national SPS policies and initiatives.

Regional Agriculture Trade Intelligence Network (RATIN) and Real-Time Warehouse Volume Tracking (RTVT). EATH has worked with the EAGC to upgrade and expand the RATIN and has introduced a number of new tools for market information collection and dissemination that will improve market transparency. The new RATIN links national partners into a well-designed and easy-to-use regional platform that provides accurate, timely and relevant regional market price data and analysis to a broad set of stakeholders.

The new RATIN also includes a RTVT system that enables warehouse operators to upload and update data on the available volumes (and grades) of commodities in their facilities via a simple smart phone application. EATH is working with the EAGC to link RTVT with the Regional Food Balance Sheet Portal (RFBS). Currently, five warehouses are registered in the RTVT system in Tanzania.

EATH and EAGC recently engaged additional market monitors including in Mwanza and Iringa in Tanzania. EATH and EAGC also began monitoring informal cross-border trade flows at three new borders including Namanga, Tanzania.

Increasing Trade under AGOA

EATH has worked since 2009 to increase Tanzanian exports to the United States under the African Growth and Opportunity Act (AGOA) initiative in four core sectors: apparel, cut flowers, specialty foods, and home décor/fashion accessories. Individual Tanzanian firms have benefitted from direct EATH support via technical assistance at the firm level to create market linkages through participation in trade shows, organizing buyer missions and matchmaking sessions. EATH-supported firms in Tanzania have exported more than \$2 million in AGOA exports since 2009.

Origin Africa. Origin Africa is an EATH-supported campaign and initiative composed of producers, designers, small businesses, exporters, buyers and retailers dedicated to improving African trade. Origin Africa works to develop, guide and promote African trade in the following sectors: textiles/apparel, cut flowers, specialty foods, home décor, and fashion accessories. Many educated, talented and skilled African designers and entrepreneurs are quickly and indelibly creating change in their countries. Origin Africa matches their enthusiasm with experienced industry leaders to facilitate, coordinate and advance trade efforts.

Tanzanian companies supported since 2009 include:

- Apparel: Kibo Trade, A to Z, METL
- Cut Flowers: Mount Meru Flowers; Tanzania Horticulture Association
- Home Décor/Fashion Accessories: Marvelous Flotea*, Footloose*; Masai Women Development Organisation*; Kwanza; CSDI, Doreen Mashika Zanzibar*

U.S. Trade shows benefitting Tanzanian companies:

- MAGIC Apparel Show – Las Vegas, NV
- SuperFloral Show – Miami, FL
- International Floriculture Expo – Miami, FL
- New York International Gift Fair – New York, NY
- Texworld, New York, NY
- Ethical Fashion Show – Paris, France

Market Engagement and Linkage:

- Origin Africa Designer Showcase events 2010-2013
- Swahili Fashion Week 2010/2011/2012/2013
- National AGOA Strategy produced (2004) in collaboration with the Tanzanian government and private sector
- Conducted numerous AGOA workshops

In August 2013, EATH led large U.S. retailer Anthropologie on a “buyer’s mission” to Tanzania, Ethiopia and Rwanda. EATH’s goal was to match reliable manufacturers in the region with Anthropologie’s brand and design aesthetic as it seeks to develop a collection from East Africa. As a result of the buyer’s mission, Anthropologie launched an East African collection in late February called Legend and Song which featured pieces from Doreen Mashika of Zanzibar and URU Diamonds of Dar es Salaam.

The Cotton/Textile/Apparel (CTA) sector is considered one of the most important in East Africa, providing direct and indirect employment to millions. While the value chain is growing, constraints remain. EATH undertaking a CTA value chain throughout East Africa and the CTA value chain team member will be visiting Tanzania during March and April of 2014 to undertake stakeholder interviews. The CTA study will provide insight into the impact of EATH’s interventions and provide direction for future USAID programming. Key issues include:

- Current state and trends for primary value chain components including production, exports and cost of inputs.
- Linkages between the segments of the value chain – particularly between Cotton and the Textile/Apparel Sector, on a national and regional basis.
- Impact of EATH and other interventions in the sector.
- Policy constraints to expansion of each segment of the value chain including trade, regulatory, and investment constraints.
- Opportunities for expansion of each segment of the value chain with a specific focus on investment and export opportunities.
- Recommendations for interventions and programming.

Capacity Building through EATH Grants

Rural Urban Development Initiatives (RUDI). RUDI works with farmer groups to introduce and expand warehouse receipts systems in central Tanzania (*Stakabadhi Galani*). RUDI has achieved high impact results from working with rice farmers groups in the Ifakara and Iringa Regions by helping to double the value of their paddy rice crop through dry milling. The Mbingu Farmers Group was able to store over 1000 MT of rice paddy and are dry milling the rice. RUDI also works with maize farmer groups in the Iringa Region, the Mangalali Farmers Group, and in the Handeni District, the Amani Farmers Group; activities have focused on maize aggregation, grading, bagging and marketing volumes, helping to link maize farmers directly to millers. RUDI set up Warehouse Receipts Systems that are certified through the Tanzania Warehousing and Licensing Board. RUDI established financing arrangements for its WRS systems with the National Micro Finance Bank of Tanzania (NMB) and Stanbic Bank. RUDI issues WRS receipts to farmers that are honored by these participating banks. The banks, in turn, advance funds to smallholder farmers and keep the WRS receipts as security.

Cereal Growers Association (CGA). During the life of two EATH grants, CGA assisted in the formation of 54 farmer-based organizations (FBOs) and 20 model satellite stores (MoSS). Both FBOs and MoSS are used by CGA to assist farmers associations to procure tenders for their products. For example, CGA found that umbrella groups eased management burden and allowed for more simplistic procurement with WFP P4P. Instead of submitting 30 tenders for 30 different FBOs, they could submit 2 tenders for umbrella groups of 15 FBOs. CGA FBOs benefitted from a host of programs: leadership trainings, education on EAC maize standards, seminars on negotiation and gaining access to markets, demonstrations on input application and post-harvest handling, and experiential field trips. The experiential field trips involved CGA sponsoring a group of farmers to travel to another high-performing farmer group where they could discuss best practices and learn from their peers. CGA collaborated with AGRA (the Alliance for Green Revolution in Africa) and the Kenya Maize Development Program (KMDP) to boost Tanzanian and Kenyan farmers' productivity through best agricultural practices. Increases in yield contributed to farmer income and general food security, especially when these farmers had a safe place to store their surplus and were able to use their new negotiation and market access skills to find a good buyer.

*Members of the African Women's Entrepreneurship Program (AWEP)

Agricultural Marketing Trust (AGMARK). EATH awarded two grants to AGMARK during the course of its project. The second grant entitled Agro-dealer Trade Across Borders Project (ATAB) builds on the success of its first grant (Sustainable Smallholder Cross Border Trade Integration, SSMATI) by increasing the number of linkages between agro-dealers and grain traders involved in cross border trade along the Uganda – Kenya, Uganda – Sudan, Uganda-Rwanda and Tanzania – Kenya borders. The objective is to increase regional trade and improve market accessibility for smallholder farmers. The AGMARK model encourages strong relationships between smallholder farmers, agro-dealers, and larger grain buyers. Agro-dealers sell farmers timely inputs; farmers then channel their outputs through the agro-dealers. Agro-dealers provide farmers with the benefits of group aggregation, attention to grain standards, storage, and linkages to larger grain traders. The end result is that agro-dealers add value to smallholder output, earning greater revenue for both the agro-dealer and the smallholder farmer. The AGMARK project is one example of how EATH is testing effective models for value chain efficiency and cross-border trade that meet the Feed the Future goal of identifying best practices that can be extended from a national to regional level. The ATAB grant extended from March to December 2012.

Sustainable Harvest at Origin/Africa Ltd. EATH supported a grant to Sustainable Harvest at Origin/Africa to improve coffee traceability and quality by developing an iPhone/iPad-based database to follow the coffee supply chain from point of collection at harvest to delivery in the U.S. assuring producers, coffee traders and consumers all along the value chain that they are getting a high-quality, premium coffee. Sustainable Harvest expanded their RITS program to add agricultural extension training called "RITS Ed." RITS Ed is an iPad app that delivers training videos to educate farmers on coffee agronomy, food security, and managing the coffee business. Videos are available in English and Kiswahili and can be shown to farmer groups for immediate training in any venue or no venue. Sustainable Harvest managers conduct all trainings and maintain all equipment, i.e. the iPhones and iPads.

African Fine Coffees Association. The African Fine Coffees Association (AFCA - formerly the Eastern Africa Fine Coffees Association, (www.eafca.org) held its 8th African Fine Coffees Conference & Exhibition in Arusha, Tanzania from February 17 – 19, 2011. The annual AFCA conference is a fixture on the world coffee calendar attracting over 800 coffee buyers, traders, and farmers from around the world and generates operating capital for this regional trade association. AFCA also organizes its Taste of Harvest program, which is the leading coffee cupping competition in Eastern and Southern Africa. The competition provides producers, millers, and exporters in AFCA member countries with a platform to showcase their coffee. While the main purpose of Taste of Harvest is to identify, catalog and promote the region's quality coffees, the program has a much broader impact on the development of the region's coffee sector by facilitating linkages between African producers and international buyers. In addition, EATH, through its partnership with the Coffee Quality Institute, has worked to improve the coffee sector in Tanzania by training those in the coffee industry in international cupping and tasting protocols.

Kyela College for Skills and Technology. EATH awarded a grant to Kyela College for Skills and Technology (KCoST) on February 9th, 2012 for the amount of \$192,450, focused on skills development in textiles for rural income generation. The grant supported the school to offer training in both textile and entrepreneurial skills to women and young people. Training was intended to enable the students to be able to enter the textile sector (in Tanzania, much of this sector exports to the United States through AGOA) or help them form their own textile enterprises. The grant extended from February 1 to December 31, 2012.