



NATIONAL CAPACITY-BUILDING WORKSHOP ON EXPORT PROCEDURES TO AGRI-VALUE CHAIN ACTORS IN DAR ES SALAAM TANZANIA 17TH NOVEMBER 2023



1.0 INTRODUCTION

The global crises of COVID-19, Conflict, and Climate Change pose challenges to EAC economies and business growth. The East African Business Council (EABC) partnered with Sequa GmbH under the Business Scouts Fund in the project on "Enhancing Competitiveness of Agri-food Industry and Mitigating the Impact of Global Crises to Improve Food Security in the EAC Region." Under the project, EABC organised the Master Trainers Capacity-Building Workshop on "EAC Export procedures and contract farming" on Monday, 24th July 2023 in Kampala, Uganda. During the training participants were exposed to the latest developments in Contract Farming to Agri-value chain and EAC Export Procedures for Food Products. The training sought to improve the technical and contractual capacity as well as enhance the understanding of export procedures & documentation for Agri-actors.

Following the Regional Training, EABC in collaboration with the Tanzania Chamber of Commerce, Industry, and Agriculture (TCCIA) organised the National Capacity-Building Workshop on EAC Export procedures on 17th November 2023 in Dar es Salaam, Tanzania.

2.0 BACKGROUND AND OBJECTIVE OF NATIONAL CAPACITY-BUILDING WORKSHOP

The main objective of the training was to improve the capacity and skills of Agri-actors on EAC Export Procedure in Tanzania to enhance the competitiveness of the agri-food industry and mitigate the impact of global crises on food security in the region.

Training on EAC export procedures, with a specific focus on food, is essential to facilitate smooth and successful trade within the East African Community. Exporting food products comes with unique challenges and requirements, including compliance with quality standards, safety regulations, and documentation procedures. By providing training on EAC export procedures for food, Agri-actors can gain a comprehensive understanding of the specific rules and regulations governing food exports within the region.

The training enhanced the knowledge of Agri-actors in Tanzania to navigate the complexities of the EAC market more effectively, ensuring compliance with regulatory requirements and reducing the risk of non-compliance penalties or rejected shipments.

Understanding the EAC export procedures for food allows Tanzania agri-actors can take advantage of preferential trade agreements, such as the EAC Common Market Protocol which provides tariff reductions and preferential market access.

The training provided agri-actors with knowledge of risk management strategies, logistics, and export financing options, enhancing their ability to mitigate export-related risks and optimize their export operations. Furthermore, by emphasizing product quality, safety standards, and efficient export operations, training fosters consumer trust, enhances competitiveness, and supports the growth of the food export sector within the EAC.

3.0 PARTICIPANTS

The workshop convened **35 Agri-Value chain stakeholders** from the Agri-Value chains, a representative from the Ministry of Agriculture, and the media to deliberate on the farming principles, processes, and best practices of Export procedures in the Region. The list of participants is attached as an **appendix**.

4.0 OPENING REMARKS

Mr. Vicent Minja, TCCIA President emphasised the significance of comprehending export processes and their pivotal role in driving the countries and Regional economic growth. He stressed the need for participants to use the training to scrutinise systems, identify challenges, and devise strategic solutions, paving the way for unprecedented success.

Mr. Minja highlighted that the workshop served as a platform to foster the exchange of experiences and unlock new avenues in business, industry, and agriculture. He expressed gratitude to the EABC for their invaluable cooperation in organising the event, emphasising the importance of collaboration in achieving collective goals.

The Chamber of Commerce, Industry and Agriculture remains committed to driving economic development in Tanzania through initiatives that empower businesses and enhance their global competitiveness.

5.0 THE TRAINING SESSION

Participants learned about the analysis of the EAC demand for selected food products and where the export opportunities exist. Export opportunity – demand analysis (cereals, rice, products of the milling industry, edible vegetables and certain roots and tubers, dairy produce, birds and eggs, export opportunities).

Participants learned about export-enabling principles of the East African Community.

Participants learned about EAC Export procedures and documentation.

Participants gained a comprehensive understanding of the current export regulations in Tanzania, including documentation requirements, compliance standards, and key legal considerations.

The workshop focused on simplifying and streamlining customs procedures, providing participants with practical insights into navigating the complexities of border clearance efficiently.

Emphasis was placed on the critical role of accurate documentation in the export process, ensuring participants grasp the significance of properly completed paperwork for smooth transactions and compliance.

Participants were introduced to various trade facilitation tools and technologies designed to enhance the efficiency of export processes, including digital platforms and electronic documentation systems.

The workshop covered strategies for accessing new markets and maximising existing market opportunities, offering insights into market trends, consumer preferences, and the development of effective market entry plans.

A key focus was on identifying and mitigating export-related risks, as well as implementing robust compliance measures to safeguard against potential legal and regulatory challenges.

The workshop facilitated networking among participants, fostering collaboration and the exchange of experiences, which is crucial for building a supportive export community in the region.

The workshop underscored the dynamic nature of international trade and the importance of continuous learning and adaptation to stay abreast of evolving export procedures, regulations, and market dynamics.

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17
a umeanza kusita hatua ilipo roki macho ya ona mwevu
ye aliona nyemelea unja kwa ana mwin- cwa hakika yupo ndani nyoka yule nye alikuwa va na vi- na mpira wa a amesahau navyojik- na taarifa kwani yeye wa kitu
ilimbi a mwindaji a macho upanga shaanza nkono geneza naohi- ngine la utoka e ulio- wakati a pale aada natatu ani ya a kupata
anza le mw- kumpi- yile lile nkatisha osha ni aliita akita guvu go ka- i juu sumu ga. l. ngon- a- na- ja- e icho ka

Mil 230/- zaw...

Na Mshabiki Amri, Mbozi

SERILINGI milioni 230 iliyotolewa chini ya mipango wa mwanen- leo kwa wakazi wa Taifa na maji Matsia uliotokolewa kwa mradi wa maji Matsia na 2,300 kumafika.

TCCIA yafunda mauzo nje ya nchi

Na Aveline Kitomary

RAIS wa Chamba ya Biashara, Viwanda na Kilimo (TCCIA), Watanzania kutambua umuhimu wa kuelewa taratibu za kuuzia nje ili kuchangia ukuaji wa uchumi wa nchi.

Alitoa kauli hiyo kwenye mafunzo kwa wafanya- biashara wa Tanzania ya kuwawezesha kutumia kikamilifu masoko ya nje ya nchi.

Alisema kutokana na ukweli huo Watanzania wanapaswa kuchambua mifumo, kubaini changamoto na kutafuta suluhisho zinazoweza kuwaletea mafuriko makubwa katika biashara na nje.

Akizungumza jana wakati akizindua warsha ya mchakato wa kuuzia nje ya nchi na Ukanda wa Afrika Mashairiki iliyoandaliwa na TCCIA kwa kushirikiana na Baraza la Biashara la Afrika Mashairiki alisema: "Tunakutana hapa leo kwa lengo la kujifunza, kubadilisha uzoefu na kufungua milango kuelekea fursa mpya katika biashara, viwanda na kilimo."

Kwa upande wake mfan- yabiashara kutoka Kampuni ya ROAF Investment ambao ni wauzaji wa bidhaa za asili, Joseph Kimambo alisema amejifunza kuhusu hatua za usafirishaji na hatua zingine ambazo zitamsaidia kujua anatakiwa kufanya nini ili aweze kusafirisha bidhaa nje ya nchi.

Naye Cheka Chuma, muuzaji wa mazao ya vyakula aliwashauri wafanyabiashara kujiunga na TCCIA ili waweze kupata mafunzo na hivyo kutambua fursa zilizopo na namna ya kuzifanyia kazi.

Meneja wa Wakala ya Maji na Usafi wa Mazingira Vijijini (Ruwaso) Mbozi, Ismail Nassor alisema hayo akizungumza na waandishi wa habari walipotembelea mradi wa maji Matsia uliotokolewa na Ruwaso kwa mwaka wa fedha 2022/2023. Alisema mradi huo umetawasha ujuzi wa tangi

la ujazo wa lita 75,000. Bomba umbali wa kilomita saba zilizosambazwa katika maeneo mbalimbali kijihi hicho, vituo saba kuchotera maji na ukari wa charzo kinachotun- kuzalisha maji. Nassor alisema kat- ya mradi huo wanach- Kaji cha Mbozi walik



Mkuu wa Wilaya ya Kisarawe, Fatma Nyamathi, (wa kulia) kutoka kwa Mwenyekiti wa Halmashauri ya Wilaya, Z...

Wodi ya wa kupata mw

Na Mwandishi Wetu

KAMPUNI ya Coral Paints ikishirikiana na Miss Tanzania 2022, Halima Kopwe imetoa msaada wa rangi kwa ajili ya ukarabati wa wodi ya watoto njiiti katika Hospitali ya Tum- bi, Kibaha Mkoa wa Pwani.

Akizungumza wakati wa kukabidhi msaada huo wenye thamani ya zaidi ya Sh milioni mbili, mlimbwende huyo alitoa wito kwa jamii kuwatunza vema watoto wanaozaliwa kabla ya muda ili kuokoa maisha yao, wakue vizuri na kuwa na tija katika jamii.

"Natoa wito kwa jamii kusikiliza ushauri wa watalamu wa afya katika kuhakikisha wato- to wanatunzwa vizuri, ikiwemo kutoa elimu kwa akina mama kuwapa joto la kutosha watoto wanaowazaa kupitia uleaji wa Kangaroo kwa kuwakumbatia ili kuwapa joto linalotakiwa,"

alisem- Al- aliser- ishiri- ikiw- Limi- Cor- kub- uhi- wa- ali- tiz- in- r- s-

Appendix

REGISTRATION LIST, TANZANIA

Name	Gender	Institution	Phone Number	Email
Anitha A. Sila	Female	Mercibel Cassava Flour	0713659455	anitha88sila@gmail.com
Joseph Kimambo	Male	Raw Afri Investment	0742770033	taborahoney2@gmail.com
Aveline Kitomary	Female	HabariLeo/Daily News	0679800833	avekitomary@gmail.com
Mwasiti Saidi	Female	Viungo	0655660535	
Deus Mjata	Male	TBC 1	0715175175	MjataDeus@gmail.com
Tanessa Lyimo	Female	TBC1	0715740030	tanessalyimo@gmail.com
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Mpeho C. Kilango	Female	Agribusiness Usambara	0734871325/0718797719	mpeho39@gmail.com
Felista Daniel	Female	Feda Food products	0712015429	fedafood16@gmail.com
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Neema Ndunguru	Female	Anisia Group Co. Ltd	0747577807	neemasamwel@nisiaggroup.co.tz
Oscar Augustine	Male	Mastermind Tobacco	0757668944	oscaraugustine@mtt.co.tz oscar_tesha@yahoo.com
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Fatma Besta	Female	Imxade Agro Ltd	0782605550	publicrelations@groupiag.com
Idfan Haji	Male	HSIMPEX & MODERN FLEXIBLE	0782146829	infranhaji1@outlook.com
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John Noel	Male	Heaven Bees	0748403260	yoramjohn@lcloud.com
Evidius Eustad	Male	EVRMAX Company	0658172617	evidius@evermaxco.com
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Heri M. Kateme	Male	TPHPA	0712240717	heri.kateme@tphpa.go.tz
Mary Obunde	Female	GNM International	0755705100	maryobunde@gmail.com

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Josephine Edington	Female	TCCIA	0769404145	josephine@tccia.com
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Amina Iddi	Female	Aroma Spice	0763178195	
Nansho Charles	Female	Nashlay Products	0653437112	
David Mwaijabala	Male	VICKMARK ENT.	0764161701	vickmarkea@gmail.com
Mkami Yusuph	Male	Mkami Agro Processors	0743250306	

POST-TRAINING EVALUATION ON THE PERCEIVED BENEFITS OF THE NATIONAL TRAINING

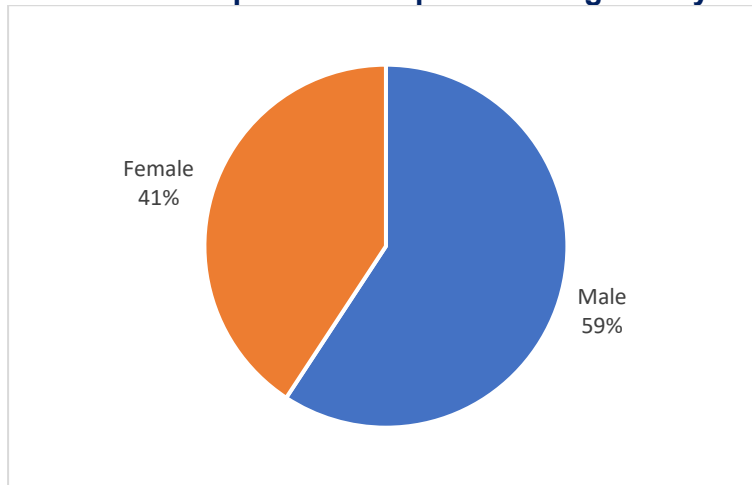
EABC conducted a post-training evaluation to get the perception of the benefits of the training. The following were the comments from the participants are summarised below:

PART A: GENERAL PERCEPTION OF THE TRAINING

1. Demography:

From the survey about 59% of the participants were Male and 41% were Female as shown in Chart 1 below:

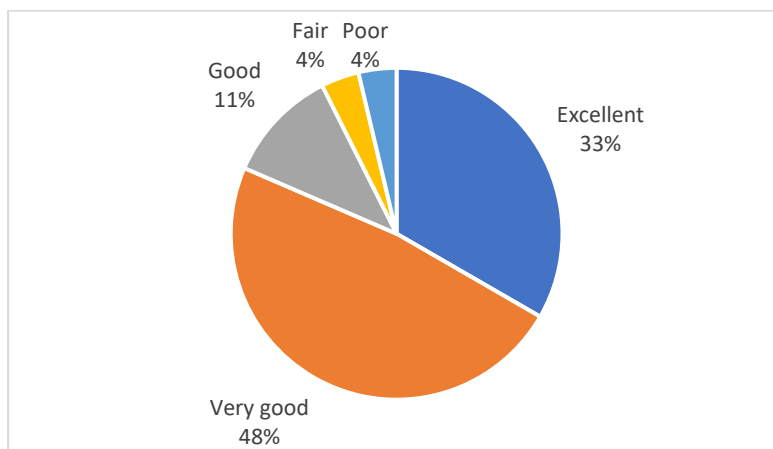
Chart 1: Participants of the post-training survey according to gender



2. Overall organisation and structure of the capacity building workshop.

33% of the participants were of the view that the organisation of the workshop was Excellent. Moreover, 48%, 11%, and 4% of the participants ranked it as Very Good, Good, and Fair respectively. However, 4% of the participants rated it as Poor. The chart below provides a summary of the responses.

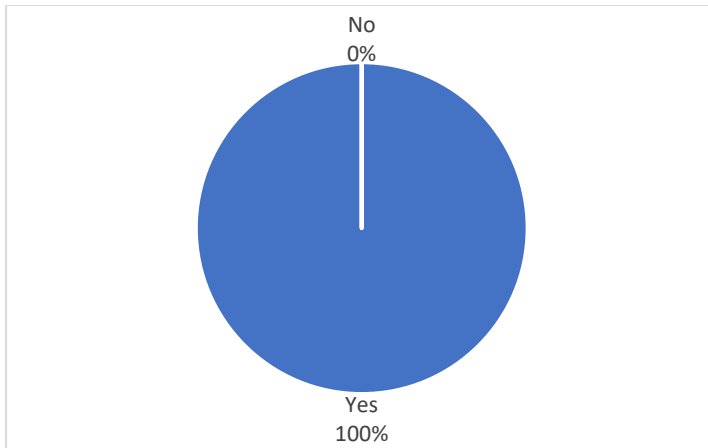
Chart 2: Overall organisation and structure of the capacity building workshop



3. Training objectives

All respondents replied that the training objectives were clearly stated and achieved during the training. Chart 3 below provides a representation of the responses.

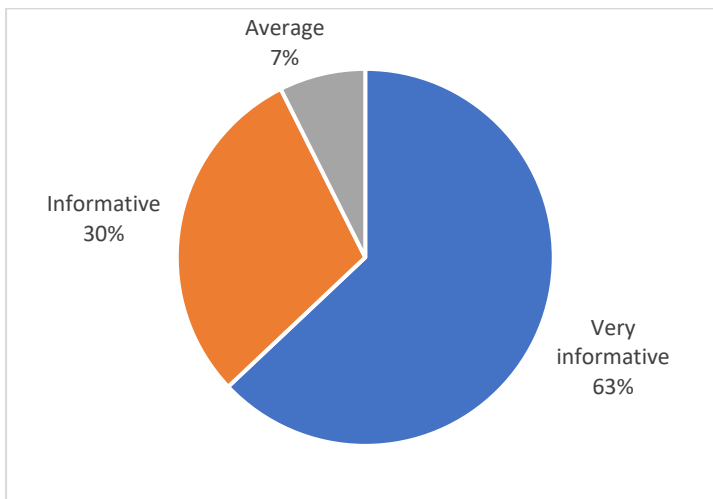
Chart 3: Clarity in stating and achieving the training objectives



4. Content of the training sessions

Most of the respondents (63%) were of the view that the contents of the training were Highly Informative. 30% and 7% of the respondents viewed the content as Informative and Average respectively. The responses are provided in Chart 4 below.

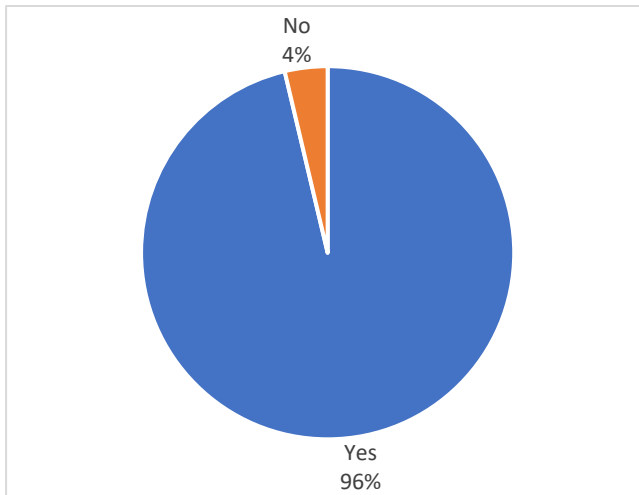
Chart 4: Rate the content of the training sessions.



5. Relevance of the training materials

96% of the respondents were of the view that the training materials were useful and relevant. However, 4% of the respondents had a contrary opinion. Chart 5 below provides a depiction of the responses.

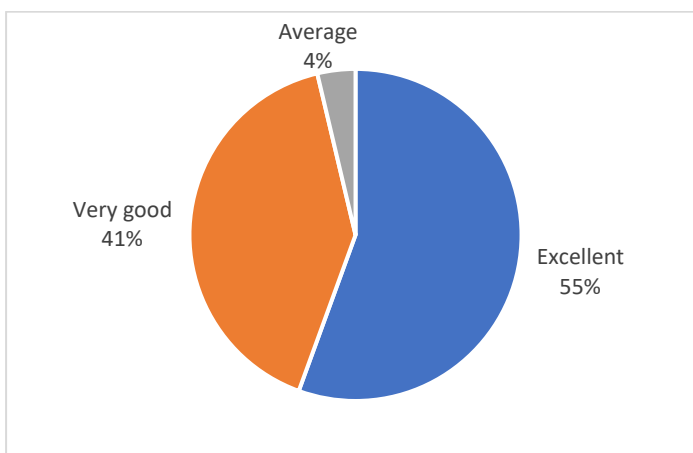
Chart 5: Usefulness and relevance of the training materials



6. Knowledge and experience of the trainer in delivering the content

Most of the respondents (55%) rated the knowledge and experience of the trainer as Excellent. 41% and 4% of the respondents were of the view that the trainer's knowledge and experience as Very Good and Average respectively. The depiction of the responses is provided in Chart 6 below.

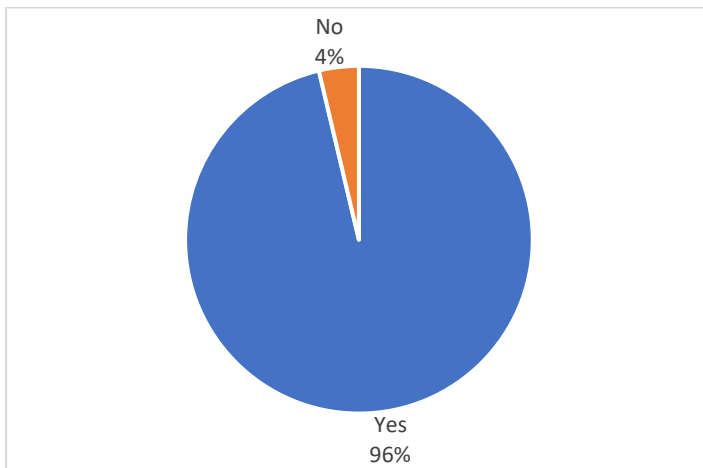
Chart 6: Rate of the trainer's knowledge and experience



7. Quality of interactions and engagements

96% of the respondents were of the view that the training sessions were interactive and engaging. However, 4% of the respondents had a different opinion. Chart 7 below provides the summary of the responses.

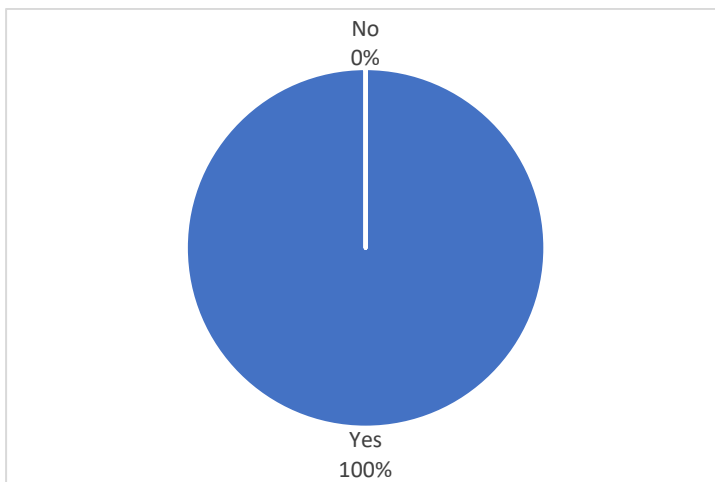
Chart 7: Quality of interactions and engagements.



8. Opportunities for participants to ask questions and seek clarification during the training.

All the respondents felt that they were given adequate opportunities to ask questions and seek clarification during the training. Chart 8 below stipulates the responses.

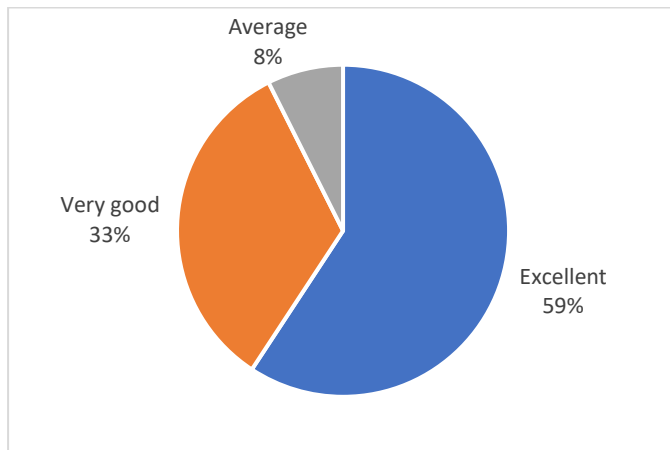
Chart 8: Opportunities for participants to ask questions and seek clarification



9. Rating of the training facilities and arrangements

Most of the respondents (59%) reported that the training facilities and arrangements were Excellent. 33% and 8% reported the facilities and training arrangement as Very Good and Average respectively. The results are provided in Chart 9 below.

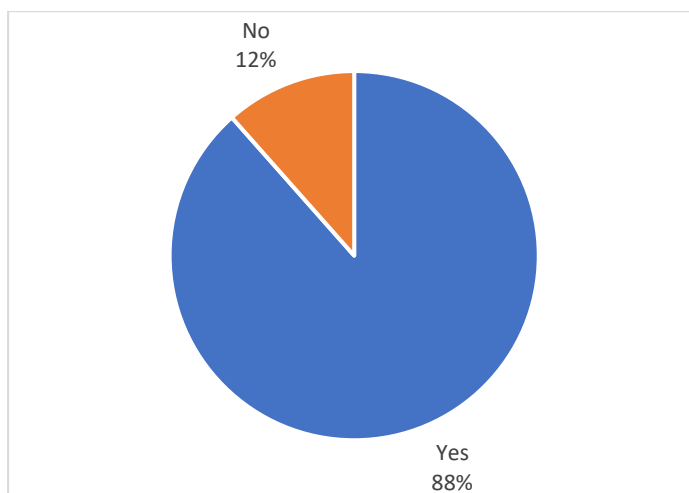
Chart 9: Rate of the training facilities and arrangements



10. Capacity and skills in export procedures requirements

96% of the participants were of the view that the training objectives met the requirement to enhance their capacity and skills in export procedure requirements. Notably, 12% of the participants had a contrary opinion. Chart 10 below provides a depiction of the responses.

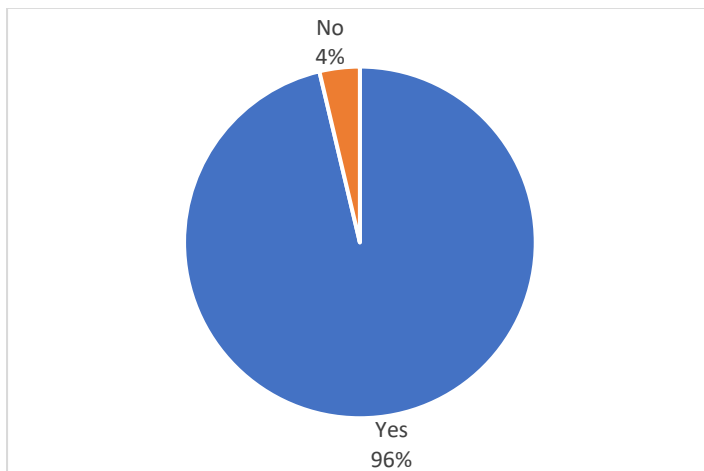
Chart 10: Perception of the capacity and skills in Export Procedures requirements after the training



11. Level of capacity of the trainees

Participants were asked to rate their perception of the capacity acquired on export procedure requirements after the training. 96% of the respondents felt better equipped to engage in contract farming arrangements after attending the training while 4% had a different opinion. Their responses are depicted in Chart 11 below.

Chart 11: Perception of the capacity to engage in contract farming arrangements after attending the training



PART B: TRAINING IMPACT AND OUTCOMES

12. Relevant aspects of the training

The responses below highlight aspects of the training that were relevant and useful to the trainees:

- i. Essence of rules of origin for EAC.
- ii. The relevance of TCCIA in every aspect of import/export clearance.
- iii. Importance of acquiring the permits at the time of trading.
- iv. Comprehensive list of documents and procedures required for the export of food products.
- v. How to transport crops, documents required.
- vi. Having permits to export produce to the country is essential.
- vii. Obtain a knowledge of freight transportation before starting a business.
- viii. Importance of having clear information and following formal and legal procedures for export and import products.
- ix. Questions and answers were good, and participants could share knowledge.
- x. Specifically, the keynotes on export and import procedures.
- xi. Advanced understanding of cargo (exporting), knowing how to import cargo into the country (importing)
- xii. Highlighting the key opportunities available in the EAC market, key steps to follow in importing and exporting crops and domestically avoiding restrictions.

13. Proposed areas for improvement

Respondents proposed the following areas for improvement:

- i. How to export.
- ii. Contact details if more information is needed.
- iii. Proper documentation with relevant details for every process.
- iv. Regulatory bodies be integrated to minimise/remove business barriers.

- v. Participation of government agencies such as the Food Security Department.
- vi. Include demonstrations of online applications for various documents in the presentation.
- vii. The best way to prepare the documents needed to transport cargo.
- viii. Inviting real characters who export produce abroad to share their experiences.
- ix. Training on Contract farming.
- x. The training was good, and professionally conducted, and the providers were knowledgeable of the topics they offered.
- xi. International exporters are needed so that we can hear experience from abroad.
- xii. There is a need for more training on financial deals for exporters.
- xiii. Time should be added to the trainers.
- xiv. Border in issues and border out issues.

14. Possible changes or improvements to be made in the professional practice of the trainees.

The respondents provided the following areas of improvement in their professional practice following the training:

- i. I recommend regular training on export procedures.
- ii. Build the capacity and disseminate information to other stakeholders regularly.
- iii. Join a follow-up party to find out or expand our sales.
- iv. Trading with confidence by following the export procedures and international standards.
- v. I will be encouraging in-house online applications for export documents rather than hiring external hands.
- vi. I will be a member of TCCIA so I can get more training I will also seek other clients through the training I have obtained.
- vii. I will be able to improve and increase the efficiency of the crop transport work.
- viii. Education should be further extended to each member regarding import and export education.
- ix. Increasing the level of performance in cross-border businesses.
- x. I'm going to try to avoid distractions.
- xi. Ensure all documentation are legally obtained.
- xii. It helps me in market needs identification and procedures to reach such markets.
- xiii. I will monitor all the correct material; I will follow the details specifically for the parties to find out how best to serve the client.
- xiv. Ensure compliance with all measures to export crops.
- xv. It has shown me the importance of using the certificate of origin in every exportation of different goods in EAC.

15. The impact of the training on the members of the trainees' organisation

The respondents identified the impact of the knowledge gained from the training on the members of their organisation as provided below:

- i. Follow all procedures before making a trade.
- ii. Increase knowledge for sales to international markets to improve our products.
- iii. Use the simplified system on trading.
- iv. The knowledge gained will bring awareness to other members of our organisation.
- v. We will ensure that we follow the information we have received to increase our markets and expand our business more.
- vi. Enhance capacity building in the transportation of crops.
- vii. I have learned a lot and have become more knowledgeable.
- viii. Changing operating systems
- ix. Increase awareness and negotiations on the importance of following legal procedures.
- x. We will organise export targets and compliance per guidelines.
- xi. I will provide training to the staff at the office to enhance efficiency.
- xii. This training will help us reduce the cost of doing business or being fined for not knowing some of the compliance issues.
- xiii. It will help and give more education on the exportation process.

16. Additional comments

The respondents provided additional comments/suggestions regarding the training programme as follows:

- i. Improve on facilities and time frame of the training.
- ii. Have regular and follow-up training for members/traders.
- iii. Conduct the training three times a year and include all relevant authorities.
- iv. Training should be organised more frequently.
- v. There should be more preparation so that people can be more aware of contract farming.
- vi. Training can be increased further and invite exporters to produce.
- vii. Sessions should be at least three times a year.
- viii. The training has been very good and has given me the ability to understand the steps of delivering goods to the East African market.
- ix. This was a great experience for me because I needed to know how to get a Certificate of Export.
- x. I commend TCCIA and the East African Business Council for facilitating training.
- xi. Congratulations on empowerment.
- xii. The training is very good, and I recommend that it be offered to other traders.
- xiii. The program should spread all over the country so all exporters can access quality information and be aware of exportation.
- xiv. Obtaining a Fisherman's License.