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Contribution of Value Additional Activities in the Promotion of Socio-Economic Development of Kigoma Region, Tanzania

Mr. Charles W. Merengo

Assistant Lecturer - Department of Procurement and Logistics Management, Tanzania Institute of Accountancy (T.I.A) - Kigoma Campus, P.O. Box 526 – Kigoma, Tanzania.

ABSTRACT
The study focus on investigation of value addition contribution in agriculture to the development of palm oil industry in Kigoma Region, Tanzania. The study focus on investigation of challenges existing in Kigoma palm oil industry, Tanzania. The study adopted a case study research design. The targeted population for this study was oil palm producers (large, small and medium farmers), traders (assemblers, wholesalers, and retailers and processors), non-governmental organization “Farming for Energy and Better Livelihoods in Southern Africa” (FELISA) and the government officers who deal with agriculture sector in Kigoma region together with final consumers of oil palm products. The study sample size was 130 respondents that was obtained through snow ball and purposive sampling techniques. The study used questionnaires, direct observation and documentary review as methods for data collection, while descriptive statistics was used for data analysis. The study concludes that Palm oil industry in Kigoma region has significant contribution to the social economic development of Kigoma residents as it contribute positively toward employment creation, improving of farmer’s living standard, income generation and promotion of other sector to growth. Though the level of contribution is still low due the presence of many challenges in palm industry. The study recommends adoption of efficient technology in agriculture to improve productivity level, and improvement of infrastructure such as road and railway construction, irrigation facilities, electricity and water facilities that will attract more palm oil factories in Kigoma region, as a result farmers will have reliable market.

Keywords: Value Addition, Agricultural Sector in Tanzania, Palm oil.

INTRODUCTION

Most countries in sub-Saharan Africa (SSA) seeing a renaissance as an opportunity for promoting value chains as a means of adding value, diversifying rural economies, and contributing to raising rural family incomes in light of the current globalised economy. Improvements in production, harvesting, primary and secondary processing, packing, and export of agricultural output to global commerce are all sources of value addition that have direct or indirect effects on people's standard of living (Ngore et al. 2011). Despite this, most agricultural products in Africa are of low unit value which result into low-productivity value chains. Even most Sub-Saharan African countries produce low-value products and services, as a result African countries fail to achieve a large value-added share in global commerce, since the majority of the items which are selling to new markets are of poor quality with little value added (World Bank, 2015).

Tanzania, like many other countries in sub-Saharan Africa, relies largely on agriculture for economic growth. This is because the agricultural sector supplies raw materials to industries and a market for manufactured products through forward linkages to agro-processing, consumption, and export (Sieber, 2020).

Tanzania produces a wide variety of cooking oil crops which include groundnuts, sunflower, sesame, cotton, and palm oil. Despite this, Tanzania imports half of its edible oil, and the government spends over USD 230 million annually on edible oil imports (Verhye, 2020). As a result of its high value and growing demand, palm oil plantations have rapidly expanded in several parts of the globe, providing work for tens of thousands of farmers. While Malaysia and Indonesia have historically been at the forefront of palm oil growth, Tanzania saw an opportunity to capitalise on the continent's abundant land, rural labour, and established market that is now being met by imports. Although Tanzania's climate is comparable to Malaysia's and so palm oil may be grown in the country's Kigoma, Kyela, Rufiji, and Kilombelo basins, the country nevertheless imports roughly 520,000 tonnes of palm oil from Indonesia and Malaysia each year (worth $354,000,000). (Sieber, 2020).

Farmers in the Kigoma Region of Tanzania have been cultivating palm trees for the purpose of extracting cooking oil since the 1920s, and the region has recently emerged as the country's primary producer of palm oil. Recently, new applications for this crop have emerged, such as the creation of palm-oil based soaps in local communities. About 150,000 litres of palm oil per year are gathered and sold by the local cooperatives in Dar es Salaam to soap and refinery manufacturers. Boiling and milling palm oil, as well as selling palm oil products (oil, soap), are traditionally done by women (Giller, 2019). Value-added palm oil has the potential to significantly reduce poverty in Tanzania, notably in the Kigoma region, as has been shown in other countries with an emphasis on production of commodities with large-scale commercial values. Increased efforts are being made by the Tanzanian government and donor agencies (World Bank and International Monetary Fund) to boost the agricultural industry by making it a viable business and boosting production by connecting farmers to more attractive markets (Maga and Kazianga, 2017).

World Bank has also begun to generate and disseminate information about the possible development of high-value agricultural supply chains as a strategy to grow and diversify incomes in rural Tanzania's economy (Giller, 2019). Inadequate fund has been put into modernising the palm oil business and bolstering the growth of local supply. Palm oil is produced on smallholder farms in the Kigoma area, processed manually, and sold at local markets in a crude form with little to no value addition (Beatrice 2016). Despite the increasing of palm oil demand in a global market due to its high efficiency and it's versatile which replace trans fats oil and made to be the mostly consumed oil in large countries (such as Indian and China) at greater portion of processed and packaged food which result into increasing of its price per litre form 52.91%, reaching $531 per metric ton in 2016 (Beatrice 2016).

Several studies in relation to supply chain in Tanzania agriculture sector focusing on analysis supply chain of sunflower, assessing agricultural marketing and supply chain management in Dar es Salaam, Ifakara, and Mtwara. With regards to innovative initiatives in agriculture, value chain module development and integration of smallholder farming into agricultural value chains are some of the areas that have recently received attention in research and literature (Hisham, 2021; Temu et al., 2020). Therefore this study aimed to examine contribution of value addition in agriculture to the development of Palm Oil industry in Kigoma Region, Tanzania.

LITERATURE REVIEW

The Concept of Value Chain

In economics, the term "value chain" refers to the series of steps involved in turning a raw material into a completed product or service (Kaplinsky and Morris, 2001). The term "value chain" is used to describe the sequence of operations, from the first phase of sourcing raw materials and other inputs to the last step of meeting customer demand (Rakho, 2012). It was proposed by Kaplinsky and Morris (2001) that the value chain encompasses all the processes involved in developing and improving a final product or service. This encompasses everything from the procurement of raw materials to the last stages of product distribution and disposal after usage. According to Roduner (2007), the importance of the value chain concept in the dairy sector is based on the fact that dairy products are increasingly not consumed in the place where they are produced but are instead transformed, combined with other products, transported from one actor (owner) to the other, with value addition to the product, packaged, and displayed until it reaches the final consumer. As a corollary, the product's ultimate customer must be financially capable of and ready to pay for the value addition and associated services (Sieber, 2020).

Difference between Value Chain and Supply Chain

Supply chains and value chains have many similarities but also have key differences. Similar to supply chains, value chains may be thought of as a kind of industrial organisation. The major distinction between supply chains and value chains is that the latter are focused on decreasing the delivered cost of the items flowing through them, while the former are concerned with producing and sustaining maximum customer value. As a result, value chains emerge to facilitate the distribution of expensive goods, the worth of which is typically distinguished by the quality of the services and/or products added at various points along the supply route. Conversely, supply chains are used to transport generic goods from the point of production to the point of consumption. The supply chain is concerned with the speed, efficiency, and cost of aggregate movements since commodities are easily replaceable (Sieber, 2020).

The value-creating procedures that ultimately benefit the end user are referred to as "value chains." In contrast, the word supply chain is used worldwide to refer to the whole series of interconnected businesses that begin with the supplier and end with the client (Andrew et al., 2006). Although it is difficult to draw clear lines between supply and the value chain, the latter describes the entire process by which a good or service goes from the initial idea to the final consumer product, including all the steps along the way. This includes all the physical transformations, the input of various producer services, and the response to consumer demand (Kaplinsky, 2000).

The value chain is primarily about value, and both ideas represent the same network of organisations that interact to create products and services. As both may result in better business performance and efficiency improvements for the chain's members, the question is less about which is better and more about what works best for the specific supply chain (Feller et al. 2006). However, it is important to emphasise that practitioners generally prioritise minimising costs and marginal inefficiencies in supply over concentrating on actions that can result in larger increases in value (Sieber, 2020).

Theoretical Framework

The theory used by this study is value chain theory. The theory's central tenet is that small scale farmers and the small palm oil business may be brought into the global trading system in order to help alleviate poverty. The theory also stresses that every stage of the value chain provides an opening for many opportunities to earn living. There is a direct correlation between the number of activities performed by players in a value chain and the total profit that may be gained by those actors. According to the theory, as the value-adding activities inside the chain vary from one stage to the next, manufacturers may choose the ones that pay off the most (Kaplinsky, 2013). Since a value chain includes logistical provision, value addition, transactions, and market links, Webber and Labaste (2010) equated it to marketing chains, supply chains, productive chains, and distribution channels.

The Agricultural Sector in Tanzania

Many farmers, pastoralists, and farm labourers in rural Tanzania have only known a time when agricultural policy in the nation changed quickly and often throughout the course of the previous half-century. During the colonial period, European settler farming was subsidised by the state while indigenous smallholder farming was encouraged. Additionally, state-owned, massive farms that are parastatals (Mbilinyi and Nyoni, 2000). In the 1980s, estates supplemented cash crop output in certain commodities including coffee, tea, and sisal, while traditional cash or export crops from small-scale farmers contributed considerably to cash crop production (Tyson, 2019).

The most influential actors in Tanzania have been agricultural co-operative unions, which trace their origins to the credit and consumption society in Rochdale, United Kingdom, in 1844. In 1976, Co-operative Unions were superseded by crop authorities. To revitalise the rural marketing sector, co-operative unions were reinstated in 1984 (Giller, 2019). However, (Verhye, 2020) argues that changes in the marketing system for both food crops and export crops changed the context in which farmers worked, hence influencing their ability to ensure their families' nutritional well-being. Smallholder farmers no longer get government price subsidies, and the selling of crops has been opened up to private merchants via the establishment of a multi-channel market thanks to liberalisation initiatives. The National Milling Corporation (NMC) and other public marketing agencies withdrew from the food trade, leaving the Strategic Gain Reserve (SGR) as the only public organisation to purchase substantial amounts of maize. There were certain benefits to market liberalisation, as noted by (Hisham and Isa, 2021). For example, more private merchants set up shop in rural areas. For farmers, this meant greater harvests for them to sell.

Overview of palm oil production

Palm oil is consistently towards the top of the list for both production and consumption. This low-cost, high-stability oil has several applications in the food, cosmetic, and hygiene industries, and it may also serve as a feedstock for alternative fuels like bio-fuels and biodiesel. Since palm plants thrive in hot, humid climates with lots of sunlight and rain, the majority of the world's palm oil comes from Asia, Africa and South America. In 2010, Malaysia shipped 16.66 million tonnes of palm oil products, making it the world's top exporter of palm oil. (Hisham and Isa, 2021).

Crude Palm Oil (CPO) and refined palm oil are the most widely traded commodities in the palm oil industry. Palm oil has been produced on small-scale, varied plantations throughout Africa for quite some time. Large palm oil producers have been looking to Africa as a potential new market due to the industry's inability to expand in Asia in the face of rising global demand. Since Africa is geographically the nearest palm oil-producing area, businesses are counting on an increase in demand from the European Union (Noor, 2020).

As a last resort, governments would provide tax breaks and inexpensive land to businesses in exchange for their investment, with the hopes of attracting foreign direct investment and spurring economic growth. Already the fourth greatest producer, with an estimated 960,000 tonnes produced, Nigeria will leap to the top when new plantations begin to yield its oil. Indonesia is now the leading producer, with 28.4m tonnes produced (Hisham and Isa, 2021)

In Tanzania, Kigoma region produces the vast majority of Tanzania's palm oil, accounting for over 80%

of the country's total output. However, other regions, like Kyela district and certain sections of Tanga region, are also active in production. The government of Tanzania, together with other local investors has seen a significant potential in palm oil production in light of the rising demand for palm oil on global markets. The National Development Corporation (NDC) will integrate oil palm in the Ruvu River Basin and the Kilombero Basin because "oil palm is appropriate for commercial agriculture, thereby promoting the growth of commercial agriculture in Tanzania. Additionally, other corporations have started investing in palm production, including the MeTL Group, African Green Oil Limited, Tanzania Biodiesel Plant Ltd, and Inf Energy Ltd (Temu et al., 2020).

METHODOLOGY

The study adopted a case study research design to investigate the contribution of value addition in agriculture to the development of the oil palm industry in Kigoma District. The uses of case study design were based on the fact that the study needs to make a detailed and intensive study on a variety of issues that pertains to the oil palm industry in the Kigoma District. The targeted population for this study was oil palm producers (large, small and medium farmers), traders (assemblers, wholesalers, and retailers and processors), non-governmental organization "Farming for Energy and Better Livelihoods in Southern Africa" (FELISA) and the government officers which deal with agriculture sector at Kigoma District together with final consumers of oil palm products. Generally the study was involve small scale oil palm mill, some people work as local soap makers, consumers, and machine operators. Other workers in the small scale mill, and exporters of palm and kernel oil were also involved. The study sample size 130 respondents that was obtained through snow ball and purposive sampling techniques. The study used questionnaires, direct observation and documentary review as methods for data collection, while descriptive statistics and was used for data analysis.

RESULTS AND DISCUSSION OF FINDINGS

Contribution of value additional activities on socio-economic development of Kigoma Region

The study sought to find out respondents views on contribution of palm oil value additional activities toward promotion of social economic development particular on income generation, employment creation and reduction of poverty level in Kigoma region.

Table 1: Contribution of value additional activities on socio-economic development of Kigoma Region

Palm oil contribution in Kigoma	Respondents	Percentage %
Employment creation	33	30%
Growth of other sectors	29	24.6%
Income generation	48	43.6%
Total	110	100%

Source; Researcher Conceptualisation (2022)

The results in Table 1 show that 30% of the study respondents were fully employed in palm oil industry, 43.6% of the study respondents generate income from value additional activities in palm oil industry, 15.5% of the study respondents were improved their living standard as the result of involved in palm oil

value chain activities, and 10.9% of the respondents argue that palm oil value chain activities stimulate growth of other sectors like trade, transportation and industrial sector in Kigoma.
Based on the study findings it evidenced that palm oil value chain activities contribute positively toward employment creation, improving of farmer's living standard, income generation and promotion of other sector to growth. The study findings concur with Fleming's (2005) findings which revealed that value additional activities in palm oil industry contributes to increase income, employment generation and growth of other industries. However study finding further explain as follows;

Employment Creation

The value additional activities in palm oil industry provide fully employment to Kigoma residents both farmers, traders and processor. This was evidenced by study respondents (30%) which were employed in Kigoma palm industry. The farmers-processor were fully participate in cultivation of palm oil though it seasonal activities but also they involve in other activities like processing of palm oil and selling of palm oil products like cooking oil and soap in the market.
The study findings is in line with Ugwumba (2013) findings in Nigeria, which revealed that, oil palm industry provides employment for about 4 million people who are in various oil palm related businesses such as palm oil, palm kernel oil production, palm wine tapping and bottling, basket and wholesale/retail trade in the various product of the oil palm. Similarly Sarku And Appiah (2017)show the same that, value additional activities in Ghana palm oil industry increase employment level as it employee about 10-34 people which assist processors are labourers, caretakers, sub-agents, agents and traders.
Despite of the fact that palm oil create employment in Kigoma and other area in sub-Saharan Africa (as it was evidence from empirical reviews). Respondents which are employed in Kigoma palm oil industry were not much benefit from this employment through the entire chain as they use traditional method in conducting different value additional activities at almost all stages in the chain which resulting into low money generation from industry. For example some of interviewed respondent explain that uses of local Burundi Expeller to process palm oil is less effective and efficiency way of processing with time consuming and labour intensive one, compare with uses of other processing techniques

Income generation

Income generation is another economic benefit receive from Kigoma palm oil industry and it normally generated by all actors in the chain however the level of income generation depends on power of actors in the chain.
The interviewed farmers they are victim of current value chain as they receive low income and sometime loss because they are price taker lather than price makers. Normally middlemen are the one have market information and determine quality and amount to pay for CPO. It further explain by farmers that, the low quality of palm tree (dura tree) produce low yield which resulting into generation low income.
On the side of middlemen, palm oil value chain activities consider as their main source of income. The respondent's traders explain that they buy CPO from processor and farmers, as majority of farmer depend on middlemen due to the remoteness of their area and lack of financial capability to process and export palm product in urban market central. They are normally price setter in their transaction with farmer and processor and normally they consider market demand if the price is low tend to pay less to farmers. This practice as large benefit middlemen than farmers, hence middlemen tend to generate more income that farmers in Kigoma palm oil value chain.
This result corresponding with SARKU (2014), findings which show that traders are more benefit by palm oil trade in Ghana than farmers and processor because they are price setters and tend to buy oil them

self-particular in peak season which price fall down. Traders in Ghana tend to use competitively method to control price and maximise profit which in turn affecting processor and farmers hence receive less income compare to traders.

However traders in Kigoma claim that, they generate low income from palm oil business due to lack of private investment in palm oil industry, poor infrastructure and less government support of the palm oil production which resulting into low production which raise other cost like storage and transportation cost to different external market like Mwanza, Bukoba, Dar es Salaam and Burundi.

Support Other Sector Development

The agriculture and its related activities dominate rural economy and promote development of other sector like logistic and transportation sector industrial sector and development of financial institutions like bank and microfinance institution.

In Kigoma palm oil industry, study respondents argue that the palm industry dominated by small farmers despite of the high demand of the palm oil in local and international market. Low level of investment, poor institutional support, together with poor agriculture techniques and uses of traditional processing method discourage the growth of other sector as the result of palm oil industry.

The interviewed respondents also explain that palm oil industry is still infant with inefficient to contribute development of other sector because it does not attract investors. Also poor infrastructure network in Kigoma rural and urban area create difficult to archive effective contribution of palm oil to other sector growth and development. For example majority of traders used bicycles and motorcycle to transport processed palm from different villages to the market.

However, other respondents argue that palm oil industry stimulate development of other sector like industrial sector in which company like FELISA, and other related organizations SIDO, TADB, Tanzania Prisons Service TACARE Research Centre increasing their activities in Kigoma which resulting of new employment, growth of other service provider organizations like bar, restaurant and hotels which in turn increasing income level of Kigoma residents. Also the industry contribute to the growth of telecommunication sector in Kigoma as many traders farmers a middlemen use phone to communicate and conduct different transaction.

Furthermore banking industry existence due to the presence of business and other related activities in Kigoma. Therefore palm oil value chain have positive impact toward promotion of other sector development. The study finding corresponding with Ngore et al., (2011) findings which revealed that value chain activities in rural agriculture economy contribute to the growth of other sector like financial institutions, logistics, transport, communication, catering, artisan, and other areas in rural communities. The findings of Sarku (2014) concur with this study because it revealed the same that palm oil value chain contribute to the development of other institutions and industry in Ghana includes research institutes, banks and financial institutions, soap processing industries, building and construction industries

CONCLUSION AND RECOMMENDATIONS

The study concludes that Palm oil industry in Kigoma region has significant contribution to the social economic development of Kigoma residents as it contribute positively toward employment creation, improving of farmer's living standard, income generation and promotion of other sector to growth. Though the level of contribution is still low due the presence of many challenges in palm industry. The study recommends that the government should increase research and development in agriculture; there is a need to focus research activities on innovative ways of adding value to agricultural products particular in palm oil because it highly demanded in local and international market. Policy on public-private partnership should encourage industries to locate close to farming localities where raw materials are readily available. This will enable high value added productions to be carried out close to sources of raw materials. Therefore, infrastructures should be made available and taxes exempted to serve as incentives for industries to locate close to farming areas. This will serve as an avenue for providing employment for rural dwellers. Adoption of new and efficient technology in agriculture to improve productivity level, the government should invest in projects and institutions to provide technical assistance to stimulate quality and standard food production. The improvement of infrastructure such as road and railway construction, irrigation facilities, electricity and water facilities, construction of processing industries at large will improve and enhance the growth of palm oil sector in Kigoma region.

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