HEIFER INTERNATIONAL
TANZANIA

Capacity Statement





Heifer International

Heifer International is a global development organization on a mission to end hunger and poverty in a sustainable way. Working with farmers and their communities to identify and invest in business opportunities that deliver living incomes, Heifer International creates solutions to local challenges designed to build inclusive, resilient economies. Since launching in 1944, Heifer International has assisted more than 39 million households, with millions more now on a pathway to Sustainable Living Income.

Heifer Tanzania

Heifer International Tanzania has been supporting development initiatives in partnership with the Government of Tanzania for over 50 years, guided by its mission of *"Ending Hunger and Poverty While Caring for the Earth."* Through its renowned *Pass-On-The-Gift* approach, Heifer has empowered farming families by integrating dairy with other livestock, crops, aquaculture, and apiculture, helping farmers succeed and their families thrive.

Over the years, Heifer programs have reached 1.3 million households, strengthened 53,000 farmer groups, and supported 160 cooperatives, distributing 282,000 improved dairy heifers and other livestock, alongside fodder seeds, veterinary inputs, and extensive training to improve productivity.

At the heart of Heifer's success is its Social Capital Development approach, which mobilizes farmers into Self-Help Groups (SHGs) as platforms for learning, marketing, and empowerment. More than 53,000 SHGs have evolved into cooperatives and apex bodies that now serve as social enterprises driving commercial-oriented agriculture. This grassroots empowerment has built strong community ownership, resilience, and inclusive participation ensuring sustainability beyond project cycles.

Complementing this, Heifer has advanced Market Systems Development (MSD) to connect smallholder farmers with reliable, profitable markets. Through investments in milk collection and transportation infrastructure, Heifer has supported establishment of 41 Milk Collection Centres, improved logistics through bulk milk tankers and equipment, and attracted over USD 4.8 million in investment to strengthen Tanzania's dairy value chain. More than 1,200 community extension service providers have been trained, ensuring lasting technical capacity and farmer support.

Together, these dual strategies building social capital from the ground up and strengthening market systems from the top down have enabled Heifer International Tanzania to deliver lasting transformation: empowering farmers, unlocking investment, and driving inclusive agricultural growth across the nation.

AgResults Tanzania Climate-Smart Dairy Prize Competition	
(2026–2028)	Donors: The governments of Australia, Canada, the United Kingdom, the United States, the Gates Foundation and the World Bank. Total Value: $719k* * Tanzania

The AgResults Tanzania Climate-Smart Dairy Prize Competition (2026–2028), managed by Heifer Tanzania, is a Pay-for-Results initiative that incentivizes 20 private-sector businesses to deliver animal health inputs, artificial insemination, extension services, and climate-smart fodder to 28,200 smallholder farmers across Mbeya, Iringa, Njombe, and Morogoro regions.

As part of the broader $231 million Climate-Smart Dairy Transformation Project (C-SDTP), the competition rewards companies that expand farmers' access to productivity-enhancing inputs and fodder solutions, with quarterly and grand-prize payments that drive innovation and scale. Expected outcomes include 82% productivity gains per cow, 7,500 MT of improved fodder production, stronger farmer incomes, and deeper integration into formal dairy value chains contributing to long-term resilience and competitiveness of Tanzania’s dairy sector.

Tanzania Inclusive Processor - Producer Partnerships (TI3P) in Dairy	
(2022-2026)	Donors: Bill & Melinda Gates Foundation Total Value: $1.29 million* *Tanzania

Heifer International Tanzania, as a key implementing partner in the Tanzania Inclusive Processor–Producer Partnerships in Dairy (TI3P) Project, has driven inclusive transformation in the dairy sector by strengthening productivity, market access, financial inclusion, and resilience. Over the four-year initiative, in Heifer’s catchment area, TI3P reached 44,126 smallholder dairy farmers (31% women), mobilized into 45 Farmer-Producer Organizations (FPOs), and engaged Community Agro-Vet Entrepreneurs (CAVEs) and LGAs Extension Officers to deliver extension services and training.

The project successfully unlocked new financing opportunities and strengthened milk aggregation across both nascent and established markets. These outcomes reflect Heifer International Tanzania’s leadership in driving inclusive growth, enhancing farmer productivity, and building resilience within the dairy value chain. By expanding access to finance, improving market systems, and consolidating farmer organizations, Heifer Tanzania has played a central role in ensuring the TI3P Project delivers sustainable transformation and competitiveness for Tanzania’s dairy sector. The project has successfully unlocked US$725,000 in financing, with an additional US$1.29 million in the pipeline. Daily milk aggregation in the Nascent Market increased from 17,134 litres in June 2025 to 20,880 litres in June 2026, while in the Established Market it rose from 28,890 litres to 42,626 litres over the same period.

Farmers Visibility Project	Donor: Heifer International TZ1908 Total Value: $1 million* *Tanzania
(2023-2024)	

Farmer Visibility Initiative is a one-year project aimed at transforming the livelihoods of 100,000 smallholder sunflower farmers into sustainable living income. Other key deliverables include establishing 500 farmer producer organizations (FPOs), 500 farmer field schools (FFS) each with a demo plot and creating 1,000 jobs, especially for youth.

The project uses Mastercard's Community Pass, the platform that will create a digital footprint, providing farmers' visibility to other service providers (government, private sector, and other key actors), thus enabling farmers to engage in the rural economy. Through Community Pass, 93,749 smallholder sunflower farmers are so far digitally profiled. Out of all profiled farmers, 41,374 are actively using the platform to access key services in terms of last-mile extension services to improve farm productivity, technologies and innovative solutions financial services, quality inputs and off-taker markets. The project supported 462 FPOs, each with FFS and demo plots, and 511 jobs were created.

Tanzania Milk Processing Project (TMPP)	Donors: Bill & Melinda Gates Foundation Total Value: $2.9 million* *Tanzania
(2019-2022)	

TMPP was a milk processor-led project built on the success and learning of the East Africa Dairy Development II (EADD II) project designed to increase the income of 50,000 smallholder farmers in Tanzania by supporting them to access reliable markets through their Farmer Producer Organizations (FPOs) while ensuring partner processors have access to increased supplies of quality milk. To achieve its goal, the project aimed to increase the volume of milk aggregated and supplied to the partner processors by at least 20%(increment), reducing milk rejection by <5% by improving milk quality through quality control practices and procedures, and improving gender equity by 40%.

As a result of project interventions, household income increased by 36% from US$ 105 to US$ 142 per month for the milk sold through the formal market (FPOs/MCCs) while milk volume supplied to partner processors increased by 102% from 55,817 litres Per Day to 113,000 litres per day (total volume collected by FPOs was raised to 129,000 litres per day); significant improvement in milk quality sourced by FPOs and partner processors whereby milk rejection was reduced from 15% to less than 1%; and women participation in project activities increased to 40%- and 44%-women's representation in FPO leadership over 30% (baseline).

East African Youth Inclusion Project (EAYIP)	Donors include: Mastercard Foundation & Heifer International Total Value: $19 million* * 7.75 Budget for Tanzania
(2016-2022)	

EAYIP was implemented in the Southern Highlands of Tanzania through which 579 Youth Groups were established with 15,512 Youth (8,215 Male, 7,297 Female) supported on development of employability skills, access to finance and improve enabling environment for youth businesses. Out of the mobilized youth, 12,637 youth (6,170 Male, 6,467 Female) were skilled on vocational, agribusiness and finance management skills. This resulted into the establishment of 12,479 youth enterprises (managed by 5,991 male and 6,488 female) in the Dairy, Poultry, Horticulture and Pulses value chains with a monthly earning of US $ 160 per individual youth.

As of access to finance, 883 youth accessed US $ 305,204 from the revolving fund windows created in some financial institutions for business start-ups and growth. Also, 453 Informal Savings and Lending groups (ISLA) were established to further improve youth access to finance whereby US $ 557,573 savings were mobilized and US $ 392,736 credited to youth. EAYIP facilitated youth to establish and conduct 127 Youth District Forums and deliberate on youth inclusion in agribusiness and giving better access to youth economic opportunities. For instance, 2,521 Youth (1229 Male, 1292 Female) in 116 Groups accessed $223,208 from the Local Government Authority's financing window.

Enterprise Facilitation Project	
(2017-2020)	Donor: Heifer International Total Value: $124,000

This project was implemented in Mbozi District, Songwe region, in seven wards under Heifer International's East Africa Youth Inclusion Program (EAYIP) and supported 13,024 youth through the enhancement of employability skills and enterprise development. Using the Trinity of Management model, it engaged creates and nurtures young entrepreneurs in running profitable enterprises focusing on sustainable production, market development, and finance management. Project participants receive support from an enterprise facilitator and community resource for them to manage effective, profitable, and sustainable businesses that improved their livelihoods. With the support they receive, entrepreneurs are securing finance, marketing their products, and attracting new clients. In addition to Tanzania, Heifer International, alongside the Sirolli Institute, has been prototyping this project in Bangladesh, Guatemala, Honduras, Mexico, Nepal, and Uganda.

Dairy Hub Model Integration (DHMI)	Donors: IFAD & Heifer International Total Value: $4.151 million* * Implemented in Rwanda and Tanzania (Zanzibar) * Tz budget US $ 2 million
(2017-2020)	

DHMI was implemented in Rwanda and Tanzania (Zanzibar), DHMI aimed at contributing to sustainable livelihood improvement of the target smallholder dairy farmers in participating countries. To achieve its goal, the project strengthened farmers' organizations and improved dairy farm productivity and production; and b) improved access to markets hence increased household incomes.

DHMI supported 4,550 households in Rwanda (2,520) and Zanzibar (2,030) which are 120% and 116% project targets, respectively. About 60% of participating dairy farmers' households were organized into Dairy Farmer Business Associations (DFBAs) and participating farmers increase their milk production by 30%. Eleven (11) functional dairy hubs established of 6 and 5 were established in Rwanda and Zanzibar, respectively. In both countries, the hub model was adopted by the governments.

Igunga Ecovillage Project	
(2015-2019)	Donor: European Union Total Value: $2.1 million

This project supported 172,989 families in Igunga District, enabling them to mitigate the impacts of climate change, considering the specific needs of everyone in the community, including female-headed households, people with disabilities and people living with or affected by HIV/AIDS. They adopted climate-resilient practices such as tree planting, solar technology, bottle drip irrigation and rainwater harvesting tanks at high rates. Through three hundred Farmer Field Schools organized by the project, farmers learned new and innovative techniques to enhance agricultural production, including production techniques to manage poultry and grow crops such as maize and green gram. A total of 98% of farmers that received training on agricultural practices such as proper spacing of plants, timely planting, and intercropping, adopted one or more of these practices. Despite droughts during the project period, 75% of farmers had higher yields compared with before receiving this support. The project also increased water access via pumps, ponds and rainwater harvesting tanks, reducing the daily workload for women tasked with fetching water.

VSF Maisha Bora	
(2015-2020)	Donor: Belgian Food Security Program Total Value: $1.2 million

Maisha Bora project implemented in fifteen villages in predominant pastoral areas of Longido and Samanjiro districts, VSF Maisha Bora helped 9,000 families to improve food security and nutrition as they increase incomes. The project is improving farmers' livestock productivity and animal health.

Through this project, Heifer established women's commercial crossbreeding schemes for cattle, goats, and poultry and formed breed communities to improve quality. Farmers improved their animal husbandry skills through livestock field schools and linkages to animal health service providers within their communities. Community Animal Health Workers were trained, and agro-vet shops were established to ensure farmers improve livestock productivity and have better access to services. All these efforts were meant to eventually improve the livelihoods of farmers in the pastoral communities in the project area.

Mbozi Farmer Livelihood Improvement	
(2015-2019)	Donor: Starbucks Foundation Total Value: $1 million

MLFI was implemented in Mbozi District, this project improved the livelihoods of 5,869 poor coffee farming families through household income diversification. The project aimed to support the livelihoods of the poor coffee farmers who were in tricky situations to sustain not only their lives but also their coffee trees. Thus, the project sought dairy to symbiotically complement coffee farming as well as diversify their sources of income.

The project distributed over 200 dairy heifers through a Heifer–In–Trust scheme, thus recipient farmers pass-on the offspring female calf to other farmers. The project helped a group of farmers to establish milk marketing groups that were linked to established EADD's dairy hubs. Also, farmers were trained to prepare compost manure and introduced to the use of organic manure to nourish coffee trees and therefore reducing the costs of industrial fertilizers. MLFI further helped to improve water use and sanitation; and the adoption of alternative energy-saving options such as the use of energy-saving stoves.

East African Dairy Development (EADD II)	
(2014-2019)	Donors: Bill & Melinda Gates Foundation Total value: US$ 12.6 million (52% matched by Heifer)

EADD was implemented in Kenya, Rwanda, Uganda, and Tanzania (in the second phase), this project was designed to sustainably improve the livelihoods of smallholder dairy farmers in East Africa, increasing incomes through enhanced production and market access. Heifer International led the implementation of the project through a consortium partnership of International Livestock Research Institute, TechnoServe, Africa Breeders Service Total Cattle Management and World Agroforestry Centre. Farmers were provided with technical assistance and adopted technologies aimed at improving on-farm production and productivity. The project also helped form and develop sustainable and profitable farmer-owned producer organizations offering essential inputs, extension and business services and access to reliable milk markets. In the first phase, the project supported 203,778 farming families in Kenya, Uganda, and Rwanda. Phase II supported a total of 136,684 farming families.

Tanzania joined EADD in its Second Phase (EADD II) between 2014 and 2019 with a budget allocation of US $ 12.6 million. The project was implemented in the Southern Highlands of Tanzania focusing on improving milk production and productivity (hence, farmer sustainability); dairy hub sustainability (farmer producer organization, profitable hub businesses and market linkages); improving gender equity; and scaling and replicating hub model. The project supported 30,042 farming families by making them active suppliers of milk and/or regularly accessing hub services resulting into increased daily household milk production from 4.6 to 11.4 litres, and cow productivity from 4.2 to 8.3 litres per day.

A total of 38 dairy hubs (farmer producer organizations) registered as cooperatives and 11 milk collection centres with holding capacity of 36,000 litres were established. To address market challenges, EADD II expanded milk processing capacity of the farmer co-owned Njombe Milk Factory from 6 to 20,000 litres per day. As the outcomes of project efforts milk collected through hubs increased from 1.3 million to 3.3 million litres; and farmer income increased from US $ 615 to 741 in 2015 and 2019 respectively. The dairy hubs were generating a revenue of US $ 3.8 million per year.

Women participation was improved from 27% to 30% of the total farmers benefited from the project, and improved women decision making to 35% at the hub level. The project established three (3) apex bodies that nurture primary hubs, facilitated the adoption of the hub model within Heifer programs (EAYIP, DHMI and MLFI project) and Government [Tanzania Dairy Board (TDB) and Tanzania Cooperative Development Commission (TCDC)] for scaling up. The project also implemented a pilot School Milk Feeding Program (SMFP) whereby 16,634 children benefited (166.3% of the target). Building on the success in the production and productivity; and collection networks through hubs and following more challenges in the milk processors' market, EADD II evolved into the Tanzania Milk Processing Project (TMPP).

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