

## PARTNERSHIP PRINCIPLES

### Every SAGCOT Partner is committed to...

- engaging smallholder farmers and ensuring environmental sustainability through their activities,
- partnering with others to promote a harmonized approach and improve synergies, maintaining engagement, communication, and support for the SAGCOT Centre Ltd,
- contributing to the resolution of policy and infrastructure constraints;
- considering new and innovative financing mechanisms.

## INTERESTED IN BECOMING A PARTNER?

### Talk to us.

We want to know more about your interests, activities and what ideas and resources you bring to the SAGCOT Partnership.

### Complete an application.

Our staff can provide you with the proper documentation.

### Begin planning.

Work with us to create a plan for your goals, activities and desired outcomes in the SAGCOT Corridor.

### For more information please contact us on:

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The SAGCOT Centre Ltd is proudly funded by the Government of Tanzania, UK Aid from the UK government, the United States Agency for International Development (USAID), the World Bank and the Royal Norwegian Embassy.



## WHAT IS SAGCOT?

**SAGCOT stands for the Southern Agricultural Growth Corridor of Tanzania.**

**SAGCOT is an Initiative of the government of Tanzania to build an industrial economy through agriculture.**

This initiative is a 20 year public-private partnership which aims to:

- Ensure 350,000 hectares in profitable production, serves regional and international markets.
- Ensure tens of thousands of smallholders become commercial farmers, with access to irrigation and weather insurance.
- Create at least 420,000 new employment opportunities in the agricultural value chain.
- Lift more than two million people permanently out of poverty.
- Boost annual value of farming revenues to USD 1.2 billion.
- Ensure regional food security.

## WHAT IS THE SAGCOT CORRIDOR?

The SAGCOT Corridor is the geographic expanse in which the SAGCOT Initiative will be realized. The Corridor covers 45%<sup>1</sup> of Tanzania's 945,000km<sup>2</sup> agricultural land, where 75% of the Tanzania population is already engaged in the agricultural sector. The Corridor is the size of the European country, Italy.



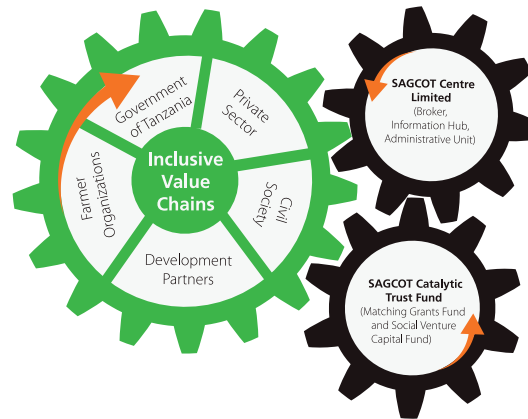
## WHAT IS SAGCOT CENTRE LTD (SCL)?

SCL is an operational arm of the SAGCOT Initiative. The core role of the SCL is to facilitate partners to deliver an inclusive, sustainable and commercially viable agricultural value chain in the SAGCOT Corridor divided into 6 clusters; Ihemi, Mbarali, Sumbawanga, Kilombero, Ludewa and Rufiji. This visibility of, and connection to, stakeholders in the ecosystem defines the Centre's role to:

- 1 inform private and public investment about partnership opportunities as well as priority policy reforms to achieve the SAGCOT objectives;
- 2 track progress of partnerships, through monitoring and evaluation of partner commitments and progress towards their objectives;
- 3 encourage and facilitate active participation of the private sector in promoting a cohesive partnership;
- 4 promote policy and regulatory reforms necessary to achieve SAGCOT objectives;
- 5 derive lessons, adopt approaches to cluster planning and partnership facilitation, and to communicate on behalf of the SAGCOT Partnership; and
- 6 promote the SAGCOT partnership, and its opportunities, to a broader audience regionally and with international partners.

<sup>1</sup> 2014 World bank estimates. <https://tradingeconomics.com/tanzania/agricultural-land-percent-of-land-area-wb-data.html>

## BENEFITS OF BEING A SAGCOT PARTNER



### KNOWLEDGE SHARING AND NETWORKING

- Participate in the biennial SAGCOT Forum event to share experiences and best practices
- Develop your network and build connections with relevant stakeholders
- Gain access to leading public and private actors

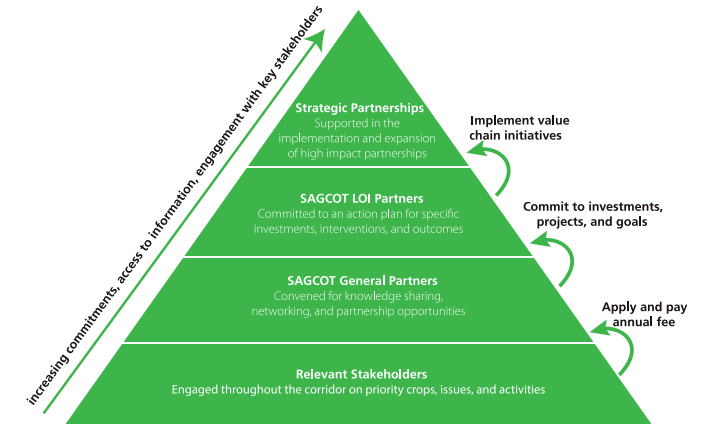
### PROJECT AND ADVOCACY OPPORTUNITIES

- Connect with other potential partners and collaborate on investment ideas and project design
- Join meetings, missions, and field days to explore investment and project opportunities
- Contribute to advocacy on project specific bottlenecks and more general policy issues

## THE PARTNERSHIP PROCESS

The SAGCOT Centre Ltd supports its partners to develop inclusive value chains. Most partners enter SAGCOT as General Partners to share information and explore partnership opportunities for investments and interventions in the Corridor. LOI Partners commit to specific investments, projects and targets by signing Letters of Intent. In addition, the SAGCOT Centre identifies five to ten strategic partnerships each year that:

- seek end-to-end value chain solutions and investments,
- convene a coalition of partners to leverage synergies,
- offer the opportunity to be scaled or replicated to maximize impact,
- provide transformative results to farmers for food security and improved livelihoods; and
- demonstrate positive environmental impact.



## WHAT DOES SAGCOT CENTRE LTD DO FOR PARTNERS?

### If you are an existing investor, we...

- provide a platform for inclusive and green investments,
- expand investment opportunities, networks and knowledge of best practices; and
- highlight key policy bottlenecks to Tanzanian government and relevant institutions.

### If you are a new or potential investor, we...

- offer information and access to knowledge,
- identify new investment opportunities and partners; and
- introduce you to relevant government authorities.

### If you are a farmers' organization, we...

- increase linkages to commercial value chains and market opportunities for members,
- facilitate projects where farmers can improve access to higher quality inputs, technology, and agricultural practices; and
- contribute to improving the incomes and livelihoods of members.

### If you are a development partner or civil society organization, we...

- scale your impact by linking activities to a critical mass of projects that are inclusive and sustainable,
- provide access to an effective and efficient model of agricultural development through alignment with private investments; and
- offer the opportunity to champion key policy issues relevant to transforming agriculture.