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## Unlocking Tanzania's Grape Value Chain: CultivAid and the Agricultural Helix in Dodoma

# We Drive Agricultural-led Economic Growth,

**Resilience. Sustainability.**  
Our work is rooted in agricultural experience, which integrates:

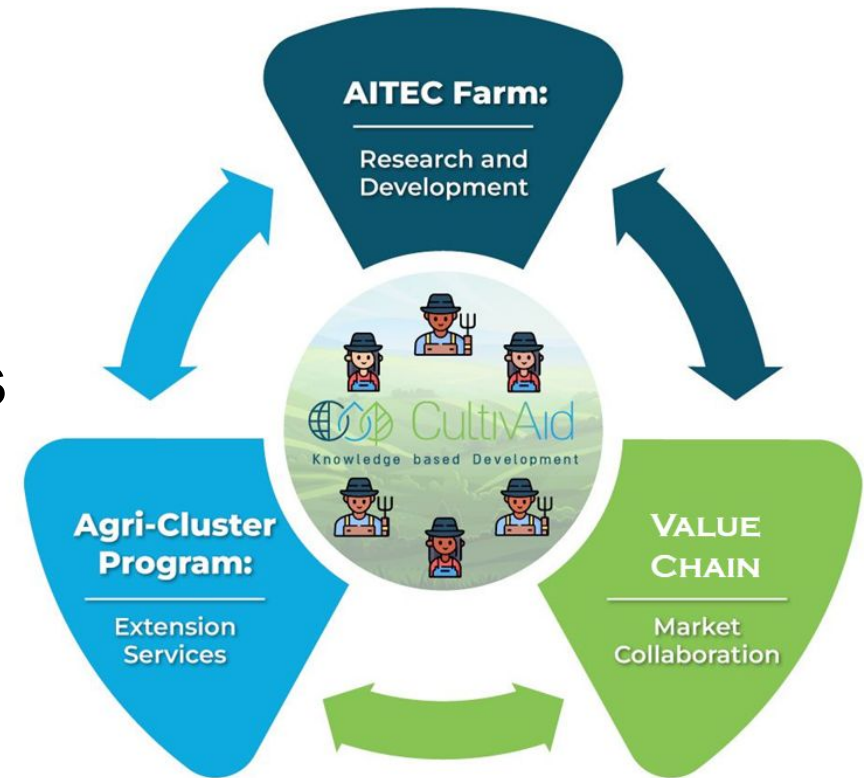
- **Research and Development** for innovation and adaptation
- **Farmer Production** for improved productivity and resilience
- **Value Chains** to strengthen market access and sustainability

The synergy between these three components fosters agricultural-led economic growth and long-term sector transformation.



# The Agricultural Helix / The Holy Triangle

- **Research and Development.**
  - Agricultural Innovation and Technology Center – AITEC farm
  - Training programs
- **Farmer production and Extension programs**
  - Agri-Cluster program
  - Farmer training and extension.
- **Value Chain development**
  - Demand driven agriculture and Comparative advantage
  - Focus on Input supply and access
  - Processors and purchasers, market stability







# Unlocking the Grape Value Chain Dodoma, Tanzania



# Case Study: Unlocking the Grape Value Chain in Tanzania

Grape was first introduced in Dodoma 1938 by Catholic missionaries and extend to near villages by 1963.

Tanzania government seek to increase 2000 hectares to expand production because of its impact in economy.

Est. 4,000 farmers growing >2,000 hectares mostly for wine.

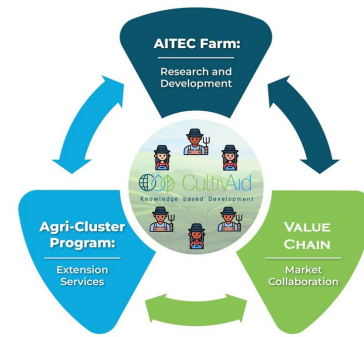
Increasing investment in with wine capacity to increase from 6 million liters in 2022 to 18 million by 2030.



# The Agricultural Helix

1. AITEC Farm in Dodoma
2. Farmer Agri cluster program
3. Working with Wineries

Lets break it down!





# Research and Development at AITEC

- Viticultural training program for young agronomists
- 5 Grape Varieties being introduced
- Introducing a new propagation protocol
- A Grape Nursery has been established
- New Agronomic practices e.g. trellising & 50mash net
- Practical field trails (pruning, designing, inputs effectiveness)





# Agri Cluster Program

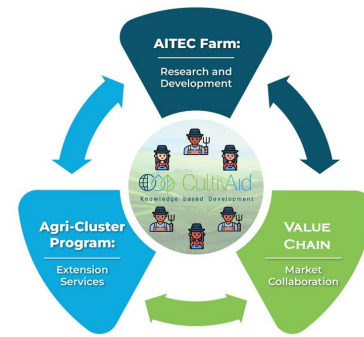
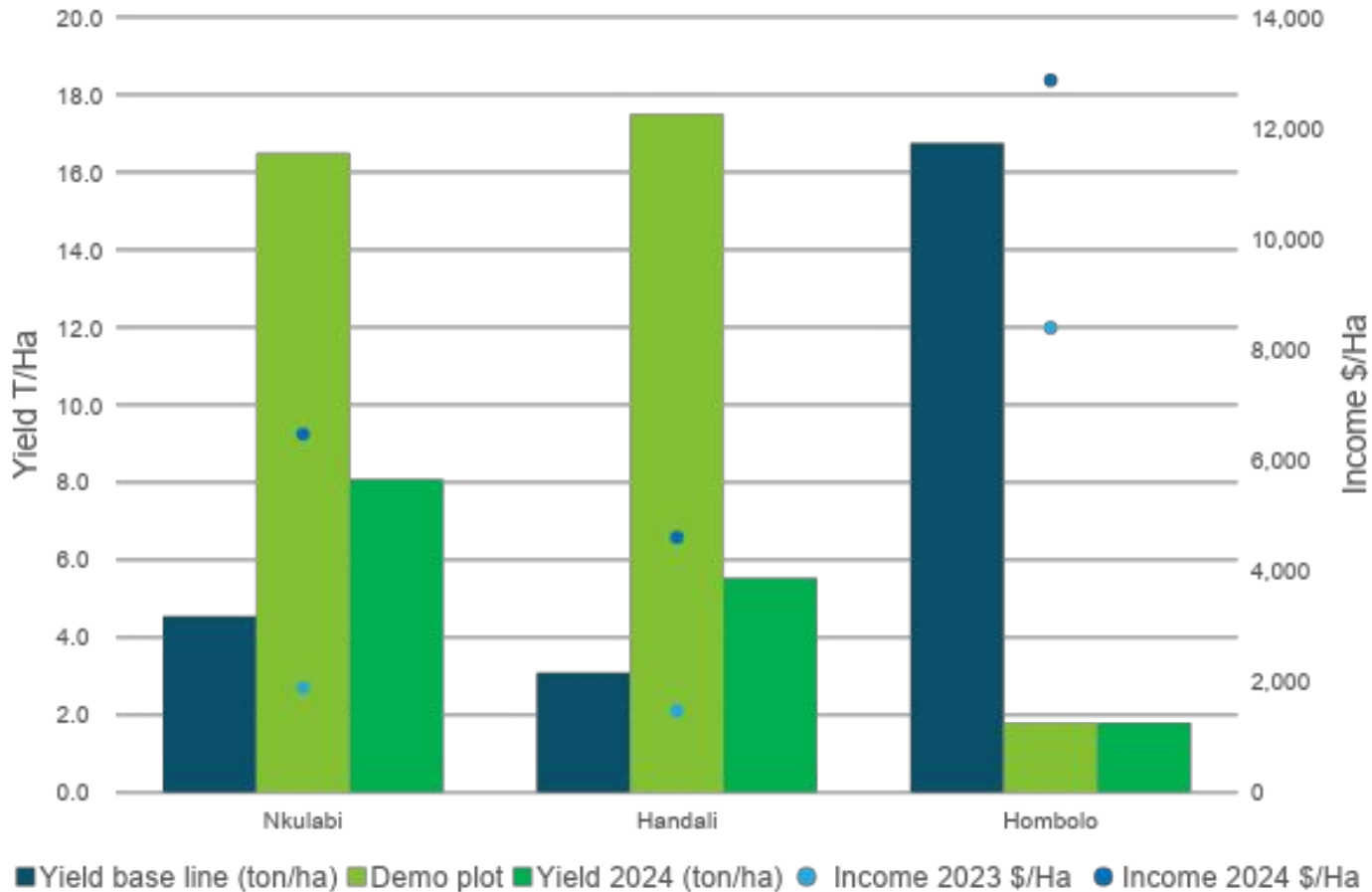


- 10 demonstration sites have been established throughout the region
- Training programs at the demonstration sites
- Knowledge and practices from AITEC being transferred to Farmers
- Extension program to farmers by CultivAid Agronomists
- Grading and monitoring program to review farmer adaptation.

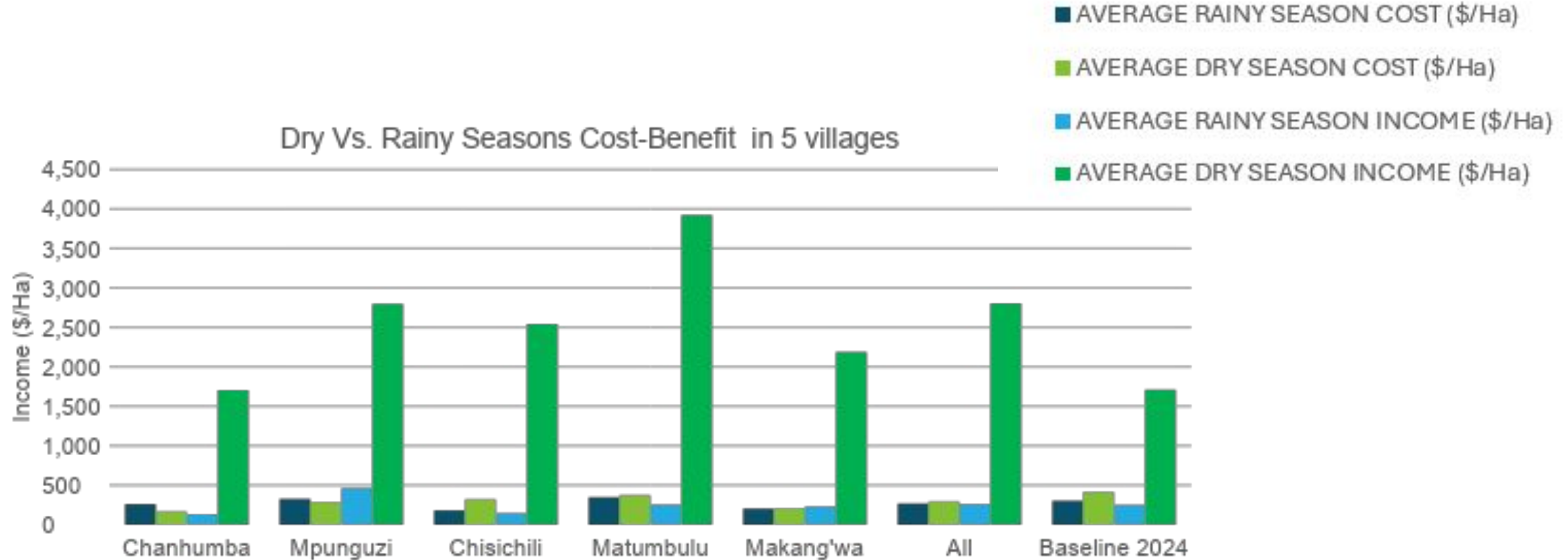


# Agri Cluster Program

Comparison Between 2023 vs. 2024 Yield & Income Across 3 Villages



# Agri Cluster Program – Trial Case Study





# Agri Cluster Program

# +2000

Farmers directly impacted by Demo sites

Baseline Yields (2023) – **4.23 t/Ha**

First Year Yields (2024) – **13 t/Ha**

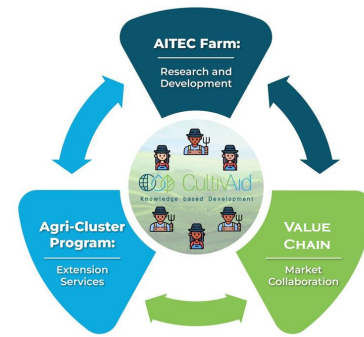
Second Year Expected Yields (2025) – **13.5 t/Ha**

# 50

Farmer trainings in 2025

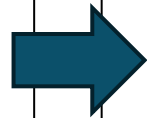
# X5

The yields / Income

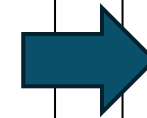


# Market – Value Chain

CultivAid has signed **agreements with Wineries** to promote the concept of **MARKET STABILITY**, promoting contracts between producers and processors



**Farmers are organized** into groups that are trained together, receive extension and wineries purchase from them.



Wineries have accepted to **pay for premium** grapes, promoting quality production by farmers.

S/N	Cluster	First Name	Last Name	Phone Numb	Winery Asso	Pruning Trair	Pruning Supp	Canopy Trair	Pest Manage	Pruning Grad	Canopy & Pe
NKUN	KULABI	Festo	Semwenda	783404704 /	Uwazamam	1	1		1	10	15
CHI2	CHISICHI	Danson	Asher	785595324	Kisitu	1	1	1		9	15
MAT	MATUMBI	Nicolas	Ruben Ching	692744457	Alko-Vintages	1		1	1	8	11



**The Agricultural Helix has ignited an agricultural revolution: transforming farmers into high-performing producers through innovation, knowledge, organization and market power.**



# Empowering value chain through local





# Asanteni (Thank you)





# Grape Value Chain Open Day

siku ya ufunguzi wa mradi wa mnyororo wa  
thamani ya zabibu

## Grape Value Chain Open Day

 **Date:** July 25, 2025

 **Location:** AITEC Farm, Dodoma

To Register and Reserve Your Spot **CLICK HERE**

