



THE UNITED REPUBLIC OF TANZANIA  
PRESIDENT'S OFFICE  
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT

# MANYARA REGION INVESTMENT GUIDE (2023-2026)



2023



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## LIST OF ABBREVIATIONS

AMCOS	Agricultural Marketing Cooperative Society
ASDP	Agricultural Sector Development Strategy and Programme
BRELA	Business Registration and Licensing Agency
CBD	Central Business District
CET	Community Common External Tariff
CoET	College of Engineering and Technology
CSO	Civil Society Organisation
DC	District Council
EAC	East African Community
EPZ	Export Processing Zone
ESRF	Economic and Social Research Foundation
EU	European Union
FAO	Food and Agriculture Organization
FCC	Fair Competition Commission
FDI	Foreign Direct Investment
FETA	Fisheries Education and Training Agency
FoE	Faculty of Engineering
FYDP	National Five-Year Development Plan
GCAs	Game Controlled Areas
GDP	Gross Domestic Product
GoT	Government of Tanzania
HDI	Human Development Index
ICSD	International Centre for Settlement of Investment Disputes
IIDS	Integrated Industrial Development Strategy
IPI	Institute of Production Innovation
ISO	Industrialization Support Organizations
JKT	Jeshi la Kujenga Taifa
LGAs	Local Government Authorities
M&E	Monitoring and Evaluation
MA	Ministry of Agriculture
MIGA	Multilateral Investment Guarantee Agency
MITI	Ministry of Industry, Trade and Investment
MLF	Ministry of Livestock and Fisheries
MWI	Ministry of Water and Irrigation
NBS	National Bureau of Statistics
NEEC	National Economic Empowerment Council

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NFRA	National Food Reserve Agency
NGOs	Non-Government Organisations
PO-PRALG	President's Office Regional Administration and Local Government
PPCP	Public-private community partnership
PPP	Public-private partnership
RS	Regional Secretariat
SACCOS	Savings and Credit Co-operative Society
SDL	Skills and Development Levy
SEZ	Special Economic Zone
SIDA	Swedish International Development Agency
SIDO	Small Industry Development Organisation
SIDP	Sustainable Industrial Development Policy
TAFMA	Tanzania Animal Feeds Manufacturers Association
TANESCO	Tanzania Electric Supply Company
TANTRADE	Tanzania Trade Development Authority
TBS	Tanzania Bureau of Standards
TC	Town Council
TCCIA	Tanzania Chamber of Commerce, Industries and Agriculture
TFDA	Tanzania Food and Drugs Authority
TIA	Tanzania Investment Act
TIC	Tanzania Investment Centre
TIN	Tax Identification Number
TMEA	TradeMark East Africa
TPSF	Tanzania Private Sector Foundation
TRA	Tanzania Revenue Authority
TRIMs	Trade-related Investment Measures
TSZ	Tanzania Shorthorn Zebu
TVETDP	Technical and Vocational Education and Training Development Programme
TZS	Tanzanian Shillings
UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UNIDO	United Nations Industrial Development Organization
VAT	Value-Added Tax
VETA	Vocational Education and Training Authority
WMA's	Wildlife Management Areas
WTO	World Trade Organization



## DEMONSTRATION OF COMMITMENT FROM THE HIGHEST LEVEL OF GOVERNMENT



"As our country achieves the status of a middle-income economy, the impetus is placed on continuing to build a Competitive and Industrial Economy for Human Development to achieve the objectives of the vision with the following qualities: improving the living conditions of Tanzanians; the existence of peace, security and unity; good governance and the rule of law; the existence of an educated and learning society; and building a strong and competitive economy."

**Her Excellency, Samia Suluhu Hassan.**

*The President of the United Republic of Tanzania.*

*Keynote to the Tanzania Five Year Development Plan, June, 2021.*



"A Five-Year Development Plan is determined to make Tanzania a major business hub for land-locked countries that use the port of Dar es Salaam to ship their cargoes"

**His Excellency, Dr. Philip Isidor Mpango,**

*Vice President of the United Republic of Tanzania.*

*Remarks provided at the Port of Singapore during the Bloomberg New Economy Forum held in Singapore from 15 to 20 November 2021*



"The 21st Century is going to identify itself with intensifying competitive business environment in which businesses that will triumph are those with relevant industrial products and services, modern technologies and human resource that is imbued with respective skills, work ethics and innovativeness. Industrialisation is the basic requirement and core secret for business to survive in the 21st Century. It is in this wisdom that the Fifth Phase Government of the United Republic of Tanzania has embraced industrialisation as its ultimate goal. The success of this goal calls for regional administrations to focus on the provision of conducive business environment necessary to facilitate business operations and flow of investments."

**Hon. Kassim Majaliwa Majaliwa,**

*Prime Minister of the United Republic of Tanzania.*

*Opening remarks at the Business and Investment Forum, Tabora Region, on 21 November 2018*

## FOREWORD



I am deeply honoured to welcome investors to Manyara Region. Investors are key players in promoting development and diversifying the economy. The Region has a variety of investment opportunities and unique social services for investors. Manyara Region has the pre-requisites for setting up industries and thriving business based on its geographical location and established infrastructure facilities that are important for enabling industrial development. The region has prioritised a large number of investments of your choice, ranging from agro-processing, crop and livestock production, manufacturing of industrial products from the region's large natural resource endowments that include various minerals, precious stones and forestry. Furthermore, the region has enormous opportunities available for investment in socio-economic activities such as hospitality, specialized vocational training on skills development, and any profitable business enterprise.

The Guide aligns with national development frameworks such as the Tanzania Development Vision 2025 and the Third National Five Year Development Plan 2021/22 – 2025/26 (FYDP III). The Guide also aims to stimulate the execution of the region's development pathway as expressed by the Regional Secretariat (RS) development mission stipulated in the Public Management Government document, which focuses on capacity building for Local Government Authorities (LGAs). The guide provides essential regional information to prospective local and foreign investors as a mean to attract them to make investment decisions in favour of any of the seven local government authorities in order to stimulate both business and enterprise growth.

This guide has six parts: Part one gives reasons for investors to choose Manyara Region as an investment destination; Part two presents the socio-economic profile of Manyara to equip potential investors with relevant information about the Region which can be essential in making investment decisions. Part three presents priority investment opportunities in the Region; Part four presents strategic issues for the Region to consider during the

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implementation of this Guide. Part five pinpoints specific issues related to facilitation, processes, requirements, and incentives for investing in Tanzania in general and in Manyara Region in particular. Part six provides important contacts in Manyara Region that will help potential investors in making follow up for opportunities in which they want to invest.

The Regional Secretariat is committed to providing attractive incentives, support services and coordination for prospective investors in the region. I therefore take this opportunity once again to warmly welcome you to invest in Manyara Region.



**Hon. Queen Cuthbert Sendiga**  
**Regional Commissioner**  
**Manyara Region, Tanzania**

## ACKNOWLEDGEMENT



Welcome to Manyara Region, the home of elephants and Tanzanite. The Manyara Region Investment Guide is in line with the overall investment policy of Tanzania, except that it presents investment opportunities available at the regional level.

This Investment Guide provides investment information to prospective local and foreign firms and individuals, attracting them to exploit investment potentials in Manyara Region to stimulate business and enterprise development and growth. Additionally, the Investment Guide intends to enhance Manyara's competitiveness in areas of strength as well as in emerging economic areas. Other objectives of the Guide are to foster productive capacities in key primary sectors and industries and sustainably augment the GDP and inclusive, resilient economic growth necessary to accelerate societal development and the well-being of the people of Manyara and Tanzania at large.

Thus, the Manyara Region Government and its seven Local Government Authorities (LGAs) have resolved to prioritize all investment initiatives and provide political support, attractive incentives, and support services for investors who invest in the region. Moreover, the Manyara Regional Office, Babati District Council, Babati Town Council, Hanang' District Council, Kiteto District Council, Mbulu District Council, Mbulu Town Council, and Simanjiro District Council will provide a satisfactory, conducive policy, regulatory, and business environment and are available to provide further details on selected strategic and viable opportunities to interested investors.

I would like to express my sincere gratitude to the United Nations Development Programme (UNDP) and the National Microfinance Bank (PLC) for the financial support and to the Economic and Social Research Foundation (ESRF) for developing and updating this Guide. I would like to specifically acknowledge the late Prof. Haidari Amani and his team of experts, namely Mrs. Margareth Nzuki, Mr. Mussa M. Martine, and Mr. John Shilinde, for their commitment and technical support that collectively resulted in the completion of this Guide.

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The ESRF team that assisted in preparing and updating this Guide received full cooperation from the Technical Team at the Regional Secretariat, District Teams, District Administrative Secretaries, Town Council Director, and District Executive Directors. I am grateful for the commitment to the task. Since it is difficult to mention every person who contributed in various ways towards making this Investment Guide possible, I hereby extend my sincere appreciation to all other individuals and the entire community of Manyara Region.

I take this opportunity to welcome you to invest in Manyara Region, and I assure you of our continued support in making your investments productive and mutually beneficial.



**Ms. Karolina Albert Mthapula**  
**Regional Administrative Secretary**  
**Manyara Region, Tanzania**

## EXECUTIVE SUMMARY

Manyara Region, with Babati Town as its capital, came into being in 2002 when part of Arusha Region was split to form a new region. It is one of Tanzania's 31 administrative regions. The region lies in the North-Eastern quarter of Mainland Tanzania, between Latitudes 3°40' and 6° South of the Equator and Longitudes 33° and 38° East of the Greenwich Meridian.

It is bordered by Arusha Region on the North, Kilimanjaro and Tanga regions on the East, Dodoma Region on the South and Singida and Shinyanga regions on the West.

Administratively, Manyara Region is divided into five (5) districts namely, Babati, Hanang, Mbulu, Simanjiro and Kiteto, with seven (7) Local Government Authorities (LGAs) of Babati Town, Babati, Hanang, Mbulu Town, Mbulu, Simanjiro and Kiteto councils, with 27 divisions, 142 wards, 440 villages, 93 streets and 1,945 hamlets.

Manyara Region receives an average rainfall of between 450mm and 1,200mm per year, with two rainy seasons. The short rainy begins in October and ends in December, while the long rainy season starts in January, with a dry spell during February, and ends in May. Also, the region has an average temperature ranging from 13°C to 33°C depending on altitude and season. The region is usually cool during June through September, and warm from October to April. Some areas along the rift valley experience sub-temperate type climate as a result of agro-ecological zone's influence.

Manyara Region is endowed with three distinct agro-ecological zones of about 1,446,800 hectares (ha) suitable for agriculture. The land use pattern in the region is highly influenced by three distinct agro-ecological zones based on altitude, soils and climate. These include Rift Valley highlands, semi-arid midlands and the bushed Maasai Steppe.

Agricultural production, livestock keeping and mining are the main economic activities in Manyara Region. The major food crops and cash crops that are cultivated by small farmers (peasants) include maize, beans, pigeon peas, sunflower, onions, garlic, coffee, paddy and finger millet. Maize, beans, pigeon peas, wheat and sunflower are the major contributors to the region's economy.

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As part of its economy, livestock resource in Manyara Region is the second most important economic activity after crop farming, employing average of 75% of Manyara residents (about 70 to 80% of residents keep livestock). The land designated for livestock production is approximately 2,273,960 ha. The land allocated for ranches is 9,248 ha, which can optimally accommodate approximately 6,677 herds of cattle per year.

Manyara Region has seven (7) lakes where fishing is a main economic activity of the surrounding community. Fishing activities are mostly practised in Lake Manyara, Babati and Burunge (in Babati District), Bassoutu, Balang'dalalu and Basodesh (in Hanang' District) and Tlawi (in Mbulu District), as well as in Ruvu/Pangani Fahel, Kiongozi and Tarangire rivers and Nyumba ya Mungu Dam (in Simanjiro District).

Manyara Region is rich in minerals that include tanzanite, ruby, green garnet, green tourmaline and rhodolite, tsavorite and tremolite. Majority of these precious stones are mined in Simanjiro District.

The region is endowed with a variety of wildlife species, ranging from big games to small antelopes. Wildlife in Manyara Region is distributed in various categories of wildlife-protected areas from open area, game controlled areas (GCAs), wildlife management areas (WMAs) and national parks. Tarangire and Lake Manyara national parks are where wild animals such as lions, cheetahs, monkeys, mongooses, baboons, caracals, honey badgers, dik-dik, gazelles, wildebeests, zebras, impalas, water bucks, buffaloes, elephants, giraffes, leopards, hippos, crocodiles, wild dogs, more than 550 bird species and many other wild animals can be found.

Manyara Region has set aside about 2,517.8 ha for industrial development to respond to the national industrialization strategy. These include 1339.8ha demarcated for the establishment of ordinary industrial and agricultural investment parks or more advanced industries registered as Special Economic Zones (SEZ) and Export Processing Zones (EPZ) located in Simanjiro District. Other surveyed areas are Makatanini (72 ha) in Babati District Council, Ufyomi Estate (450 ha) at Galapo Ward in Babati Town Council, Gawal (432 ha) in Hanang' District Council, Mbulu Town Council (84 ha), Mbulu District Council (18 ha) and Loolera (22 ha) in Kiteto.

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The region has identified investment in Tanzanite City at Mirerani Simanjiro District and packaging material processing industries in Babati Town Council as regional level priority investment opportunity. This is because its scale and scope transcend beyond those of individual LGAs and it is large enough to serve all LGAs. Priority investment opportunities at district level include: establishment of grains millings (processing, grading, packaging and branding); fish farming and fish fry hatcheries; animal feeds processing industry; solid wastes management; tourism and hospitality industry (skyline and parachuting tourism, hotels, motels, campsites, tour guide companies etc.); specialized vocational training on skills development; building commercial irrigation infrastructure; crops cultivation; cross breeding and livestock feedlot; investment in modern beehives, beekeeping and honey processing industry; paddy processing industries (sorting, processing, grading, packaging and branding); salt industry (processing, grading, packaging and branding); horticultural processing industry (sorting, processing, grading, packaging and branding); spices and essential oils processing plant; water bottling plant; and cement and lime stone industry.

The Guide also includes issues of facilitation, processes, requirements, and incentives for investment in Tanzania and Manyara Region.



# DISCLAIMER

This guidebook was published to provide potential investors with essential information regarding investment opportunities and investment processes in Manyara Region. It does not, in any way, give exhaustive information or detailed practical instructions; rather, it points out sources of other information in both private and public sectors.

Most of, if not all, information contained in this guidebook was derived from consultations with regional and district government officials, the private sector, and other non-state actors. Depending on the nature of investment, potential investors are expected to conduct feasibility studies and/or environmental impact assessments prior to actual investments.

Materials in this guidebook should therefore be used only for the intended purposes and not for defense in a legal dispute or in any matter of that nature. The guide is presented in good faith and in cognizance of the Statistics Act, [Cap 351 R.E 2019].

Where a datum point used in this guide unknowingly contradicts an official statistic, it should be deemed an error, and the official statistic should be assumed to be correct.



# REASONS FOR INVESTING IN MANYARA REGION

## 1.1 Manyara Region in the Broader Tanzanian Context

The Manyara Region being part of Tanzania benefits from the country's conducive investment and trade policies, political stability and well-prepared development frameworks based on the National Vision 2025. Tanzania, with its large and growing domestic population, strategic location, an abundance of natural resources and internal political stability, presents a uniquely attractive investment opportunity. The country has a population of 61,741,120 according to Population and Housing Census of 2022 and a population growth rate of 3.2 percent. The country is renowned for some key positive attributes as explained below.

**Peace, security and stability:** Tanzania is free of ideological confrontations, ethnic clashes and labour disputes and is therefore regarded as an epicentre of economic and political stability in Sub-Saharan Africa. Multi-party democracy adopted in 1992, has not disturbed the peace of political climate of the Country.

**Transparent investment laws:** The pro-investment gestures by Government are clearly demonstrated by the innovative investment legislation, the increasing number of foreign direct investments in the Country and structural reforms that have led to substantial progress in establishing a functioning market economy. Institutional support for priority investment projects is readily available at the Tanzania Investment Centre (TIC) and other Government institutions.

**Abundant natural resources:** Tanzania has abundant natural resources, including agricultural land; water bodies such as lakes, rivers and springs; mineral resources; and tourism attractions including biodiversity and unique landscapes, such as Lake Manyara, Ngorongoro Crater National parks and other National Parks, which attract tourists from all over the World. In addition, its location on the east coast of Africa gives it a comparative advantage in providing trade and transport services to neighbouring land-locked Countries.

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**Conducive business environment:** A number of measures have been taken to create a conducive business environment to encourage local and foreign investment. The country has created a stable and attractive macro- and micro-economic climate with single-digit inflation; there are on-going reforms in fiscal and monetary policies, as well as improvements in the business climate through legal and regulatory reform aimed at streamlining procedures and freeing business from unnecessary bureaucracy.

Tanzania has sustained an average rate of 4.7 - 7 percent economic growth since late 1990s due to a relatively stable political environment, reasonable macro-economic policies, structural reforms, resilience from external shocks, and debt relief. In 2017, the International Monetary Fund (IMF) reported that Tanzania's macro-economic performance remains strong, economic growth is projected at about seven percent (7%), and inflation is expected to remain close to the Government of Tanzania's (GoT) five percent (5%) target. Tanzania's development agenda is also guided by the Sustainable Development Goals (SDGs), with particular reference to goals 1 and 2 on investment promotion agenda. The two goals relate to creating sound policy frameworks based on pro-poor and gender-sensitive development strategies to support accelerated investments in poverty eradication actions and increasing investment, including through enhanced international cooperation in rural infrastructure, agricultural research and extension services, technology development, and plant and livestock gene banks to enhance agricultural productive capacity.

**The private sector as an engine of economic growth:** The Government recognises the role of the private sector (both local and foreign) and other strategic partners as the engine of growth, poverty reduction and the drivers of economic transformation. This important role of the private sector has been further emphasised in the Third Five-Year Development Plan (FYDP III) by recognising that the realisation of the goals and targets of FYDP III hinges on, among other things, effective participation of the private sector in developing industries and enterprises that spur economic growth and create jobs.

## 1.2 Investment Climate and Trade policy

For the last three decades, the Government of Tanzania has had, generally, a favourable attitude toward foreign direct investment (FDI) and has had considerable success in attracting FDI. There are no laws or regulations that

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limit or prohibit foreign investment, participation, and firms generally do not restrict foreign participation. The Government also recognises the important role of the local private sector and enterprises in industrialisation. This recognition has been emphasised in many policy documents but more so in FYDP III. In that plan, the Government has committed to ensuring that the local investment climate is functional for local enterprises, supporting small and medium-sized enterprises, encouraging new enterprises and attracting inward investment.

To ensure better local investment climate the Government established the Tanzania Investment Act, 1997 to make provision for investment in Tanzania, to provide for more favourable conditions for investors, and for related matters. This act resulted into formulation of the Tanzania Investment centre, which is the one-stop centre for investors as a primary agency of the government to co-ordinate, encourage, promote and facilitate investment in Tanzania and to advise the Government on Investment Policy and related matters, with among its function being to initiate and support measures that will enhance the investment climate in the country for both local and foreign investors.

The Government uses the World Trade Organisation's (WTO) Trade-related Investment Measures (TRIMs) to encourage investments in line with national priorities and to attract and regulate foreign investment. Trade development instruments that Tanzania has adopted include export processing zones (EPZs), investment code and rules, export development/promotion and export facilitation. EPZs were established by the 2002 EPZ Act and are open to both domestic and foreign investors, in particular, the agribusiness, textiles and electronics sectors.

Tanzania's Export Processing Zone Authority (EPZA) is the principal Government agency for promoting investments in Tanzania's special economic zones (SEZs). The Authority operates as an autonomous agency under the Ministry of Industry, Trade and Investment of Tanzania. EPZA is mandated to promote, register and facilitate investments in SEZs in Mainland Tanzania. EPZA's functions include the development of EPZ and SEZ infrastructure, provision of business services to EPZ and SEZ investors, and issuing of EPZ and SEZ licences.

The Government has encouraged both local and foreign investors to take advantage of the investment opportunities under the Export Processing

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Zones Authority (EPZA) for their benefit and for the benefit of the country. There are three categories of licence issued by EPZA; these are:

- (i) Developer's Licence (for investment in infrastructure development, including construction of industrial buildings and warehouses, development of internal roads, landscaping and fencing, and provision of utilities)
- (ii) Operator's Licence (for investors who are undertaking manufacturing operations, including manufacturing, processing breaking bulk, re-packaging, re-labelling and trading)
- (iii) Service Provider's Licence (for investors who are providing services and utilities to EPZ and SEZ investors within the zone, including banking and insurance, as well as information and communication technologies (ICTs).

EPZA also oversees incentive packages such as exemptions from corporate tax and withholding taxes on rent, dividends and interest; remission of customs duty, value-added tax (VAT) and other taxes on raw materials and capital goods; and exemption from VAT on utilities and levies imposed by local authorities. In addition, work permits for foreign staff can be obtained at EPZA. More information can be found on the website [www.epza.go.tz](http://www.epza.go.tz) and email address is [info@epza.go.tz](mailto:info@epza.go.tz)

The Special Economic Zones Act of 2006 authorised the establishment of special economic zones (SEZs) to encourage Greenfield investments in light industry, agro-processing industry and agriculture. All the above factors, plus the country's well-formulated development strategic frameworks, have contributed to continuous real GDP growth of above four percent (4.7%).

Investments in Tanzania are guaranteed against nationalisation and expropriation through various agreements of protection and promotion of investments, such as the Multilateral Investment Guarantee Agency (MIGA), of which Tanzania is a member. Tanzania also offers access to major markets of the world, such as America (e.g. Africa Growth Opportunity Act [AGO]); Europe (e.g. Everything But Arms [EBA]); Asia (e.g. India); Middle East; and China; all done through special bilateral trade and investment agreements and arrangements.

Tanzania is also a member of two major Regional economic communities (RECs): The Southern African Development Community (SADC) and the East African Community (EAC). Both RECs are growing stronger, and so investors

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in Tanzania will have the advantage of accessing both domestic and Regional markets as well as the export markets in the European Union (EU), the United States, the growing Asian economies of China and India, and in the Middle East, to mention only the leading ones. The domestic market is significant as well as a growing middle class.

**Briefly, the following are among the reasons why one should invest in any Region of Tanzania:**

- (i) High degree of investment security because of unparalleled political stability that is strife-free without ethnic divisions; a democratic rule that respects the diversity of opinion and a tradition of strong constitution and the rule of law
- (ii) Business-friendly macro-economic stability with low inflation (around 4%); stable exchange rates supported by unrestricted and unconditional transfers of profits, loan repayments, emoluments, royalties, fees and charges
- (iii) Simplified bureaucracy, streamlined through the acclaimed services of Tanzania Investment Centre (TIC), which is a one-stop facilitation agency of Government serving registered investors and businesses
- (iv) Regulatory Authorities such as TRA, LTRA, TBS, TMDA, TOSCI, Research Institutions, EWURA, and TPRI
- (v) Successful economic liberalisation measures commended by both the World Bank (WB) and IMF, with business-supportive legislation continually being improved through genuine dialogue between the Government and the private sector
- (vi) A well-balanced package of incentives to investors with additional negotiated benefits to strategic investors
- (vii) Rapidly emerging as the most effective entry point and gateway for trade into Eastern, Southern and Central Africa
- (viii) Lucrative investment opportunities in infrastructure and value-adding facilities
- (ix) Investment guarantees and settlement of disputes: investments in Tanzania are guaranteed against political risks, nationalisation and expropriation
- (x) Any foreign business operating in Tanzania may obtain credit from domestic financial institutions up to the limits established by the Bank of Tanzania. Major banks like Standard Chartered Bank, ABSA, Citibank, Stanbic, and Exim Bank have invested in Tanzania.

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### 1.3 Available Favourable Conditions for Investments in Manyara

The region possesses significant potentials for lucrative investment, which has yet to be exploited mainly due to lack of promotion and publicity. The region has:

- Favorable conditions for commercial farming; irrigation agriculture and large herds of livestock suitable for dairy and beef processing
- As part of Tanzania, Manyara Region is peaceful and assures security to all its residents and non-residents
- Various tourist attractions such as Lake Manyara National Park, Tarangire National park, Wildlife Management Areas (WMAs), potential cultural centres, Mount Hanang, which is the habitat of leopards, klipspringer, velvet monkeys, olive baboon and dik-dik and a variety of bird species, and Mount Kwaraa located within Babati Township and has a catchment forest, which is a habitat for elephants and buffaloes in all seasons of the year
- Rich mineral deposits such as gold, gypsum, and phosphate, as well as a variety of gemstones such as tanzanite, green tourmalines, ruby crone, rhodolite, green garnet, almandine and red garnet. Tanzanite is found nowhere else in the world except in Mirerani Hills, Simanjiro District in Manyara Region
- Other natural resources include natural forest reserves, lakes Manyara, Babati, Burunge, Balang'dalalu, Bassotu, Basodesh, and Tlawi
- Strategic location of the regional capital town, Babati, which links Singida, Tabora and the lake zone regions of Mwanza, Mara and Shinyanga. It also links with Dodoma and Arusha regions through the Great North Road.

Manyara Region has a lot of opportunities for investors. There is adequate land for agriculture, abundance of livestock, minerals like tanzanite as well as many attractive tourism areas.



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## 1.4 Suggested Priority Investment Areas in Manyara Region

Investors are welcome to invest in the following suggested priority investment areas:

### 1.4.1 Regional Level Priority Investment Opportunities

- 1) Investment in Tanzanite City
- 2) Investment in Carbon trading
- 3) Packaging materials for both primary and secondary processing industries.

### 1.4.2 District Level Priority Investment Opportunities

- 1) Establishment of grains millings (processing, grading, packaging and branding)
- 2) Fish farming and fish fry hatcheries; animal feeds processing industry
- 3) Solid wastes management
- 4) Tourism and hospitality industry (skyline and parachuting tourism, hotels, motels, campsites, tour guide companies etc.)
- 5) Specialised vocational training on skills development
- 6) Building commercial irrigation infrastructure
- 7) Crops cultivation
- 8) Cross breeding and livestock feedlot
- 9) Investment in modern beehives
- 10) Beekeeping and honey processing industry
- 11) Paddy processing industries (sorting, grading, packaging and branding)
- 12) Salt Industry (processing, grading, packaging and branding)
- 13) Horticultural processing industry (sorting, processing, grading, packaging and branding)
- 14) Spices and essential oils processing plant
- 15) Water bottling plant
- 16) Cement and lime stone industry
- 17) Dairy processing plant
- 18) Land development.

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## 1.5 The Guide's Target groups

Making decisions by prospective investors on where and which sector to invest requires adequate information, and the ability by public officials to provide correct information on investment opportunities to investors. The main thrust of this guide is to provide general information that can assist potential investors and other stakeholders in making informed decisions. It targets national and international prospective investors interested in starting new businesses or acquiring existing ones in various sectors; or those seeking to either expand their current operations or interested in venturing into new businesses; and Government ministries responsible for facilitating business owners. However, directly targeted beneficiaries of this guide include:

- a) Investors, business owners and stakeholders, agriculture crop estates and medium-to-large-scale farms and value-adding and marketing entities intending to invest in designated industrial and business areas
- b) President's Office (Investment)
- c) Government ministries and agencies, LGAs, EPZA, and State-Owned Enterprises (SOEs) (e.g. those responsible for agriculture, industries, trade, finance, and international cooperation)
- d) Primary stakeholders across value chains, including individual entrepreneurs, importers and exporters of input and output factors and agriculture crops, livestock keepers and fisher folks, industrial organisations/marketing boards or organisations and exporters
- e) Academicians, researchers and extension service providers
- f) Organisations such as the Tanzania National Business Council (TNBC), Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA and SAGCOT), pension and provident funds investing in agriculture and industries, and other support institutions
- g) Institutions overseeing the management of quality and safety management issues, such as Tanzania Bureau of Standards (TBS)
- h) Organisations providing productive capacities, information and data, monitoring and evaluation and other business support services, such as Textiles Development Unit (TDU), Business Registration and Licensing Agency (BRELA), Tanzania Revenue Authority (TRA), Fair Competition Commission (FCC), National Economic Empowerment Council (NEEC), Tanzania Trade Development Authority (TANTRADE), industry support organisations (ISOs), agricultural and industrial extension services providers, etc.

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- i) Selected civil society organisations (CSOs), non-governmental organisations (NGOs) and development partners (DPs), such as the Food and Agriculture Organisation (FAO), United Nations Development Programme (UNDP), World Bank (WB), United Nations Conference on Trade and Development (UNCTAD), International Trade Centre (ITC), European Union (EU), United Nations Industrial Development Organisation (UNIDO), Trade Mark East Africa (TMEA), etc.

# SOCIO-ECONOMIC PROFILE OF MANYARA REGION

## 2.1 Introduction

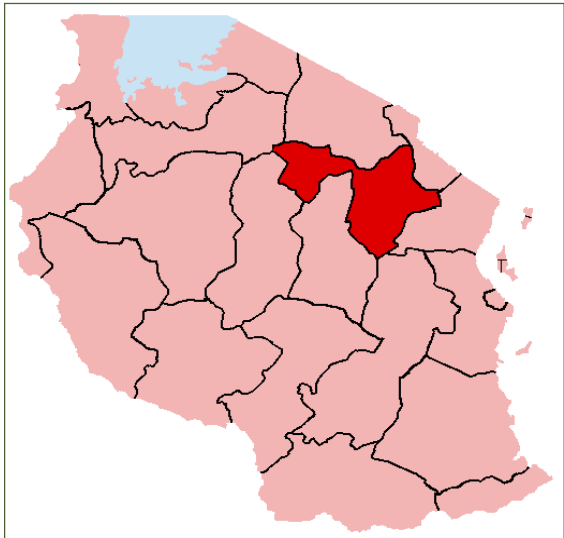
This part highlights geographical location, surface area, population and demographic pattern, administrative units, topography and land use patterns, agro ecological zones, climate, socio-economic context and productive sectors of Manyara Region.

## 2.2 Location, Land Area, Population and Administrative Units

### 2.2.1 Location

Manyara Region is one of Tanzania's 31 administrative regions established in 2002 after splitting part of Arusha region. The region lies in the north-eastern quarter of Mainland Tanzania, between latitudes  $3^{\circ}40'$  and  $6^{\circ}$  South of the Equator and longitudes  $33^{\circ}$  and  $38^{\circ}$  East of the Greenwich Meridian. It is bordered by Arusha Region on the North, Kilimanjaro and Tanga regions on the East, Dodoma Region on the South and Singida and Shinyanga regions on the West.

*Map Showing the Location of Manyara Region in Tanzania*



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## 2.2.2 Land Area

Manyara Region has an area of 50,921 square kilometres (sq.km) that include 49,576 sq.km of dry land and 1,260 sq.km covered with water bodies. The region is endowed with an area of 1,348,300 ha of arable land, out of which 850,000 ha are under agriculture (cultivation). Moreover, some 2,814,494 ha is under forest and wildlife reserves, 2,981,800 ha covered by grasslands and rangelands, while 37,565 ha represent potential areas for irrigation with 11,889 ha being irrigated.

## 2.2.3 Population and Administrative Units by Council

According to the 2022 national census, the region had a population of 1,892,502. Manyara is among the regions with low population density of 43 people per sq.km as well as the least urbanized in Tanzania. On the other hand, Manyara is among the regions with fastest population growth rate, which is 2.8 according to 2022 Population and Household Census.

Administratively, Manyara Region is divided into five (5) districts namely, Babati, Hanang, Mbulu, Simanjiro and Kiteto; seven (7) Local Government Authorities (LGAs) of Babati Town Council, Babati District Council, Hanang District Council, Mbulu Town Council, Mbulu District Council, Simanjiro District Council and Kiteto District Council, with 27 divisions, 142 wards, 440 villages, 93 streets and 1,945 hamlets (Table 2.1).

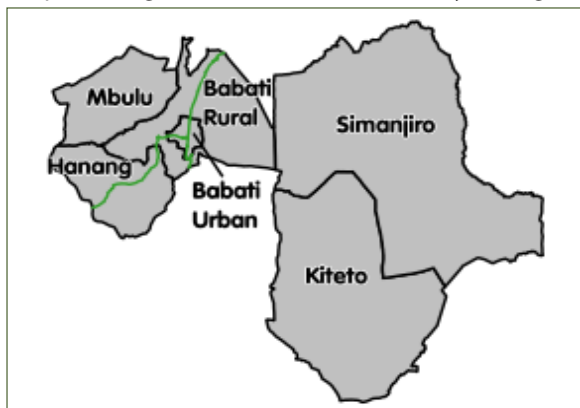
The region shares borders with Arusha Region to the north, Kilimanjaro Region to the north east, Tanga Region to the east, and Simiyu Region to the west.

**Table 2.1: Administrative Units and Population by District**

District/ LGAs	Area (Sq. km)	Division	Wards	Villages	Hamlets	Streets	Population Census 2022	Household Size
Babati TC	461	2	8	13	54	35	129,572	3.9
Babati DC	5,608	2	25	102	408	0	375,200	4.7
Hanang' DC	3,814	5	33	96	416	0	367,391	5.3
Kiteto DC	16,645	7	23	63	279	0	352,305	4.3
Mbulu TC	1,891	3	17	34	152	58	138,593	5.0
Mbulu DC	2,561	2	18	76	361	0	238,272	5.5
Simanjiro DC	19,941	6	18	56	275	0	291,169	4.3
	<b>50,921</b>	<b>27</b>	<b>142</b>	<b>440</b>	<b>1,945</b>	<b>93</b>	<b>1,892,502</b>	<b>4.7</b>

**Source:** The Manyara Regional Government Notes, 2002 and Population and Housing Census 2022

**Map Showing Location of Councils in Manyara Region**



### 2.3 Climatic Conditions and Topography

Manyara Region receives an average rainfall of between 450 mm and 1,200 mm per year, with two rainy seasons. The short rain begins in October and ends in December, while the long rainy season starts in January, with a dry spell during February, and ends in May.

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Also, the region has an average temperature ranging from 13°C to 33°C depending on altitude and season. The region is usually cool during June through September and warm from October to April. Some areas along the Rift Valley experience sub-temperate type of climate as a result of agro-ecological zone's influence.

## 2.4 Distinctive Indigenous Ethnic Groups

The main indigenous ethnic groups in Manyara Region are the Iraqw, the Maasai, the Barbaig, the Mbugwe, the Rangi and the Gorowa, each of which constitutes distinctive ethnic and unique social-cultural ways of living. The Iraqw of Mbulu District and their cousins the Gorowa of Babati District, the Mbungu of Lushoto District, as well as the Alawa and the Burunge of Kondoa District, form unique groups in Tanzania. The only similar ethnic groups are found far away in Ethiopia and Eritrea among the Oromo, as well as the Tutsi of Rwanda and Burundi. The Hadzabe/Hadza of Yaeda Valley in Mbulu District (whose number is only about 1,600) are also distinctive in that, as a group, they have the smallest stature in Tanzania.

They still live on hunting and collecting wild honey, wild fruits and roots. The only similar ethnic group is the Bushmen of the Kalahari Desert in Namibia. Manyara Region is also home to the Mainland's greatest concentration of the Nilotic tribes, that is the Barbaig, the Ndorobo/Akea and the Maasai, who are historically known to be warrior ethnic groups. The Akea are neither livestock keepers nor farmers. Their home is the forest where they engage in hunting and gathering of wild honey, wild fruits and wild roots. Their culture is diminishing due to assimilation into the Maasai ethnic group. The current number is about 500 in the whole of Manyara Region. Another 2,500 Ndorobo/Akea are found in Arusha Region. Part of the reason for the diminishing numbers is that their life style, which is similar to that of the Hadzabe, is now no longer sustainable within the ever-changing environment.

## 2.5 Agro-Ecological Zones (AEZ)

Manyara Region is endowed with three distinct agro-ecological zones of about 1,348,300 hectares suitable for agriculture. The land use pattern in the region is highly influenced by three distinct agro-ecological zones based on altitude, soils and climate. These include rift valley highlands, semi-arid midlands and the bushed Maasai steppe, as detailed below.

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### 2.5.1 Rift Valley Highlands

The zone is characterised by moderately high rains, with an annual rainfall that ranges between 800 mm and 1000mm, and temperatures ranging from 20°C to 25°C. The Maasai call it “Engotiek” while the Germans called it “Winter Hochland” due to its temperate-like climate. Its soil is characterized by moderately fertile red sandy loam, grey sandy loams and red clay loams, suitable for cereals and legumes production, i.e. maize, wheat, legumes (food beans and pigeon peas), Irish potatoes and vegetables, which are the principal crops grown in this zone.

The zone constitutes the highlands of Babati, Hanang, Southern part of Kiteto and Mbulu districts. Simanjiro, Kiteto and part of Babati districts lie east of the Great Rift Wall while Mbulu District and another part of Babati District remain demarcated between the two great walls. The remaining part of Babati District and the whole of Hanang District lie west of the two great walls.

### 2.5.2 Semi-Arid Midlands

This zone is characterised by elevated flat areas in low altitudes that experience moderately low rainfall with averages of between 450 mm and 700 mm per annum of short and unreliable regimes. Poor fertile loamy sands and sandy loams characterise the zone’s soils. Main crops are sorghum, sunflower, peas, cassava and sweet potatoes. Traditional livestock keeping is common, and human population is moderately low. The zone includes eastern Babati, north-western Mbulu, Southern Hanang District and the midlands of Kiteto.

### 2.5.3 The Bushed Maasai Steppe

The zone is the modification of classic open grassland Maasai steppe of Monduli District in which semi-arid midlands slowly merge into a bush land (the arid grassed plain mixed with bushes). The zone covers the northern part of Kiteto and the greater part of Simanjiro District. The area is characterised by low to moderate fertile sandy loams soil. The zone receives short and unpredictable amount of rainfall, ranging from 350mm to 400mm per annum. Livestock density is high while that of human is low. During the dry season, there is a great movement of both human and livestock, and it has been previously argued that the most suitable and traditional land use of this area is Trans-humane livestock husbandry and wildlife conservation. The zone includes the northern part of Kiteto District and the greater part of Simanjiro District.



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## 2.6 Unique Geographical Physical Features of Manyara Region

***The Rift Valley Region:*** Manyara Region takes its name from Lake Manyara, which is one of the major lakes formed in ancient times by the Great Rift Valley. It is the only region in Tanzania that is bisected into two by the Great Rift Valley. If any region in Tanzania can claim to be the Rift Valley province, then it is Manyara. Simanjiro, Kiteto and part of Babati districts lie to the east of the Great Rift Wall while Mbulu District and another part of Babati District are in-between the two great walls. The remaining part of Babati District and the whole of Hanang District lie west of the two great walls.

Manyara also comprise Rift Valley lakes such as Manyara, Burunge, Babati, Bassotu and Balang'dalalu. These lakes are a major wildlife water source and are, therefore, an essential part of the wildlife ecosystems of Manyara and Tarangire national parks. In addition, Lake Manyara is the country's largest breeding ground for tens of thousands of flamingos. During the mating season (September - December), the collection of thousands of flamingos in the shallow waters of Lake Manyara offers an unforgettable sight to visitors.

The area falls within the eastern branch of the East African Rift Valley, which has widened and its floor has fallen over the past few million years. About 250,000 years ago, Lake Manyara and Lake Burunge were part of a larger lake called Proto-Manyara, a basin of internal drainage that lost water through evaporation and deep percolation.

Subsequent rises in the Rift Valley floor changed drainage patterns and the lake was reduced in size and divided into the two shallow, alkali lakes currently seen. Topography is now mainly low ridges of gneiss and pre-Cambrian rocks covered with well-drained, medium textured, stony soils.

Large areas of valley bottoms are montmorillonite black cotton soils. Ancient lake sediments produced clay soils in the Proto-Manyara area. Minjingu Hill and Vilima Vitatu were islands in Proto-Manyara Lake, and their phosphate deposits are derived from accumulated water bird faeces. Volcanic ash deposits produce rich soils on the Northern Plains and Simanjiro Plains, where migratory wildebeest and zebra find forage with the nutrients necessary for lactation and healthy calf growth.

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**Figure of "8" Shape:** The region's "figure of 8" shape makes it the oddest shaped region in the country. The eastern half of the region comprising of Kiteto and Simanjiro districts is almost cut off from the western half, which is made up of Babati, Mbulu and Hanang' districts.

**SULEDO Forest Reserve:** Environmentally, Manyara's black wood of SULEDO Forest Reserve in Kiteto District, which is about 163,000, ha is a wonder of nature. This natural forest of African Blackwood trees is as good as man-made in that the trees are evenly spaced in such a way that they could as well have been planted by the Forest Division. This dream forest is strictly protected from encroachment; it is therefore a wonderful tourist attraction.



**Tarangire National Park** has a bimodal rainfall averaging 650 mm per annum, with short rains from November to February, long rains from March to May, and dry season from June to October. The rains, particularly the short rains, are very unreliable and often fail. Rainfall varies inter-annually; the standard deviation of the annual rainfall is equal to 37% of the mean annual rainfall.

The inter-annual variation of monthly rainfall varies even more markedly; the standard deviation of monthly rainfall is 72% of the mean. This high variability in rainfall is also reflected in a high inter-annual variation of the length of the wet season.

The current western boundary for Tarangire National Park is the Rift Valley escarpment, the northern boundary is the Kenyan border near Lake Natron, and the southern and eastern boundaries are not defined by any strict geographic features. Elevation ranges from about 1000 m in the south-west to 2660 m in the north-east.



*Baobab tree, wildebeests, giraffes, and impala in Tarangire National Park*

The oldest known elephant to give birth to twins is found in Tarangire National Park. The recent birth of these elephant twins, who have continued to grow in good health and thrive in this park, is a great example of how elephant twins can beat all the odds in the wild and survive.

**Lake Manyara National Park:** Lake Manyara is a shallow lake in the Natron-Manyara-Balangda branch of the East African Rift in Manyara Region in Tanzania. Said by Ernest Hemingway<sup>1</sup> to be the “loveliest [lake] in Africa,” it is also the home of a diverse set of landscapes and wildlife.

The name Manyara comes from the Maasai word *emanyara*, which is a euphorbia species of plant that is grown into a hedge around a family homestead (*Euphorbia tirucalli*). The name “is a Maasai description not for the lake, but in general for a lake shore region.”<sup>2</sup>

<sup>1</sup> “Archived copy”. Archived from the original on 2012-09-29. Retrieved 24 AUGUST 2018.

<sup>2</sup> H. H. T. Prins, *Ecology and Behaviour of the African Buffalo: Social Inequality and Decision Making* (Springer, 1996: ISBN 0-412-72520-7), p. 1



*Lake Manyara National Park*

The park contains a large variety of habitats able to support a large number of species such as the rift valley wall, the ground water forest, acacia woodland, area of open woodland, area of open grassland and others. Lake Manyara National Park also forms part of a larger ecosystem famously known as the Tarangire – Manyara ecosystem.

Of the 127 square miles (329 sq.km) of Lake Manyara National Park, the lake's alkaline waters (with a pH near 9.5<sup>3</sup>) cover approximately 89 square miles (231 sq.km), though the area and pH fluctuate widely with the seasons, and dry spells expose large areas of mud flats. While most known for baboons, the lake and its environs are also home to herbivores such as hippos, impalas, elephants, wildebeests, buffalo, warthogs and giraffes.

Giant fig and mahogany trees seen in the groundwater forest immediately around the park gates draw nourishment from the underground springs replenished continuously from crater highlands directly above the Manyara basin. Leading away from the forest to the fringes of Lake Manyara are the flood plains. To the south, acacia woodlands are visible. Leopards, although in abundance, are hard to get a glimpse of, just like the other elusive carnivores - the lions - of this park. Lake Manyara provides opportunities for ornithologists keen on viewing and observing over 300 migratory birds, including flamingo, long-crested eagle and grey-headed kingfisher.

<sup>3</sup> Hughes, R. H.; Hughes, J. S. (1992). *A directory of African wetlands*. [UNEP](#). p. 255.



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With an entrance gate that doubles as an exit, the trail of Lake Manyara National Park is effectively a loop that can be traversed by jeep within a couple of hours that may be stretched to a few more at best, if driving slowly, to watch, observe and enjoy the diversity of flora and fauna. The Rift Valley escarpment forms a noteworthy landmark and provides a spectacular backdrop to Lake Manyara.

To the east of Lake Manyara lies the Kwakuchinja Wildlife Corridor. The corridor allows wildlife to migrate between dispersal areas and parks that include Tarangire National Park to the southeast, Lake Manyara to the west and the Engaruka Basin to the north. Within the Kwakuchinja Corridor are several villages, including Olasiti, Minjingu and Vilima Vitatu along the lakeshore.

Further from the lake and outside of village lands, lies on the 283 Km<sup>2</sup> of Burunge Wildlife Management Area (WMA) in Babati District Council. While not a park, the Burunge WMA is frequented by resident and migrating wildlife including elephant, lion, buffalo, leopard and the more common plains game.

Lake Manyara is part of the Lake Manyara Biosphere Reserve, established in 1981 by UNESCO as part of its Man and the Biosphere Programme.



*Lake Manyara Biosphere Reserve*

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Another attractive aspect of Lake Manyara is “Treetop Walkway.” This is a 370m air walk, which starts with a short boardwalk that gradually rises from ground level up through the canopy of the forest. You walk over a series of suspension bridges with thick netting on the sides, and reach a height of 18m off the ground. These treetop platforms are perfect places to stop and enjoy life in the canopy amongst butterflies, monkeys and birds.



*Treetop Walkway*

**Hunting and Acquiring Trophies:** Manyara Region has a total of 15 hunting blocks: 9 in Simanjiro, 5 in Kiteto and one in Babati District. These blocks provide an opportunity to hunt a variety of games from big games such as the big elephants to small antelopes.

**Mount Hanan’g and Kwaraa:** Hanang’ District is 73 km away from Babati Town (the regional headquarters) where the beautiful Mount Hanang’ (3, 448m) is located.

The mountain is the habitat of leopards, klipspringer, velvet monkeys, olive baboon and dik-dik, as well as a variety of bird species. The mountain features a beautiful catchment forest with a variety of tree species. Mount Kwaraa is located within the Babati Township and has a catchment forest that is a habitat for elephants and buffaloes in all seasons of the year. At the top of the mountain is found a natural permanent water pond.

## 2.7 Productive Sectors

### 2.7.1 Agriculture

Agricultural production and livestock keeping are the main economic activities in Manyara Region. Major food crops and cash crops that are

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cultivated by small farmers (peasants) include maize, food beans, pigeon peas, sunflower, onions, garlic, coffee, paddy and finger millet. Maize, beans, pigeon peas, wheat and sunflower are the major contributors to the region's economy. However, commercial crop farming is practised in a few places like wheat at Bassoutu in Hanang' and pigeon peas in Babati and Hanang'. Kiru Valley, the flood plain area between lakes Babati and Manyara, is the most fertile area in Manyara Region. In this area, big farmers owning large estates grow various crops, including sugar cane.

This area has been a reliable source of crops since the colonial era and, by mid-1930s, it was occupied by re- known millionaire settlers from Europe comprising Swedish barons, Russians, Americans, and Germans.

Manyara Region is blessed with enormous water resources potential constituting lakes (Manyara, Babati, Gedabi, Balangda, and Bassoutu), rivers (Fahel, Kiongozi and Pangani), waterfalls (Gocho and Magara) and natural springs in Kiru, Endagaw, Tumati and Bashay valleys used for irrigation and other purposes. Irrigation schemes with varying degrees of potentiality in the region are exceptionally high in Babati District Council (with 15,460 ha), followed by Simanjiro (with 10,550 ha), Mbulu District Council (6,457 ha), Hanang' (3,000 ha), Kiteto (1,578 ha), Mbulu Town Council (360 ha) and Babati Town Council, with only 160 ha (Table 2.2).

However, only 31.6% of the total 37,565 ha is currently under traditional and improved irrigated agriculture, being utilized to irrigate paddy, maize, sugarcane, vegetables and leguminous crops either by water channels (surface irrigation) or irrigation portable pumps.

This is due to the fact that these areas are in densely populated mountain slopes where a large amount of water is available and utilized, and the fact that an increasing number of people who are gradually being forced by population pressure to move downhill and settle in lowland areas are using an increasingly large amount of water for irrigation farming for paddy and vegetables.

**Table 2.2: Names, Locations and Sizes of Irrigation Schemes in Manyara Region**

S/N	LOCATION	IRRIGATION SCHEME	TOTAL AREA (Ha)	UTILIZED AREA (Ha)	PERCENTAGE OF UTILIZED AREA (Ha)
1.	Babati DC	Mbugwe, Babati, Bashnet, Qash, Magara, Magugu, Kiru	15,460	6,000	38.8
2.	Babati TC	Singe, Maisaka, Bonga	160	45	28.0
3.	Hanang' DC	Measkron, Mara Endasak, Endaswold, Endagaw, Gocho	3000	480	16.0
4.	Mbulu DC	Dongobesh, Gehandu, Tumati, Bashay	6,457	2,100	30.8
5.	Mbulu TC	Guangna Tlawi	360	123	34.17
6.	Kiteto DC	Orgira, Kiseru-Sunya, Ngipa/Ngoyongoni, Bwagamoyo	1,578	50.6	3
7.	Simanjiro DC	Lemkuna, Msitu wa Tembo, Ruvu Remit, Gunge, Ngage, Shambarai, Kiruani, Nomeuti, Kambi ya Chokaa, Shambarai, Kilombero, Loiborsoit, Olbil, Malila and Zaire	10,550	3,090	29.8

**Source:** Regional and local Government Authorities (TIRDO Report to Regional Secretariat) 2023

## 2.7.2 Livestock

As part of its economy, livestock resource in Manyara Region is the second most important economic activity after crops farming, employing about 11% of the Manyara residents. However, livestock keeping is largely traditional and involves mostly indigenous breed. Most cattle for instance, is of indigenous breed, mainly Tanzania Shorthorn Zebu (TSZ) which are known for their ability to survive and productive even under harsh environmental conditions. However, the small stock of goats, sheep, chicken, pigs and ducks are



considered less important in most pastoralist/agro-pastoralist communities, but they are important, especially in contributing to food security and for providing a stable source of income for women.

The regional livestock population was estimated to be 5,249,966 in 2022/23 with its 1.9 million large cattle population, 1.47 million goats, 988,991 chicken, and 651,863 sheep. This is 5.3% of the national herd of cattle, 5.5% of the national herd of goats and 7.2% of all sheep in the country. The land designated for livestock production is approximately 2,273,960 ha.

The land designated for ranches is 9,248 ha, which can optimally accommodate approximately 6,677 herds of cattle per year. Distribution of livestock in local government areas and slaughter houses are shown in Table 2.3 and Table 2.4 respectively.

**Table 2.3: Summary of Livestock Population in Manyara Region and its Distribution for Year 2022/23**

Types of Livestock	Babati TC	Babati DC	Hanan'g DC	Kiteto DC	Mbulu TC	Mbulu DC	Simanjiro DC	Total Livestock
Cattle	33,286	315,680	282,111	498,114	79,115	266,852	450,187	<b>1,925,345</b>
Goats	30,291	185,787	192,300	420,209	45,782	179,468	418,653	<b>1,472,490</b>
Sheep	9,452	79,507	102,751	162,784	19,455	40,311	237,603	<b>651,863</b>
Pigs	64,750	8,153	10,019	5,089	26,782	21,292	896	<b>136,981</b>
Hare	208	-	9,641	780	-	27	-	<b>10,656</b>
Donkey	1,171	6,055	17,316	12,354	154	4,373	22,217	<b>63,640</b>
Chicken	63,085	228,598	279,922	152,499	96,547	73,911	94,429	<b>988,991</b>

**Source:** Compiled data supplied by the Council Directors' offices, Manyara Region, in January 2023

**Table 2.4: Slaughtering houses in Manyara Region**

S/N	Local Government Authority (LGA)/Councils	Number of Slaughter Houses	Number of Slaughter Slabs
1.	Babati District Council	2	35
2.	Babati Town Council	1	1
3.	Mbulu District Council	0	2
4.	Mbulu Town Council	1	4
5.	Hanang' District Council	1	8
6.	Kiteto District Council	0	7
7.	Simanjiro District Council	2	2
	<b>TOTAL</b>	<b>7</b>	<b>59</b>

**Source:** Regional and Local Government Authorities 2023

**Table 2.5: Amount of Sold Skins and Hides in Manyara**

Type	Babati TC	Babati DC	Hanang' DC	Kiteto DC	Mbulu TC	Mbulu DC	Simanjiro DC	Total
Cattle (pieces)	2,277	1,698	1,203	4,424	2,368	657	7,798	16,527
Goats (pieces)	549	2,402	987	3,812	0	113	4,234	5,071
Sheep (pieces)	258	742	683	468	0	4	1,708	3,354

**Source:** Regional and Local Government Authorities 2023

### 2.7.3 Fisheries and Aquaculture

Manyara Region has seven (7) lakes where fishing is a main economic activity of the surrounding community. Fishing activities are mostly practised in lakes Manyara, Babati and Burunge (in Babati District), Bassoutu, Balang'dalalu and Basodesh (in Hanang' District) and Tlawi (in Mbulu District) as well as in Ruvu/Pangani Fahel, Kiongozi and Tarangire rivers and Nyumba ya Mungu Dam (in Simanjiro District). During dry seasons, Lake Balang'dalalu acts as a source of salt for the people and their livestock.

Lake Babati provides fishing opportunity using local canoes within the view of floating hippos. The lake is 18 km long and is rich in tilapia, catfish, and fresh water prawns, as well as various species of birds, and it is estimated to hold over 200 hippos. Apart from the mentioned lakes and rivers, the region also has several man-made small dams where aquaculture practices are done. Collectively, these water bodies are sources of various types of fishes, such as tilapia and catfish, to the nearby communities.

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## 2.7.4 Tourism Sector

### a). Wildlife

Manyara Region is also endowed with a variety of wildlife species, from big games to small antelopes. Wildlife in this region is distributed in different categories of wildlife-protected areas, from open area, Game Controlled Areas (GCAs), Wildlife Management Areas (WMAs) and National Parks.

Tarangire and Lake Manyara national parks for instance, are where wild animals such as lions, cheetahs, monkeys, mongooses, baboons, caracals, honey badgers, dik- dik, gazelles, wildebeests, zebras, impala, water bucks, buffaloes, elephants, giraffes, leopards, hippos, crocodiles, wild dogs, more than 550 bird species and many wild animals can be found.

Moreover, the potential Simanjiro Plains, where thousands of wildebeests and zebras from Tarangire and Lake Manyara national parks are dispersed - especially during wet seasons, is an open and game controlled area. Other areas that have substantial number of wildlife include Nou Forest and Yaeda Chini in Mbulu District.

Game controlled and open areas are other important wildlife protected areas conserved under Wildlife Law. These areas form a very significant part of the Tarangire-Lake Manyara Ecosystems estimated to cover 35,000 sq.km.

Manyara Region also comprises Rift Valley lakes (i.e. Manyara, Burunge, Babati and Balangda) as well as Tarangire River, which are the major wildlife water source and are, therefore, an essential part of the wildlife ecosystems of Manyara and Tarangire national parks. In addition, Lake Manyara is the country's largest breeding ground for tens of thousands of flamingos.

During the mating season (September- December) the collection of thousands of flamingos in the shallow waters of Lake Manyara gives an unforgettable sight to visitors. Therefore, the tourism sector is seen as one of the future lifelines of the region although not well exploited.

**Table 2.6: National Parks and Wildlife Management Areas in Manyara Region**

Name	Category	Located	Size (sq.km)	Conservation Status
Lake Manyara	National Park	Babati, Mbulu	643	Excellent
Tarangire	National Park	Babati, Simanjiro	2,800	Excellent
Burunge	Wildlife Management Area	Babati	283	Average
Makame	Wildlife Management Area	Kiteto	3,719	Average
<b>Total</b>			<b>7,442</b>	

**Source:** Regional and Local Government Authorities 2023

**Tarangire National Park** is commonly famous for its tree-climbing pythons, zebras, hartebeests, elephants, buffaloes, waterbucks, gazelles, oryx and abundant birdlife. This park is home to more elephants per sq.km than anywhere else in the world.



*Tarangire National Park*

Tarangire National Park is the sixth largest national park in Tanzania. The name of the park originates from Tarangire River that crosses the park. The river is the primary source of fresh water for wild animals in the Tarangire Ecosystem during the annual dry season. The Tarangire Ecosystem is defined by the long-distance migration of wildebeest and zebras. During the dry season thousands of animals concentrate in Tarangire National Park from the surrounding wet-season dispersal and calving areas.

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The park covers an area of approximately 2,850 sq.km. The landscape is composed of granitic ridges, river valley, and swamps. Vegetation is a mix of *Acacia* woodland, *Commiphora-Combretum* woodland, seasonally flooded grassland, and *Baobab* trees.

Tarangire National Park is famous for its high density of elephants and baobab trees. Visitors to the park in the June to November dry season can expect to see large herds of thousands of zebra, wildebeest and Cape buffalo. Other common resident animals include waterbuck, giraffe, dik-dik, impala, eland, Grant's gazelle, velvet monkey, banded mongoose, and olive baboon. Predators in Tarangire include African lion, leopard, cheetah, caracal, honey badger, and African wild dog. The Park is home to more than 550 bird species; the park is a haven for bird enthusiasts. The park is also famous for the termite mounds that dot the landscape. Those that have been abandoned are often home to dwarf mongoose.

In 2015, a giraffe that is white due to leucism was spotted in the park<sup>4</sup>. Current wildlife research projects in the park include the Tarangire Elephant Project, Tarangire Lion Project, and the Maasai Giraffe Conservation Demography Project.



*Tree-climbing Lion at Tarangire National Park*

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<sup>4</sup> Tom Hale (January 26, 2016). "Incredibly Rare White Giraffe Spotted In Tanzania". Retrieved 2016-01-27.

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**The Tarangire Ecosystem** is a geographical region in Africa. It is located in northern Tanzania and extends between 2.5 and 5.5 degrees south latitudes and between 35.5 and 37 degrees east longitudes. The Tarangire Ecosystem hosts the second-largest population of migratory ungulates in East Africa and the largest population of elephants in northern Tanzania.

The Tarangire Ecosystem is defined by the long distance migratory movements of wildebeest and plains zebra. It includes the dry season wildlife concentration area near the Tarangire River in Tarangire National Park, and the wet-season dispersal and calving grounds to the north in the Northern Plains and to the east in Simanjiro Plains, spanning in total approximately 20,500 sq. km.

Migratory animals must have access to both the dry-season water source in the park, and the nutrient-rich forage available only on the calving grounds outside the park to successfully raise their calves and maintain their high abundance. The Tarangire Ecosystem is also known as the Maasai Steppe, or the Tarangire-Manyara Ecosystem. Tarangire has approximately 500 species of birds, and more than 60 species of larger mammal.

In addition to the national parks described above, Manyara Region is endowed with many other incredible tourist attractions that can offer memorable experience to tourists. Such attractions are:

- Mounts Hanan'g and Kwaraa - for mountain climbing and photographing
- Visiting hot springs in Lalaji and Masware villages
- Lakes Babati and Burunge, and Balangda Salt Lake (in Hanan'g District) – boat driving and viewing
- Eastern Arc Rift Valley Escarpment - viewing parachuting and photographing.

## **b). Cultural Tourism**

Manyara Region provides a good opportunity for tourists to view cultural activities and artefacts carried out by the Maasai, Hadzabe, Barbaig, and Ndorobo ethnic groups. There are several groups producing traditional clothes, belts and shoes, which fetch good internal and external market. A heritage cultural centre has been established with the assistance of Norwegians at Haydom in Mbulu District. The centre features traditional houses, a museum with traditional arts and crafts that belong to nearby ethnic groups, namely

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the Iraqw, Datoga, Hadzabe and Nyaturu/Nyisanzu. Each year, these ethnic groups conduct a cultural festival that comprises traditional dances, games, barbeque, presentations etc. The centre has already been included in the northern tourist circuit.

- (i) **Hadzabe/Hadza:** The Hadza or Hadzabe are hunter-gatherers living in Mbulu District in Manyara Region. Other Hadza live around Lake Eyasi in the central Rift Valley and in the neighbouring Serengeti Plateau in northern Tanzania. The Hadza are estimated to number below 1000, and some 300 – 400 Hadza still live as hunter-gatherers just like their ancestors did for thousands or even tens of thousands of years. This group, and also the Ndorobo, are the last existing full time hunter-gatherers in Africa.
- (ii) **Ndorobo:** The Ndorobo are a small ethnic group of hunter-gatherers mostly found in Kiteto District and a few in Simanjiro District. Most of them have no permanent homes; they instead live in Baobab tree caves. However, some of those who are more advanced have small huts resembling those of the Maasai.
- (iii) **Barbaig:** The traditional culture of the Barbaig ethnic group is still unchanged and un-spoiled. Women dress in traditional goatskin dresses, and men walk around with spears. Visitors have an opportunity to mix freely with the Barbaig living in the Mang’ati Plains, commonly known as the Mang’ati.
- (iv) **Maasai:** The Maasai are a Nilotic ethnic group who came to Eastern Africa via South Sudan and they speak Nilo-Saharan language. They occupy large pieces of land in Manyara Region, specifically in Babati, Simanjiro and Kiteto districts. They were able to occupy such large areas of land by displacing the people who had previously lived in those areas. The Maasai are pastoralists and are famous for their frightening reputation as warriors and cattle- rustlers. Their customs and practices include age-set system of sacral organisation.

### c). **Tourism Attractions Around Babati Township**

- (i) **Sigino Crater:** Sigino Crater is located in Babati. During the days of tribe wars in the pre- colonial era, Iraqw warriors used to hide women, children and old men in this crater.



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- (ii) **Tururu Water Falls:** A permanent waterfall named Tururu is found in Babati Township. The site comprises a variety of reptile species including python and Agama lizard. Tururu Waterfalls are a beautiful place for picnic and relaxation.
- (iii) **Babati Township:** Babati Township is also rich in culture. Tourism attractions such as the indigenous Gorowa culture, the grave of Chief Dodo, and that of Major Cooper and his wife at Singu Estate are among the memorable people of Babati Town due to their contributions to the citizens of this township. They were the first persons to introduce Tilapia fish in Lake Babati (1936). The Tilapia fish is now an important food product to Babati citizens, which has also contributed to employment opportunities to many people living around the lake. Majorie Cooper came to Babati in 1920s as a tourist accompanied by a Swedish hunter named Bro Blixen, a husband to a famous Danish lady Karen Blixen, who wrote a book titled "Out of Africa". He became interested in investing at Singu areas, commonly known as Singu, by opening some estates in which he settled for years, and died in 1952; his wife died in 1954. Singu Estate is very famous due to such historical background. Another famous tourist that visited and stayed at Singu Estate was Ernest Hemingway, the author of book titled "Green Hills of Africa"

### 2.7.5 Industrial Sector

Manyara Region has set aside about 2,517.8 ha for industrial development in response to the national industrialization strategy. This piece of land include the proposed 1339.8 ha demarcated for the establishment of ordinary industrial and agricultural investment parks or more advanced industries registered as Special Economic Zones (SEZ) and Export Processing Zones (EPZ) located in Simanjiro District. Other surveyed areas are Makatanini (72ha) in Babati District Council, Ufyomi Estate (450ha) at Galapo Ward in Babati Town Council, Gawal (432ha) in Hanang' District Council, Mbulu Town Council (84 ha), Mbulu District Council (18ha) and Loolera (22ha) in Kiteto.

**Existing Industries:** Manyara has a total of 2,400 enterprises, most of them being micro scale industries (86.13%), followed by small-scale industries (12.71%), medium-scale industries (0.58%) and large-scale industries (0.58%). Simanjiro and Babati are the only districts with large-scale industries, which are: (i) Minjingu Mines and Fertilisers Company Limited (fertilisers manufacturing industry located at Babati District Council); (ii) Tanzanite One



and Africa Tanzanite (Tanzanite processing industries at Mirerani in Simanjiro District); (iii) Manyara Sugar Factory (sugar manufacturing company in Babati District Council); (iv) Itracom Fertilizer Company Limited; and (v) SIERA Industry (essential oil extraction factory) in Babati District Council.

### 2.7.6 Mining Sector

Manyara Region is rich in minerals that include Tanzanite, ruby, green garnet, red garnet, green tourmaline, graphite, limestone, rhodolite, tsavorite, tremolite, gemstone, anzonight, copper, white quartz, marble, gold, salt, gravel, sand and metallic minerals. Majority of these precious stones are mined in Simanjiro District (Tanzanite One and Tanzanite Africa - under operation, and Platinum Graphite - under construction) but mining activities are not well developed in the region. However, small-scale mining, quarrying and/or crushing activities are done by artisanal miners using poor technologies that impair the processing recovery rate.

Specific areas where mining of these stones is done are Komolo, Namalulu, Lelatema Hills, Mirerani, Kaangala, Landanai and Nabelera. Other places that are rich in minerals include Orgine Village in Kiteto for red granite and moonstone. Recently, gold has been discovered in other areas than those in Mbulu District. Other important gemstones found in Mirerani and nearby Lelatema Hills are Tsavorite and Tremolite.

Magara escarpment is important for precious Chrysobery (*Var. Alexandrite*) mining. The mining sector is an important contributor to Manyara Region's economy. The distribution of minerals in Manyara region is as described in Table 2.7.

**Table 2.7: Distribution of Minerals in Manyara Region**

District	Minerals Available	
Kiteto	<ol style="list-style-type: none"> <li>1. Moonstone</li> <li>2. Gold</li> <li>3. Magnesite</li> <li>4. Sapphire</li> <li>5. Mica (<i>Ulanga</i>)</li> <li>6. Gemstone</li> <li>7. Feldspar</li> <li>8. Anyolite</li> </ol>	<ol style="list-style-type: none"> <li>1. Red garnet</li> <li>2. Rhodelite</li> <li>3. Kyanite</li> <li>4. Black tourmaline</li> <li>5. Limestone</li> <li>6. K-feldspar</li> <li>7. Quartz</li> </ol>

Simanjiro	<ol style="list-style-type: none"> <li>1. Magnesite</li> <li>2. Marble</li> <li>3. Limestone</li> <li>4. Green garnet</li> <li>5. Precious stones (<i>Vito</i>)</li> <li>5. Black tourmaline</li> <li>6. Green tourmaline</li> </ol>	<ol style="list-style-type: none"> <li>1. Red garnet</li> <li>2. Soda ash</li> <li>3. Rhodelite</li> <li>4. Gemstone</li> <li>5. Tanzanite</li> <li>6. Agate (<i>Kinywe</i>)</li> </ol>
Babati	<ol style="list-style-type: none"> <li>1. Emerald</li> <li>2. Gold</li> <li>3. Iolite</li> <li>4. Green aventurine</li> <li>5. Niobium</li> <li>6. Helium</li> </ol>	<ol style="list-style-type: none"> <li>1. Geothermal (<i>Jotoardhi</i>)</li> <li>2. Gemstone</li> <li>3. Phosphate</li> <li>4. Bentonite</li> <li>5. Uranium (<i>Urani</i>)</li> <li>6. Diatomite</li> </ol>
Mbulu	<ol style="list-style-type: none"> <li>1. Niobium</li> <li>2. Gold</li> <li>3. Gems (<i>Majimoto</i>)</li> <li>4. Helium</li> <li>5. Soda ash</li> </ol>	<ol style="list-style-type: none"> <li>1. <i>Ulanga</i></li> <li>2. Alexandrite</li> <li>3. Sapphire</li> <li>4. Emerald</li> <li>5. Kyanite</li> </ol>
Hanang	<ol style="list-style-type: none"> <li>1. Lithium</li> <li>2. Gold</li> <li>3. Helium</li> <li>4. Trona/Soda ash (<i>Magadi</i>)</li> </ol>	<ol style="list-style-type: none"> <li>1. Salt</li> <li>2. Niobium</li> <li>3. Dolomite</li> <li>4. Limestone</li> </ol>

**Source:** Geological Survey of Tanzania GST - Distribution of different minerals in the region



*Salt Mining in Hanan'g*

## PART THREE

# PRIORITY INVESTMENT OPPORTUNITIES IN MANYARA REGION

This part presents priority investment opportunities identified by the Region. The opportunities are grouped into Regional level and council level priority investment opportunities.

*Table 3.1: Summary of Strategic Investment Opportunities by Sector*

SN	Strategic Investment Area	Investment Opportunities	Location and Land Allocated
1.	Construction Sector	Construction of Tanzanite City at Mirerani in Simanjiro District	<ul style="list-style-type: none"> <li>Simanjiro District Council: More than 540 plots</li> </ul>
		Land Development	<ul style="list-style-type: none"> <li>Babati Town Council: Satellite cities of Maisaka Katani, Sigino, and Bonga; 12,421 surveyed plots at Maisaka Katani; and 38.8 ha at Block YY</li> </ul>
2.	Crop Farming and Forestry	Building Commercial Irrigation Infrastructure	<ul style="list-style-type: none"> <li>Kiteto District Council: At Ngipa Village</li> <li>Simanjiro District Council: At Ngage and Lemkuna</li> <li>Mbulu Town Council: 264 ha</li> <li>Mbulu District Council: 1,300 ha along Bashay Valley</li> <li>Hanang District Council: 1,200 ha at Endagaw</li> </ul>
		Crops Cultivation	<ul style="list-style-type: none"> <li>Kiteto District Council: 250,000 ha</li> </ul>
		Modern Beehives and Beekeeping	<ul style="list-style-type: none"> <li>Kiteto District Council: 235,000 ha at SULEDO and Emboley Murtangos Community Forest Reserves</li> <li>Simanjiro District Council: 32,000 ha</li> </ul>
3.	Livestock	Cross Breeding and Livestock Feedlot	Kiteto District Council: 159,798 ha Babati District Council

4.	Fisheries	Fish Farming and Fish Fry Hatcheries	<ul style="list-style-type: none"> <li>▪ Babati Town Council</li> </ul>
5.	Industries	Packaging Materials for both Primary and Secondary Processing Industries	<ul style="list-style-type: none"> <li>▪ Babati Town Council</li> </ul>
		Establishment of Grain Milling (Processing, Grading, Packaging and Branding)	<ul style="list-style-type: none"> <li>▪ Babati Town Council</li> <li>▪ Kiteto District Council: 12.14 ha at Engusero Ward</li> <li>▪ Babati District Council</li> <li>▪ Mbulu District Council</li> <li>▪ Hanang' District Council: 1.214 ha at Sabasaba and 0.8 ha at Endagaw Village</li> </ul>
		Animal Feeds Processing Industry	<ul style="list-style-type: none"> <li>▪ Babati Town Council</li> </ul>
		Solid Wastes Management	<ul style="list-style-type: none"> <li>▪ Babati Town Council: 21.6 ha at Sigino Dump</li> </ul>
		Sunflower Processing Industry	<ul style="list-style-type: none"> <li>▪ Kiteto District Council: 1.6 ha at Kibaya Town</li> <li>▪ Mbulu District Council</li> </ul>
		Honey processing industry	<ul style="list-style-type: none"> <li>▪ Kiteto District Council: 6.07 ha</li> <li>▪ Simanjiro District Council: At Orkesumet</li> </ul>
		Paddy Processing Industries (sorting, grading, packaging and branding)	<ul style="list-style-type: none"> <li>▪ Simanjiro District Council: At Lemkuna</li> </ul>
		Salt Industry (Processing, Grading, Packaging and Branding)	<ul style="list-style-type: none"> <li>▪ Hanang' District Council: 20.23 ha at Gendabi</li> </ul>
		Spices and Horticultural Processing Industry (Sorting, Processing, Grading, Packaging and Branding)	<ul style="list-style-type: none"> <li>▪ Mbulu Town Council: 84 ha at Mamaisara</li> <li>▪ Mbulu District Council</li> </ul>
		Essential Oils Processing Plant	<ul style="list-style-type: none"> <li>▪ Mbulu District Council</li> </ul>

		Water Bottling Plant	<ul style="list-style-type: none"> <li>▪ Mbulu Town Council</li> </ul>
		Cement and Lime Stone Industry	<ul style="list-style-type: none"> <li>▪ Hanang' District Council: 80.94 ha at Mogitu</li> </ul>
6.	Energy	Carbon Trading Scheme (Geothermal, Wind and Solar)	<ul style="list-style-type: none"> <li>▪ Kiteto District: 402,198 ha</li> <li>▪ Simanjiro District: 556,073.30 ha</li> <li>▪ Babati District: 15,659.10 ha,</li> <li>▪ Hanang District: 46,419.06 ha</li> <li>▪ Mbulu District: 23,830 ha</li> </ul>
7.	Tourism	Tourism and Hospitality Industry (Skyline tourism, Hotels, Motels, Campsites, Tour Guide Companies etc.)	<ul style="list-style-type: none"> <li>▪ Babati Town Council: Along Lake Babati and Tururu Water Falls</li> <li>▪ Kiteto District Council: 12.14 ha at Partimbo, Makame WMA and SULEDO</li> <li>▪ Mbulu Town Council: Along the Rift Valley Escarpments and Haynu (Hayuno) Water Falls</li> <li>▪ Hanang' District Council: 0.8 ha</li> </ul>
8.	Education	Specialised Vocational Training on Skills Development	<ul style="list-style-type: none"> <li>▪ Any of the seven Councils</li> </ul>

### 3.1 Regional Level Priority Investment Opportunities

Based on the availability of raw materials and the required infrastructure for some of the investment opportunities, the Region has identified key investment opportunities to be recognised as Regional level priority investment opportunities.

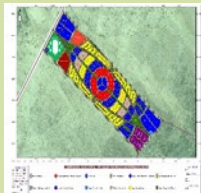
These opportunities are: construction of Tanzanite City at Mirerani in Simanjiro District; Packaging Materials for both Primary and Secondary Processing Industries; and Carbon Trading scheme.

The Regional level investment opportunities have two main attributes: first, having a wider scale and scope that transcends beyond those of individual LGAs; and presenting large enough opportunities to serve all LGAs. The specific details for each opportunity are given below.

## 1. Construction of Tanzanite City at Mirerani in Simanjiro District

### Overview of the Opportunity

#### Key features



- The area of Tanzanite city has about 74 plots for various businesses
- The Tanzanite Town area has 455 plots suitable for residential housing. The area also has 11 plots for housing estate
- The site has areas demarcated for community services including 1 primary school, 1 secondary school and 1 health services, 1 shopping malls and 4 religion institutions
- 16 plots are demarcated for construction of various public institutions
- Tanzanite City has an area set aside for the investment of 22 hotels.
- An area for the 'Zoo' has been allocated which provide an opportunity for investors to invest in wildlife attractions
- Investment in Industry (Service industry). The Mirerani area has an area for investing in 8 different industries for the production of various products.



#### Key investment rationale

- This is the major requirement for promoting value chain particularly in mining sector, where by all minerals will be processed to produce final products to meet international market standards
- The Tanzanite City will ensure provision of quality services to investors, traders and the surrounding community
- The investment will attract more customers and visitors.

#### Available support

- Easy accessibility – Kilimanjaro International Airport, tarmac road from KIA,
- Availability of Tanzanite, graphite minerals and others
- Mineral Policy of Tanzania (2009), Tanzania Mining, Industry Investors Guide (2015)
- Good infrastructure, which includes road networks, communication, electricity and markets.

## 2. Packaging Materials for both Primary and Secondary Processing Industries

Overview of the Opportunity	
<p><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>▪ Establishment of one medium-size factory in Babati Town Council for the production of appropriate packaging materials for both primary and secondary processed commodities (such as horticultural crops, cereals, forestry products like honey, fish, etc.)</li> <li>▪ Almost all districts recognized that lack of packaging materials has constrained not only industrialists but also agricultural producers, particularly those who are in horticultural subsector. In view of these, the regional secretariat will champion this kind of investment and determine its location in one of the councils to serve the whole region</li> <li>▪ The target market consists of existing and prospective SMEs as well as industries within and outside the region. As of now, there is no such kind of investment in Manyara Region, and the demand for such packaging materials is very high. For instance, there are more than 40 small industries for edible oil currently in need of packaging materials.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>▪ This is the major requirement for promoting value chain particularly in agricultural sector, where specific packaging materials for various agricultural produce (horticultural, cereals, milk, honey etc.) are lacking</li> <li>▪ The Government, through the Tanzania Bureau of Standards, has been urging the private sector to invest in the production of packaging materials</li> <li>▪ Packaging materials that are currently being used do not meet quality standards required by various products</li> <li>▪ Proper packaging materials will reduce post-harvest losses and elongate shelf life of some delicate produce, especially horticultural crops.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ This investment is in line with National Industrialization Policy, which among other things, promotes value addition at both primary and secondary levels</li> <li>▪ Land is available for the building packaging materials industry</li> <li>▪ Good infrastructure, which includes road networks, communication, electricity and markets.</li> </ul>

### 3. Carbon Trading Scheme

Overview of the Opportunity	
<p><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>▪ The Region has great potential in carbon trade investments in all five (5) Districts</li> <li>▪ Suitable area for investments covers an area of 1,044,179.36 hectares, whereby 402,198 ha in Kiteto, 556,073.30 ha in Simanjiro, 15,659.10 ha in Babati, 46,419.06 ha in Hanang, and 23,830 ha in Mbulu.</li> <li>▪ Potential areas for energy in all 5 Districts (Geothermal, Wind and Solar).</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>▪ The Central Government and Communities Forest Reserves are potential areas for joint venture investment</li> <li>▪ Availability of rangelands provides an opportunity for joint venture between the community and the investors in carbon trading</li> <li>▪ Burunge and MAKAME Wildlife Management Areas offers the joint venture opportunity with the investors.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ Availability of Conservations Policies and Regulations (Forest Policy 1998, Control and Management of Carbon Trading Regulation 2022, National Climate Change Response Strategy 2021 - 2026, Wildlife Policy 1998, and Wildlife Management Areas Regulations 2018)</li> <li>▪ Availability of reserved areas for conservation and grazing.</li> </ul>

### 3.2 Council Level Priority Investment Opportunities

At council level, investors are invited to invest in the establishment of grain milling (processing, grading, packaging and branding); fish farming and fish fry hatcheries; animal feeds processing industry; solid wastes management; tourism and hospitality industry (skyline and parachuting tourism, hotels, motels, campsites, tour guide companies etc.); specialized vocational training on skills development; building commercial irrigation infrastructure; crops cultivation; cross breeding and livestock feedlot; investment in modern beehives, beekeeping and honey processing industry; paddy processing industries (sorting, grading, packaging and branding); salt industry (processing, grading, packaging and branding); horticultural processing industry (sorting, processing, grading, packaging and branding); spices and essential oils processing plant; water bottling plant; dairy processing plant; land development and cement and lime stone industry. More details are as follows:



## 1. Establishment of Grain Milling (Processing, Grading, Packaging and Branding)

### Overview of the Opportunity

#### Key features



#### Babati Town Council

- Establishment of large-scale processing plant of maize and sorghum
- Maize is the predominant food crop occupying 79% of the planted area in the region
- Maize production per year is 35,000 tonnes and the area under cultivation ranges between 8,000 to 11,600 hectares; The council have reserved plots in Block YY for investing grain processing factories close to the NFRA plant.
- The trend for grain crops in the region shows that production has been increasing for the past 5 years. Average annual estimated tonnage for maize in Manyara is 440,800 tonnes
- Manyara Region produces about 7,500 tonnes of sorghum per annum. Apart from being utilised as food source, sorghum is also highly demanded in the brewery industry
- The best infrastructure (electricity, roads, market, and transportation) for grain milling is available in Babati Town Council.

#### Kiteto District Council

- Establishing a maize processing plant at Engusero Ward (modern plant that will process and pack)
- 12.14 hectares have been set aside for building the maize processing plant
- Annual maize production is 140,683 tonnes produced in average 93,100 Hectares.

#### Babati District Council



- Building large-scale maize processing plant.
- Maize production rate per annum is 90,800 tonnes
- An area for maize production ranges between 40,000 to 45,000 hectares.

#### Mbulu District Council

- Building large-scale maize processing plant
- Annual production rate is 46,800 tonnes produced in an average area of 27,600 hectares

	<p><b>Hanang’ District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building large-scale maize processing plant</li> <li>▪ The annual production capacity is 84,500</li> <li>▪ The average area under production is 51,000 hectares</li> <li>▪ Land set aside for establishing maize milling factories: 1.214 hectare at Sabasaba and 0.8 hectare at Endagaw Village.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>▪ Councils produce substantial amounts of maize enough to meet a bigger portion of the milling supply</li> <li>▪ The by-products from maize milling are a major raw material for production of animal feed, which is currently in high demand in the region. Babati Town Council has specifically identified animal feeds industry as priority investment.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>▪ Policy and political support at national, regional and local government levels</li> <li>▪ Good infrastructure, which includes roads networks, communication, electricity and markets.</li> </ul>

## 2. Fish Farming and Fish Fry Hatcheries<sup>5</sup>

<b>Overview of the Opportunity</b>	
<p><b>Key features</b></p> 	<p><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Babati Town Council has identified investment opportunities in fish farming, supply of fish farming technologies at household level, investment in fish hatcheries, and fish feeds production.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>▪ Babati Town Council does not have adequate supply of fish for home consumption</li> <li>▪ Aquaculture plays a vital role as an alternative source of income for fishery communities as it contributes in reducing the pressure on Lake Babati, and is currently considered as an important sector for supporting rural economic development.</li> </ul>

<sup>5</sup> Hatcheries in this guide is treated as industry

### Available support

- Some institutions, such as *Jeshi la Kujenga Taifa* (JKT) through ESRF training initiatives, have already begun to promote fish farming at household level
- Support by National Fish Policy 2015: Government has strongly supported investment in aquaculture training, with degree programmes at Sokoine University of Agriculture and the University of Dar es Salaam, and skills training at Mbegani Fisheries Development Centre and Fisheries Education and Training Agency (FETA)
- Moving the seat of the Government to the new Dodoma City will most likely increase the demand for fish.

## 3. Animal Feeds Processing Industry

### Overview of the Opportunity

#### Key features



#### Babati Town Council

- Establishing animal feeds processing industry for cattle and chicken
- Raw materials (originating from maize, sorghum, pigeon nuts, sunflower etc.) for cattle and chicken feeds processing industry are available
- The market for animal feeds is available (about 9,000 zero grazing cattle are kept in Babati)
- Animal feeds processing industry for cattle and chicken will be established in Block YY plots near the NFRA maize warehouse. The number of chickens available is 63,085 according to data provided in August 2023, and the number of available zero grazing cattle is 9,975 herds out of 33,286 being data on number of zero grazing cattle.



#### Key investment rationale



- The industry is still underdeveloped. There is high demand for both cattle and chicken feeds
- It will promote incomes for both cattle and chicken keepers and all people involved in the value chain
- The councils produce some if not most of the raw materials for feed industries. Such raw materials are maize bran, which is the product of maize milling
- Establishment of animal feeds processing industry is expected to promote further production of maize and related products.

<b>Available support</b>	<ul style="list-style-type: none"> <li>National Livestock Policy (2006) supports animal feeds processing</li> <li>Existence of Tanzania Animal Feeds Manufacturers Association (TAFMA), which provides a common forum for all animal feed manufacturers in Tanzania.</li> </ul>
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#### 4. Solid Wastes Management

Overview of the Opportunity	
<b>Key features</b>	<p style="color: #0056b3; margin: 0;"><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>Solid wastes management by building a solid wastes recycling plant</li> <li>Land for building the proposed plant is available at Sigino dump with land size of 27.55 ha, where only 5.95 ha has been utilized</li> <li>The amount of solid wastes generated per day is about 80,000 tonnes on average.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>Babati Town Council is growing and the economic activities are expanding, and so is the production of solid wastes</li> <li>Already, as of now, the council is generating a lot of solid wastes.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>Policy and political support at national, regional and local government levels</li> <li>FYDP III emphasizes on human development, including urban planning and human settlements</li> <li>Policy supports collection, compressing and recycling of solid wastes.</li> </ul>



#### 5. Tourism and Hospitality Industry (Skyline tourism, Hotels, Motels, Campsites, Tour Guide Companies etc.)

Overview of the Opportunity	
<b>Key features</b>	<p style="color: #0056b3; margin: 0;"><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>Construction of tourist hotels along Lake Babati, motels and tented camps at Tururu Water Falls</li> <li>Land is already set aside for this purpose</li> <li>There is also an opportunity to establish tour operating companies..</li> </ul>





### Kiteto District Council

- Construction of hotels at Partimbo, where 12.14 hectares of land has been set aside for this purpose.
- Investment in cultural tourism/bomas in Makame WMA and SULEDO Community Forest Villages
- Establishment of campsites in Makame WMA and SULEDO.

### Mbulu Town Council

- Investment in Parachuting and Skylines along the Rift Valley Escarpments.
- Other investment opportunities include ecotourism (hiking, cultural sites, sight seen, local arts and crafts), tourist campsites and recreational centres, and construction of skyline along Haynu (Hayuno) Water Falls.

### Hanang' District Council

- Investing in tourist hotels: about 0.8 hectare of land has been set aside for this purpose
- Establishing tented camps for tourists in Mountain Hanang' Forest Nature Reserve
- The council has a number of tourist attractions such as Mount Hanang', cultural tourism, Balangda Salt Lake, Bassoutu lake and hot springs

#### Key investment rationale

- The hotel will boost tourism especially for tourists who will like to visit Babati and neighboring councils
- Availability of untapped tourism attractions in the councils such as Mbulu Town Council, including rift valley scenery, diversity of cultures, waterfalls, natural resources (forest), etc.

#### Available support

- Support by the Five-Year Development Plan III (FYDP III) emphasises all investments that enhance human development, which are accommodation and hospitality services
- The Council has good infrastructure, which includes roads, electricity, communication and markets.

## 6. Specialised Vocational Training on Skills Development

### Overview of the Opportunity

#### Key features



- The current vocational training institutions do not provide skills needed for promoting value chain in agriculture (horticulture, livestock, dairy, etc.), especially post-harvest management including primary and secondary processing (sorting, grading and packaging of crops, value addition of grain leather)
- The region's economic transformation agenda calls for skills development in a number of areas that would support productivity and quality of outputs in the following sectors: value addition for agricultural crops, leather industries and leather related value addition, construction technicians, production and marketing entrepreneurship, sorting, grading, packaging and branding of products, and hospitality industry, among others
- Investors are welcome to build vocational education training institutes for developing skills mentioned above
- The nature of training should be flexible enough to accommodate very short training that may provide skills needed by farmers and other micro and small enterprises.

#### Key investment rationale

- FYDP III categorically recognises the important role of skills development as a major catalyst for transforming economies at national and sub-national levels. It is because of this recognition that Manyara Region and its sub-national level governments call for investment in building a skills development training institute. To support the establishment of such institutions, the Government has established a fund whose sources include skills development levy paid by all employers. This is supported by Education and Training Policy 2014
- The demand for skills development has been identified in almost all councils as critical for promoting value addition to agricultural commodities and other non-agricultural small-scale manufacturing industries.

<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ Technical and Vocational Education and Training Development Programme (TVETDP)</li> <li>▪ Supportive institutions are College of Engineering and Technology (CoET) Founded in 2001 through the transformation and integration of the Institute of Production Innovation (IPI) with the existing Faculty of Engineering (FoE) at the College of Engineering and Technology (CoET)</li> <li>▪ SIDO supports business development services (technical training courses, and business management and entrepreneurship training, among others), technology development services (product and technology development, including the development and support of design skills, and the application of new technologies), among others.</li> </ul>
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## 7. Sunflower Processing Industry

<p style="text-align: center;"><b>Overview of the Opportunity</b></p>	
<p><b>Key features</b></p> 	<p><b>Kiteto District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building sunflower processing plant at Kibaya Town to produce double refined edible oil</li> <li>▪ Sunflower constitutes about 33% of planted area in the region</li> <li>▪ On average, about 113,700 tonnes of sunflower are produced annually in the region</li> <li>▪ Four (4) acres of land has been set aside for the construction of the processing plant.</li> </ul> <p><b>Mbulu District Council</b></p> <ul style="list-style-type: none"> <li>▪ Establishing a sunflower processing plant to produce double refined oil. An investor may enter into farming contract with local farmers.</li> <li>▪ Annual production of sunflower is 7,000 tonnes</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ It will add to the supply of edible oil thus meeting the demand in Tanzania</li> <li>▪ It will promote production of sunflower and promote value chain.</li> </ul>

**Available support**

- FYDP III, Agricultural Policy and Agricultural Sector Development Strategy and Programme 2023-2028 (ASDP II) promote edible oil production
- Good infrastructure, which includes roads networks, communication, electricity and markets.

## 8. Building Commercial Irrigation Infrastructure

### Overview of the Opportunity

**Key features**



**Kiteto District Council**

- Building commercial irrigation infrastructure including dams targeting horticultural crops at Ngipa Village. The current annual production of horticultural crops is 1,956 tones
- Public-private community partnership (PPCP) is expected
- Detailed feasibility study has been done, and environmental impact assessment and technical drawing have also been done.

**Simanjiro District Council**

- Building commercial irrigation infrastructure for paddy and other horticultural crops irrigation scheme at Ngage and Lemkuna
- On average, annual paddy production is 4,000 tonnes.

**Mbulu Town Council**

- Building commercial irrigation infrastructure (water harvesting) in Mbulu Town council targeting horticultural crops such as garlic, onions, peas, tomatoes, carrots, lemons, apples, etc.
- Potential area for irrigation is 300 hectares but only 36 hectares are currently under irrigation.

**Mbulu District Council**

- Building irrigation infrastructure in selected schemes. Garlic is mainly produced in the Bashay Valley in Mbulu District. The valley has some 2,500 ha of land suitable for garlic production. Out of this only 1,200 ha are currently being utilised, given available irrigation infrastructure. Garlic production is mainly dependent on River Mangisa, which is the main source of irrigation water in the area. Garlic production range between 5000-7000 tonnes annually




	<p><b>Hanang’ District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building commercial irrigation infrastructure targeting horticultural infrastructure</li> <li>▪ Garlic is produced at Endagaw Ward on some 640 ha. There is untapped potential of 1,200 ha. Agricultural production in the area is supported by 5 canals out of which only 3 are currently functional</li> <li>▪ Investment through public-private community partnership (PPCP) is expected.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ The partnership between the Government, the community and the private sector provides a sustainable inclusive model that is suitable for accelerating social and economic development</li> <li>▪ Irrigation can improve incomes and food security if farmers can access markets for inputs and produce, food pricing systems reflect real costs of production, and farmers diversify beyond staple cereals</li> <li>▪ Manyara is the same arid area but there are untapped irrigation potentials in the areas: high water table, and water harvesting during rainy seasons</li> <li>▪ Drip irrigation technology is available and using very little water to irrigate several acres</li> <li>▪ To increase the number of farming seasons in order to increase supply of agricultural produces for both direct consumption and for processing</li> <li>▪ Water harvest technologies are available, making it easier to collect and distribute water for irrigation purposes.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ Irrigation is important in Tanzania to deal with erratic rainfall, especially in the context of climate change. In this regard the Government, through ASDP II, the National Irrigation Policy of 2009 and the National Irrigation Act 2013 support irrigation development. Further recognising the importance of irrigation farming, the Government has set up the National Irrigation Commission (NIC) to deliver the irrigation potential, including promotion of private sector investment in irrigation</li> <li>▪ Good infrastructure, which includes roads networks, communication, electricity and markets.</li> </ul>

## 9. Crops Cultivation

Overview of the Opportunity	
<b>Key features</b> 	<b>Kiteto District Council</b> <ul style="list-style-type: none"> <li>Investors are invited to invest in crops cultivation through joint venture with identified local producers</li> <li>Cooperative societies such as AMCOS, SACCOS and industrial cooperative societies are ready to enter into joint ventures with investor(s)</li> <li>Crops to be produced are maize, sunflower and millet. There are 250,000 ha of land that is used for cultivation by individual farmers and cooperative Societies.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>It assures market and income.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>The Second Five-Year Development Plan (FYDP-III) promotes production of agricultural produce.</li> </ul>

## 10. Cross Breeding and Livestock Feedlot



Overview of the Opportunity	
<b>Key features</b> 	<b>Kiteto District Council</b> <ul style="list-style-type: none"> <li>An investor is invited to invest in feedlot (ranch). This will involve cross breeding, artificial insemination, buying cattle and fattening them, pasture production, and conducting animal clinics. These services will also be provided to the neighboring community involved in animal keeping</li> <li>Investment will be through joint ventures with identified local investors, including Mr. Edward Oitesoi) at Partimbo Ward and communities alienated grazing land which covers an area of 159,798 hectares</li> <li>A large-scale meat processing plant is expected to be established in Dodoma Region; therefore, an investor is assured of the market.</li> </ul> <b>Babati District Council</b> <ul style="list-style-type: none"> <li>An investor is invited to invest in cattle fattening and animal clinic.</li> </ul>

<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>▪ The council have 315,680 cattle and 265,294 pigs.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>▪ It is supported by Tanzania Livestock Modernisation Initiative 2015</li> <li>▪ It is also supported by the National Livestock Policy (2006) and the Agricultural Sector Development Strategy and Programme 2023-2028 (ASDP II).</li> </ul>


## 11. Investment in Modern Beehives, Beekeeping and Honey processing industry

<b>Overview of the Opportunity</b>	
<p><b>Key features</b></p> 	<p><b>Kiteto District Council</b></p> <ul style="list-style-type: none"> <li>▪ Investment in modern beekeeping in SULEDO and Emboley Murtangos Community Forest Reserves that covers a total area of 235,000 hectares</li> <li>▪ Current annual production of honey is 132.6 tonnes</li> <li>▪ 6.07 hectares of land has been allocated for construction of the processing plant.</li> </ul> <p><b>Simanjiro District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building honey processing plant at Orkesumet</li> <li>▪ Production rate of honey per annum is 170 tonnes</li> <li>▪ The forest area ready for beekeeping investment is 32,000 hectares.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>▪ Kiteto, Babati and Simanjiro district councils have forest conducive for honey production</li> <li>▪ Current producers use traditional beehives whose production is very low</li> <li>▪ Such investment is in line with FDYP III, which has identified value addition of forestry products as strategic investment.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>▪ The council will promote the establishment of a vocational training institute focusing on value addition of honey, among others</li> <li>▪ Manyara Region is also attracting investment for producing packaging materials that will meet the specific requirements of honey production and related products.</li> </ul>

## 12. Paddy Processing Industries (sorting, grading, packaging and branding)


Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Simanjiro District Council</b></p> <ul style="list-style-type: none"> <li>Building a paddy processing plant that will process paddy into rice, sort, grade, package and brand rice at Lemkuna in Nyumba ya Mungu Dam.</li> <li>Annual pad production is 101,800 tonnes per year,</li> <li>The production area is approximately 32,700 hectares</li> <li>The production capacity depends on the use of modern farming inputs and technology.</li> </ul> 
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>Rice is the second most important food and cash crop in Tanzania</li> <li>Manufacturing is aligned with Government's Five-Year Development Plan – III (FYDP – III), which promotes industrialization.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>There is a warehouse constructed by Agricultural Marketing Co-operative Society (AMCOS) to store rice and other cereals</li> <li>It is supported by the National Agricultural Policy; Agricultural Sector Development Strategy and Programme 2023-2028 (ASDP II) and Tanzania Agriculture and Food Security Investment Plan, among others.</li> </ul>

## 13. Salt Industry (Processing, Grading, Packaging and Branding)

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Hanang' District Council</b></p> <ul style="list-style-type: none"> <li>Construction of a salt processing plant at Gendabi to process, pack and brand salt</li> <li>20.23 hectares have been set aside for this purpose</li> <li>About 100,000 tonnes of salt is produced and sold unprocessed per year.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>Salt industry, like all other industries, will generate employment to the people of Manyara Region.</li> </ul>

<b>Available support</b>	<ul style="list-style-type: none"> <li>▪ There is national, regional and local government support for this type of industry</li> <li>▪ Good infrastructure, including roads networks, communication, electricity and markets</li> <li>▪ There is demand for processed salt in the district, region and outside the region.</li> </ul>
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## 14. Spices and Horticultural Processing Industry (Sorting, Processing, Grading, Packaging and Branding)

<b>Overview of the Opportunity</b>	
<p><b>Key features</b></p> 	<p><b>Mbulu Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Building processing plants targeting horticultural crops such as; garlic, onions, peas, tomatoes, carrots, lemons, apples, avocados etc.</li> <li>▪ Eighty-four hectares (84 ha) have been set aside at Mamaisara in Mbulu Town Council for industries, including one for processing horticultural products.</li> </ul> <p><b>Mbulu District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building a garlic processing plant.</li> <li>▪ Annual production capacity ranges from 5,000 to 7,000 tonnes annually.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ The current capacity of the garlic processing factory at Mbulu District Council is too low to accommodate garlic produce</li> <li>▪ It is seen as a major avenue for reducing post-harvest loses along with provision of employment to the residents, mainly the youths in the districts.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ The districts authorities have shown commitment to provide a conducive environment for investment, including allocation of land needed for construction</li> <li>▪ Policy and political support at national, regional and local levels.</li> </ul>

## 15. Essential Oils Processing Plant

Overview of the Opportunity	
<b>Key features</b> 	<b>Mbulu District Council</b> <ul style="list-style-type: none"> <li>Establishing a plant to process essential oil trees, such as pine trees at Mbulu District Council.</li> <li>There is a possibility for an investor to enter into a farming contract with farmers.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>It will lead to demand of raw materials, hence expansion of farms</li> <li>It is seen as a major avenue for reducing post-harvest loses along with provision of employment to district's residents, mainly the youths</li> <li>Essential oils are highly demanded in the cosmetics industry;</li> <li>Spices have a big market even at a local level, within and outside the region.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>Support by Tanzania Spices Sub-Sector Strategy 2014 by the International Trade Centre</li> <li>The district's authorities have shown commitment to provide conducive environment for investment, including allocation of land needed for construction</li> <li>Policy and political support at national, regional and local levels.</li> </ul>

## 16. Water Bottling Plant


Overview of the Opportunity	
<b>Key features</b> 	<b>Mbulu Town Council</b> <ul style="list-style-type: none"> <li>An investor is invited to establish a water bottling plant using Haynu (Hayuno) Waterfalls</li> <li>Waterfalls in Mbulu Town Council provide an investment opportunity for a water bottling plant. The waterfalls are natural and flow out throughout the year</li> <li>The bottled drinking water will be sold into local shops, restaurants and hotels, as well as in big cities while targeting tourists and neighbouring regions.</li> </ul>

<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>There is only one water bottling plant in Manyara Region, hence relies on water produced in other regions</li> <li>Water bottling ensures bacteriological quality of drinking water.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>Support by National Water Policy 2002</li> <li>Districts authorities have shown commitment to provide conducive environment for investment, including allocation of land needed for construction of a water bottling plant</li> <li>Policy and political support at national, regional and local levels</li> </ul>



## 17. Cement and Lime Stone Industry

<b>Overview of the Opportunity</b>	
<b>Key features</b> 	<b>Hanang' District Council</b> <ul style="list-style-type: none"> <li>Construction of a cement factory at Mogitu</li> <li>There are 370 acres of limestone in Hanang' District</li> <li>The Council has set aside land (80.94 ha) for construction of the factory 20-30 km from raw materials</li> <li>Limestone (72%-76%), sandstone (8%-12%) and plenty amount of pumice (2%-4%) are available in Hanang' District</li> <li>Clay (6%-10%) will be brought locally from Singida and Dodoma regions while gypsum (4%-5%) will be obtained from Manyoni and Mpwapwa districts in Dodoma Region.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>Construction industry will benefit from getting such building materials from within the region and therefore lowering their cost of raw materials</li> <li>Raw materials required for cement and lime stone industry are available</li> <li>Cement and lime stone industries, like all other industries will generate employment to the people of the region</li> <li>Cement and lime stone production will reduce consumer prices and promote construction of modern houses.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>Land for construction is available and raw materials are available</li> <li>Good infrastructure: roads networks, communication, electricity and markets</li> <li>There is demand for cement and lime products in the district and in the region.</li> </ul>

## 18. Dairy Processing Plant

Overview of the Opportunity	
<p><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>Interested parties are invited to invest in dairy processing and milk collection centres in the region</li> <li>Land is proposed for establishing a small dairy processing plant, considering its strategic location in the Maisaka Katani industrial area, which spans a total of 38.8 hectares designated for industrial purposes</li> <li>Currently there are 2 small dairy processing plants at Halla and at Mshikamano Mrara.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>It assures market, employment generation and income for producers (livestock keepers)</li> <li>There is high potential for milk production in Manyara Region</li> <li>Market for milk and milk products is readily available in the region and there is also potential for export to EAC and SADC regions as well as to other African countries and beyond.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>The Third Five-Year Development Plan (FYDP III) promotes industrialisation</li> <li>National livestock policy promotes value addition of dairy products.</li> </ul>

## 19. Land Development

Overview of the Opportunity	
<p><b>Key features</b></p>  	<p><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>Real estate development in satellite cities of Maisaka Katani, Sigino, and Bonga</li> <li>There are 12,421 surveyed plots at Maisaka Katani for urban construction of residential, commercial, and industrial buildings, as well as construction of residential-cum-commercial buildings</li> <li>The Council has set aside land (38.8 hectares at Block YY) for industrial development.</li> </ul>



### Key investment rationale



Apart from being the regional headquarters of Manyara Region, Babati Town is an attractive economic centre at a strategic geographic location: it is linked to northern regions of Tanzania with rich natural resources; linked to Dodoma Region, which is the capital of Tanzania and linked with western and lake regions that are rich in minerals and tourist attractions. When it acquired the status of township, Babati required a master plan to ensure sustainable urban development and the absorption of the growing population.

The Babati Town objectives are in line with the objectives of the master plan, which aims at achieving the specific objectives, namely:

- To increase infrastructures in the supplied planned and surveyed land in urban development, including local and foreign investments
- To ensure sustainable utilisation of land and other natural resources including existing land, rivers, streams, lake, hills, and forest resources, and protection of the forest reserve from encroachment
- To increase accessibility within the planning area by improving and building road networks especially in newly integrated wards in urban fabric
- To control urban sprawl by promoting concentric development concepts, vertical development.

### Available support

- The Master Plan (2017 – 2037) document that specifies land use for urban development
- The Town Strategic Plan document that itemises strategic issues in the Master Plan
- Babati Town Council Authority that is ready to collaborate with all stakeholders, especially private partners to collaborate with public sectors through PPP investment policy.

## **STRATEGIC ISSUES FOR IMPLEMENTATION OF THE GUIDE**

This part delves into the pivotal aspects necessary for realizing the investment potential of Manyara Region. This part unfolds the intricate details of developing a comprehensive implementation plan and strategy. These details, including a meticulously crafted financing strategy, stand as crucial pillars that will not only beckon investors but also ensure the region's growth and prosperity.

### **4.1 Developing an Implementation Plan or Strategy**

Preparation of an in-depth implementation plan or strategy, including detailed financing strategy is among the critical areas as far as attracting investors is concerned. To accomplish this requires that regional and districts staff supported by national institutions that are engaged in investment development and promotion. The implementation strategy/plan will enable the region to identify and link up with national and local investors, businesses, and investment promoters, as well as creating awareness of and getting access to international investors. The necessary capacities to develop and pitch bankable project proposals for investment must be built.

Thus, moving forward, the region will make efforts to seek support from partners and local financial institutions to mobilize resources that will be used to: (i) develop capacity of local government staff, (ii) engage and support capacity development for private sector associations including business councils, (iii) facilitate organization of local, national and international investment forums, (iv) enable development of bankable projects/business cases, and (v) facilitate and promote international trade.

In line with the identified investment opportunities, among other things, the region will give priority to improving the collection and quality of data in all key social-economic sub-sectors, products and services. This is extremely important for supporting investors' decisions in undertaking their feasibility studies and development of business plans.

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The region recognises the challenges of implementing the guide and to attract the much-needed investments. Therefore, the region resolves to establish an investment unit to guide and facilitate investors. Also, the investment guide will be used to market the investment opportunities that are available in the region. To operationalise the guide, the region will select some opportunities and collaborate with lenders and investors to develop Concept Notes (CN), conduct pre-feasibility and feasibility studies, and develop business plans for bankable projects.

#### **4.1.1 Financing Strategies and Partnership**

Access to finance is the most pronounced challenge given the changing global financing architecture and onset of COVID-19 pandemic that has forced governments, the private sector and other key economic and business players to revisit their expenditure priorities. Innovative ways have to be identified and decisions of where to invest require strategic thinking. The region will have to seek support from experts for advice on how to structure financing for promising viable bankable projects. Such expertise is readily available at UNCDF, UNIDO, UNDP, AfDB, UN-HABITAT, private consultancy firms and Universities. Some of the potential financing approaches include:

- Increasing private sector participation, singularly or in partnership with the LGAs, at the same time ensuring that the private resources (e.g. local banks, etc) is well leveraged.
- Undertake measures that help to scaling up domestic revenue mobilisation for LGAs, which can be an incentive for ploughing back resources into further investment.
- Ensuring priority investments secure smooth and full funding, e.g. through innovative financing – blended finance, municipal bonds, etc.
- Leveraging public sector resources into key infrastructure to entice private sector participation in financing priority development projects.
- Working closely with experts that can assist in developing business ideas and collaborating with local banks and other lenders or grant making institutions.
- Encouraging and working with institutional investors like pension funds, cooperative unions, state owned enterprise, etc.
- Work with and encourage foundations or corporates to properly be responsible social investors/environmental investors.
- Utilize investment facilitation fund by approaching development banks such as TADB and TIB and others.

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- Also, partnership creation in various circumstance and forms so that a vibrant Special Purpose Vehicle (SPV) can be established e.g. PPP or PPPC, Region (A) + Region (B); two districts or more forming partnership; LGA with state owned enterprise; LGA + SOE, Private; LGA + Private + SOEs + International Private.

#### **4.1.2 Human Resources Development**

Investment in human resources development is one of the agenda given priority in Sustainable Industrial Development Policy (SIDP). Human capital consists of the stock of knowledge, set of skills and abilities inherent in individuals which increases productivity.

We now live in the Knowledge Economy and we need, as a matter of necessity, to build human capital that will enable Manyara Region to productively and effectively engage in the country, region and globally.

It is important to structure training programs that are linked to what the market requires. This involves technical training of workforce required by individual industries, development of business management, and development of industrial capability to plan and implement business strategies. Scarcity of middle-level management and skilled labour is one of the most serious constraints, which the region will focus on to improve.

Other key elements of capacity development are leadership and promotion of the guide, communication and marketing the investment opportunities, ability to engage and negotiate deals for a win-win results, accurate interpretation of the national and local investment policies, laws and regulations.

It is imperative to invest in digitalization of the investment guide, data and link to economic diplomacy. Digitalization and economic diplomacy will help to share with both foreign embassies located in Tanzania and Tanzanian embassies abroad.

#### **4.1.3 Addressing Weaknesses Hindering Investments**

The region will focus on measures to address weaknesses that would hinder investments. These will include the following: -

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- (i). Priority investment in physical (hard) infrastructure to support SMEs such as in SIDO spaces, as well as in designated spaces for clusters and in soft infrastructure including human resource development, institutional support and regulatory issues
  - (ii). The region will work with SIDO and other development partners in the provision of business support services to SMEs for the purpose of building their capacity to grow (this can be done through SIDO and clusters)
  - (iii). Identifying mechanisms to address financing needs of SMEs through public finance, from private financial institutions and from development partners
  - (iv). Creating regional institutional support for growth through accelerating public sector development for coordinated public support by:
    - a) Establishing financial support programmes for promotion of local investment in identified sub-sectors.
    - b) Creating an investment matching fund to promote private sector investment in regional strategic projects.
    - c) Creating and deploying industrial extension officers to support industries in all LGAs.
    - d) Establishing investment facilitation units or teams for easy access by investors.
  - (v). Mobilizing zonal or regional technical support institutions, (industrial support organisations, business support organisations and agencies) at regional and district levels because national support institutions like NDC, BRELA, TNBC, TIRDO, EPZA, TANTRADE, TBS, COSOTA etc., may not be able to undertake their functions effectively in each region.

## **4.2 Translating the National Five-Year Development Plan 2021/22 – 2025/26 (FYDP III) to Local Context**

The investment guide is aligned to the Third Five-Year Development Plan (FYDP III) 2021/22 – 2025/26, which is dedicated to realising Competitiveness and Industrialisation for Human Development through trade and investment, value addition activities, deepened industrialisation and services provision, and skills development. These will be driven by new knowledge and digital revolution. To achieve this the region will among others promote industrial sector growth based on inter-sector value addition, competitive

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agro-processing industries, developed medium-technology industries, natural resources-based/fuelled industries as well as an increase in mineral beneficiation.

#### **4.2.1 FYDP III Core Objectives**

FYDP III main objective is to contribute to realisation of the National Development Vision 2025 goals. These goals include Tanzania becoming a middle-income country status and continue with transformation of becoming an industrial country with a high human development or a high standard of living. Upon reaching its vision, the Tanzania is envisioned to have the following attributes: peace, stability and unity; good governance; an educated and learning society; and a strong economy that can withstand competition and benefit many people.

Therefore, the FYDP III enhances the thrust of previous plans by emphasizing economic reform, industrial development, and the knowledge and ability to participate fully in international trade. Tanzania can benefit more from its geographical location, abundance natural resources than it is now. The peace and political stability of a country are valuable assets that, among other things, will attract local and foreign investors to areas with economic growth opportunities.

Further, FYDP III highlights for increased investment in science, technology and innovation as a way for the country to move from comparative advantage into competitive advantages, stimulate industrial development and become competitive in local, regional and global markets.

The FYDP III aims to strategically use resources to achieve the goals of the National Development Vision 2025. In addition, FYDP III aims to implement sectoral strategic plans, agreements and regional and international strategic plans including the implementation of the Sustainable Development Goals - SDGs to accelerate economic growth and social development. Specifically, FYDP III intends:

- (i). To build on achievements realised towards attainment of TDV 2025 to make Tanzania a semi-industrialised, middle-income country by 2025;
- (ii). To strengthen capacity building in the areas of science, technology and innovation to enhance competitiveness and productivity in all sectors especially the productive, manufacturing and services sectors to enable

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- Tanzanians to benefit from the opportunities available within the country;
- (iii). To strengthen the industrial economy as a basis for export-driven growth including investing in new products and markets and enabling Tanzania to become a production hub in the countries of the East, Central and Southern Africa and thus increasing the country's contribution to international trade;
  - (iv). To enhance the scope of Tanzania's benefits from strategic geographical opportunities through enabling improved business environments and strengthening the country's regional position as a hub for production, trade, supply and transportation;
  - (v). To facilitate increased business start-up and private sector involvement to find the best way to promote the growth of the sector in tandem with job creation and make the sector a strong and reliable partner in development;
  - (vi). To promote exports of services including tourism, banking services, insurance and entertainment;
  - (vii). To strengthen the implementation of FYDP III including prioritization, planning, integration and alignment of implementation interventions;
  - (viii). To accelerate inclusive economic growth through poverty reduction and social development strategies as well as productive capacity for youth, women and people with disabilities;
  - (ix). To ensure that regional and global agreements and commitments are fully integrated into national development for the benefit of the country;
  - (x). To strengthen the relationship between the sectors that are endowed with natural wealth and resources with other economic and social sectors;
  - (xi). To strengthen the role of Local Government Authorities (LGAs) in bringing about development and increasing income at the community level; and
  - (xii). To strengthen the country's capacity to finance development by ensuring access to domestic revenue and effective management of public expenditure.

#### **4.2.2 Role of Manyara Region as per FYDP III Focus**

FYDP III among others, strengthens the role of Local Government Authorities (LGAs) in bringing about development and increasing income at the community level. The region will ensure the envisaged economic transformation has a sizeable and sustainable impact on the reduction

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of poverty and improvement in quality of life (through inclusive growth) where MSMEs are supported and well linked to large-scale enterprises in manufacturing, construction, tourism, and other priority areas of FYDP III through the local economic development (LED) approach. The LED approach, which tailors' local plans to respective local contexts and comparative advantages, provides an effective way to organise small-scale farmers and MSMEs for the purpose of supporting industrial transformation.

Manyara Region Investment Guide presents economic and investment opportunities and is expected to strengthen and promote industrialisation and SMEs in agriculture value chains, knowledge transfer and capacity building. The key to socio-economic transformation is the LED approach. It is critical to ensure that allocation of land for investment and development of SME clusters is happening.

### **4.2.3 Local Economic Development (LED) Approach**

The core aim of LED in FYDP III is to ensure that practical approaches are used by regional secretariats, LGAs, and communities in designing and implementing locally customised investment interventions. The LGAs pursue the promotion of local investment through the LED approach - Focusing on Small and Medium Enterprises (SMEs)

In recognition of the role that SMEs play in job creation, to align with the FYDP III, the Manyara investment guide focuses on the following, among others:

- a). commercialisation of primary production activities that will provide inputs to the manufacturing and processing enterprises – agriculture, livestock, forestry, marine products harvest (from lakes) and mineral extractive industries
- b). Industrial parks development as physical platforms for locating manufacturing and processing enterprises with reliable and affordable supply of industrial infrastructure and related services – power, gas, industrial water, telecommunications and industrial waste management.
- c). Human skills and enterprise development that will create a labour pool and the requisite business infrastructure.
- d). Technology transfer to ensure that the development of new industries will be profitable and environmentally friendly. To acquire and adapt various technologies for the long-term development requirements of the region.



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To be effective, local economic development strategies will be customized from the national framework for certainty and predictability, thereby allowing businesses to incorporate them in their supply chain management plans and practices. FYDP III aspires to see the development of a ‘thriving’ local entrepreneurial (private enterprise) class and clearly articulated not only as a viable for sustainable employment generation but also for faster economic growth.

#### **4.2.4 Strategic Interventions for Private Sector and Non-State Actors Development**

The region will customize FYDP III proposed interventions for enhancing the role of the private sector and non-state actors as key players in the implementation of the plan. Specific interventions include Improving the business climate; Expanding access to critical economic and social infrastructure, and Supporting enterprise development as follows:

##### **a). Improving Business and Investment Environment:**

A conducive environment for business planning and operation is essential for the development of a vibrant, competitive and sustainable private sector. Interventions for improving business environment shall prioritise:

- (i) Continued collaborative implementation of the Blueprint for Regulatory Reforms to Improve the Business Environment; and
- (ii) Strengthen public-private policy dialogue through devolved and strengthened TNBC, NEEC and other structures.

##### **b). Expanding Access to Social and Economic Infrastructure**

Adequate infrastructure (including formality and security of land tenure, transport, electricity, water and ICT infrastructure) is an essential input for smooth and cost-effective operation of business. Similarly, access to quality of social services like education, health and judiciary reduces the risk of high operational cost for enterprises, thus contributing to faster private sector development. In this regard, the following interventions shall compliment the effort to promote private sector and non-state actors’ participation in Tanzania’s economic development:

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- (i) Continued investment in human capital (health, education, etc.) and governance systems as indicated in relevant sector programmes;
  - (ii) Investment in economic infrastructure as indicated in relevant sector programmes;
  - (iii) Investment to secure a regional logistics hub with efficient air, land, inland water transport and ICT connectivity.

### **c). Supporting Enterprise Development**

Effective change requires information, data, and analysis on the opportunities and constraints enterprises face as they strive to diagnose situations, facilitate evidence-based decision-making and assess the effectiveness of their decisions. FYDP III put in place measures to increase the survival rate of start-ups. Measures in this regard shall include:

- (i) Inclusive business support services by providing and sponsoring entrepreneurship training for eligible entrepreneurs, facilitate registration/formalisation, sharpen business plans and back up for engagement with potential financiers;
- (ii) Assist to provide information on opportunities, advocacy and investment promotion generally;
- (iii) Promote specialised financing windows for eligible enterprises;
- (iv) Organise or support business incubation laboratories, including for innovators;
- (v) Support the development and awareness of Business Development Services (BDS) to support private sector competencies along the value chains of priority sectors and use market access opportunities; and
- (vi) Promote local content and local economic development strategies.

#### **4.2.5 Building Trust in the Public-Private Dialogue (PPD)**

Review of country experiences show that, often a time, Public-Private Dialogue (PPD) becomes ineffective due to mutual distrust between the Government and the private sector. For the private sector and non-state actors to thrive and make a significant contribution to the economy, both parties must trust each other. This will make it possible for each party to fulfil its role. The Region has a responsibility to create an enabling and safe environment for the private sector and non-state actors but also the private sector and non-state actors has a responsibility to conduct its activities transparently and to

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provide accurate information to the government.

The Region will adopt the groundwork for dialogue laid by FYDP III as a key pillar of trust building by ensuring that there are mechanisms for listening to and working on private sector complaints, arguments, and opinions. In the private sector, the FYDP III strategies require transparency and accurate business information, fair competition, and the proper use of investment incentives offered by the Government.

FYDP III has set the stage for having a top leadership of the country with a sincere commitment to engaging the private sector. It is believed that the gap between high-level Government officials and a group of businessmen will decrease. Stronger national development meant the best possible returns for both partners. The Region will support this initiative.

## FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES

Most of the policies and laws, unless specified, are applicable nationally for specific sectors. Local government authorities, through the blessings of the town or district full councils, are mandated to enact by-laws and notices that must also be endorsed and gazetted by the Minister responsible for Regional Administration and Local Government (RALG) after consultation and reviews of other major sector laws.

Below is a summary of issues related to facilitation, processes, requirements, and incentives for investment in Tanzania in general and in Manyara Region specifically.

### 5.1 Supportive Policies and Legal Environment

Key investment policies, laws, strategies, plans and programmes that are promoting investment in the Region are presented below.

#### 5.1.1 Policies, Legal, Institutional and Regulatory Considerations

##### a). Key policies

Policies to guide investment promotion and interventions in Manyara Region's relevant areas are: National Investment Promotion Policy (1996); National Agriculture Policy (2013); National Livestock Policy (2006); Sustainable Industrial Development Policy (SIDP) (1996-2020); National Trade Policy for Competitive Economy and Export-led Growth (2003); National Micro-finance Policy (2000); National Forest Policy (1998); Bee Keeping Policy (1998); Wildlife Policy 1998; Small and Medium Enterprises Development Policy (2003); National Land Policy (1995); National Environment Policy (1997); The Mineral Policy of Tanzania (2009); Tanzania Mining Industry Investor's Guide (2015); and Manyara Region Development Plan, District and town development plans as well as the political will of the Region to attract investors.

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## b). Key laws

Major laws and regulations that guide investment promotion and activities in Manyara Region are: Immigration act and regulations of work permits; Tanzania Investment Act (1997); Tax Legislations; Land Act (1999); Village Land Act (1999); Mining Act (1998); Tanzania Bureau of Standards Act (2009); Tanzania Food and Drugs Act (2003) and Regulations; Plant Protection Act (1997) and Regulations; The Mining Act (2010); The Mining Regulations (2012); the National Environment Management Act (No.10 of 2004); the Environment Management (Environmental Impact Assessment and Audit) (Amendment) Regulations of 2018; Control and Management of Carbon Trading Regulation 2022; and other sector Acts and relevant Manyara Region local government authorities by-laws.

### 5.1.2 Strategies, Plans, and Programmes

Key strategies, plans and programmes are: Annual Regional Plans and Annual Reports; PO-RALG Reports; Council Development Plans; Five-Year Development Plan (FYDP III); Agriculture Sector Development Strategy and Programme (ASDP II) 2017/18 - 2027/28; Livestock Sector Development Programme (2011); Ministry of Industry, Trade and Investment's reports; National Climate Change Response Strategy 2021 – 2026; and Integrated Industrial Development Strategy (IIDS 2025). Others are the National Rice Development Strategy; Tanzania Agriculture and Food Security Investment Plan; and Agricultural Growth Corridor in Tanzania such as SAGCOT.

The above policies, regulatory authorities, strategies and plans support the investment climate in Manyara Region by sound frameworks that offer an appropriate environment that encourages investments in the Region. The key issue is for the Regional leadership to make sure that the processes and requirements outlined below are interpreted and adapted earnestly at Regional and local levels.

The leadership of Manyara Region is determined to be doing that and to ensuring speedy implementation of prioritised investment opportunities, as well as to put in place a climate that is conducive to investing in the Region.

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### 5.1.3 Investment Options: Private, PPP, PPCP, and Joint Ventures

Investment options available in Tanzania include individual private sector investments, public-private partnership (PPP), public-private community partnership (PPCP) and joint venture.

#### a). Public-Private Partnership

The Government recognises the role of the private sector in bringing about socio-economic development through investments. Public-private partnership (PPP) frameworks provide an important instrument for attracting investments. Indeed, public-private partnerships (PPPs) have been identified as viable means to effectively address constraints of financing, management and maintenance of public goods and services.

The public sector, through public-private partnerships, is encouraged to maximise synergies between the public and private sectors in mobilising and deploying resources. The PPP approach has been widely used in other countries to finance infrastructure and other long-term investment projects. The approach is a way to amalgamating public and private capital and expertise for public projects in which the private sector has interest in sharing ownership. The Public Private Partnership (Amendment) Act (2018) and PPP Regulations (2020) give areas of collaboration, which comprise of investment capital, managerial skills and technology. Additionally, PPPs can enable the government to fulfil its responsibilities in delivery of socio-economic goods and services by ensuring efficiency, effectiveness, accountability, quality and outreach of service.

The concept of PPP entails an arrangement between public and private sector entities whereby the private entity renovates, constructs, operates, maintains, and/or manages a facility in whole or in part, in accordance with output specifications. The private entity assumes the associated risks for a significant period of time and, in return, receives benefits and financial remuneration according to agreed terms. PPPs constitute a cooperative venture built on the synergy of expertise of each partner that best meets clearly defined public needs through the most appropriate allocation of resources, risks and rewards.

Most PPPs implemented in Tanzania are concession arrangements for running existing enterprises with limited provisions for rehabilitation and new

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investments. It is worth noting that in the case of services, PPPs have been implemented successfully by faith-based organisations (FBOs) in education, health and water sectors for many years. Private sector participation in areas previously treated as the monopoly of the public sector has made major contributions to increasing the pace of growth and development in many countries.

### **b). Public-Private Community Partnership**

This is a variant of PPP in that it includes communities/villages where the nature of a project requires that community resources (such as land) become part of a project in which both the public (particularly local government authorities) and the private sectors are interested to invest.

### **c). Joint venture**

The Tanzanian Government encourages joint ventures between domestic firms or individuals and foreign investors. Many foreign firms have recently partnered with the National Development Corporation (energy), Tanzania Petroleum Development Corporation (bio-fuels), and the National Housing Corporation (real estate ventures).

## **5.2 Facilitation: Processes and Requirements**

Manyara Region and Central Government have set and are striving to improve the investment climate to attract and facilitate investment in the Region, and ensure speedy decision-making. The Region has the obligation to interpret and adapt these processes, requirements and incentives for investment to fit the Region's investment profile and priorities. These processes and requirements are subject to changes towards improvements from time to time.

### **5.2.1 Lead Institution**

Tanzania Investment Centre (TIC) is a one-stop agency of the Government of Tanzania established under the Tanzania Investment Act No. 26 of 1997 to promote, co-ordinate and facilitate investment in Tanzania. The Centre is a focal point for all investors and performs all liaison work for the investor from enquires right up to project start up. The minimum investment capital

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threshold for an enterprise to qualify for registration under the Centre is not less than US\$ 500,000 if foreign or joint venture owned, and US\$ 100,000 for domestic investors. Under the one-stop facilitation agency, all investors are assisted to obtain permits, licences, approvals, and authorisation etc., required by other laws to set up and operate investment ventures in Tanzania.

**TIC contacts are:**

*Headquarters:* Executive Director, Tanzania Investment Centre, Plot no; 9A&B, Shaaban Robert Street, P O Box 938, Dar es Salaam, Tanzania, Tel: 255 22 2113365/116328-32, Fax: 255 22 2118253, Email: info@tic.go.tz

**5.2.2 Main Institutions Dealing with Investment in Tanzania and in Manyara Region**

Main institutions dealing with investment issues in Manyara Region and in Tanzania at large are: Tanzania Investment Centre (TIC), Business Registration and Licensing Agency (BRELA), Tanzania Revenue Authority (TRA), Tanzania Electric Supply Company (TANESCO), Tanzania Bureau of Standards (TBS), Ministry of Industry and Trade (MIT), Prime Minister’s Office (Investment), Tanzania Medicines and Medical Devices Authority (TMDA), water supply companies/authorities in Manyara, local government authorities in respective Districts (on land issues), Ministry of Water (MoW), Ministry of Agriculture (MoA), Ministry of Natural Resources and Tourism (MNRT), National Environmental Management Council (NEMC), Vice Presidents Office (Union and Environment), and Ministry of Livestock and Fisheries (MoLF).

**5.2.3 Registration**

Registration of an investment can be undertaken at District, Regional or national BRELA and TIC offices, and requires the following documentation: (i) Memorandum and Articles of Association; (ii) Certificate of Registration or Certificate of Incorporation; (iii) Investment Feasibility Study; (iv) Certificate of Incentives in the case of projects approved by TIC; (v) Partnership Agreement (deed), in the case of a partnership; (vi) Lease Agreement; (vii) Business Enquiry Forms; (viii) IT 21 forms for companies and IT 20 forms for individuals; and (viii) Company and Operators’ Certification of Registration for Tax Payer Identification Number (TIN).



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## 5.2.4 Central Government Taxes

Taxes involved in investment projects in Manyara Region are various, and include the following:

### a). Corporate tax

Corporate tax is charged at the rate of 30 percent for both residents and non-residents. In case of a newly listed corporate to the Dar es Salaam Stock Exchange, with at least 30 percent of its equity ownership issued to the public for three consecutive years from the date of listing, corporate tax is 25 percent for both residents and non-residents. Corporate with perpetual unrelieved losses for three consecutive years (excluding corporate conducting agriculture business, providing health care or education services), corporate tax is 0.3 percent of annual turnover for resident corporate.

Other incentives under corporate tax include a reduced rate from the normal 30 percent to 20 percent for a new entity dealing in manufacturing of pharmaceutical and leather products, and 10 percent for corporations investing in a plant for assembling motor vehicles, tractors and fishing auto boats.

### b). Personal income taxes

Residents are subjected to a personal income tax where total income exceeds TZS 2,040,000/- per annum. Income of a non-resident employee of a resident employer is subject to withholding tax of 15 percent. The total income of a non-resident individual is chargeable at the rate of 20 percent (the monthly income includes basic salary, overtime, bonus commission and other allowances).

The skills and development levy (SDL) is payable by any employer who employs four or more persons; the rate is 4.5 percent of the gross wage. Employers exempted from paying this levy include diplomatic missions, registered education institutions, charitable organisations, farm employment, and foreign institutions dealing with technical assistance and the United Nations Organisation and its agencies/organs.

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### **c). Withholding taxes**

Withholding taxes on dividends from corporations listed at the Dar es Salaam Stock Exchange are 5 percent for both resident and non-resident persons. The rate on dividend from other corporations is 10 percent. The rate withheld on interest is 10 percent, and 15 percent on royalties for resident and non-resident persons. Rates withheld on management and technical services fees [mining, oil and gas] are 5 percent for residents and 15 percent for non-residents.

### **d). Value added tax (VAT)**

Value added tax (VAT) is a consumption tax charged at a single rate of 18 percent. Registration is compulsory for any business that has a turnover of more than TZS 100 million per annum. However, there is an exception to registration of entities dealing with professional services, as they are required to register for value-added tax regardless of their turnover. Applicants for VAT registration should complete form Number VAT ITX245.02. E. A registered taxpayer is required to file a VAT return monthly.

Under VAT, incentives include zero rate for all exports, VAT deferment on plant and machinery, VAT exemption of imported plant and machinery by local manufactures and processors of vegetable oil seeds, textiles, pharmaceuticals, and skin and leather products manufactured in Tanzania Mainland.

VAT returns are supposed to be filed on the 20<sup>th</sup> day of the month after a tax period. However, where the 20<sup>th</sup> day falls on a Saturday, Sunday or public holiday, the VAT returns shall be lodged on the first working day following the Saturday, Sunday or public holiday. For imports, VAT is payable at the time the import duty is due and payable in accordance with East African Community Customs Management Act, 2004. Exports are zero rated under the VAT Act, 2014, which also provides for VAT exemption. Exempt supplies and imports are provided in the schedule to the VAT Act, Cap 148 r/w Finance Act 2017.

## **5.3 General Investment Incentives**

Investors registered by Tanzania Investment Centre pursuant to Tanzania Investment Act, 1997 (TIA, 1997) are accorded various investment fiscal and non-fiscal incentives as stipulated in various applicable tax and other laws.

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Fiscal incentives under TIC include 100 percent import duty exemption on capital goods and 75 percent on deemed capital goods (regarding deemed capital goods, an investor shall pay 25 percent of import duty due). Deemed capital goods that are eligible for exemption are specified depending on the project sector. Additional fiscal incentives may be granted to investments that meet strategic investor status provided for under Section 20 of the Tanzania Investment Act (TIA), 1997.

Non-fiscal incentives include five automatic immigrant quotas granted to a project during its implementation period, whereby additional quota may be granted based on the project size, technology or any other agreements with the Government. EPZA also provides incentive packages according to Export Processing Zones Act No. 11 of 2002.

Investments in Tanzania are guaranteed against nationalisation and expropriation. Tanzania is a member of both the International Centre for Settlement of investment Disputes (ICSID) and Multilateral Investment Guarantee Agency (MIGA).

***Please Note:** Information on taxes and investment incentives detailed above are subject to periodic reviews, as the Government keeps on improving the investment climate in the country. Please contact Tanzania Revenue Authority ([www.tra.go.tz](http://www.tra.go.tz)) and Tanzania Investment Centre ([www.tic.go.tz](http://www.tic.go.tz)) for updates.*

## 5.4 Access to Resources

### 5.4.1 Land for Investment in Tanzania

The Ministry of Lands, Housing and Human Settlements is mandated with land management in Tanzania. Land in Tanzania is under three categories, namely village lands, general lands and reserve lands.

According to the Land Act, the whole land of the United Republic of Tanzania is owned by the public and the President as a Trustee. This means that land in Tanzania is vested to the public, and citizens own land under leasehold tenure.

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Section 20 of the Land Act No. 4 of 1999 specifically provides for a procedure to allocate/grant land to non-citizens for investment purpose under the Tanzania investment Act, 1997. Land for investment purpose shall be identified, gazetted and allocated to Tanzania Investment Centre, which will issue a Derivative Right of Occupancy to the investor. More information on acquisition of land for investment is available on [www.ardhi.go.tz](http://www.ardhi.go.tz)

## **5.4.2 Land for Investment in Manyara Region**

Various parcels of land of different sizes have been earmarked by each District/Town Council in Manyara Region and set aside for specific targeted investment. Such land parcels have been listed in detail under Part Three of this Investment Guide.

## **5.4.3 Banking and Financial Services**

The banking sector in Tanzania has been booming, growing in assets and in profits. Because of this, new merchant banks, commercial banks, *bureaux de change*, insurance companies, a stock exchange and related financial units have entered the market. There are four categories of banks, each oriented towards different markets and *clientèle* operating in Tanzania: local private banks, Regional banks, international banks and multi-national banks. Overall, the outlook for the banking industry in Tanzania is very positive and there are appealing opportunities for new comers to the sector as investors and borrowers. Banks are found in all Districts of Tanzania.

Tanzania's higher-than-average economic growth rate is fuelling the emergence of an educated middle class that aspires to achieve a more affluent lifestyle in which traditional depository, credit, insurance, and investment products play an important role. The growth of this middle class is expanding national demand for financial services from established providers and could represent a new opportunity for financial services companies looking for growth.

There is currently a positive trend in lending to small and medium enterprises (SMEs) that is producing greater confidence in their growth potential among financial institutions and, more generally, in the economy as well, which is generating a positive spiral. In addition, the Government is also introducing new laws that are expected to enhance lending activities.

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#### **5.4.4 Labour**

Manyara Region has surplus labour due to low employment. While some of the labour is unskilled, there are efforts to build a skilled labour force, especially through vocational training colleges (VETA), folk development centres (FDCs), and post-primary technical education centres (PPTL). Investors are invited to build skills development institutes in the Region.

#### **5.4.5 Clearing and Forwarding Service**

Clearing and Forwarding is one of the services that investors will require for importation of machines etc. Government Procurement Services Agency (GPSA) will facilitate clearing and forwarding service to investors. The major activities will include clearing and forwarding of imports; facilitation of exports and advisory services to importers and exporters on the best way of handling imported and exported goods.

### **5.5 Inclusion and Participation of the Private Sector**

The Region plans to stimulate its industrial and economic development base through attracting additional private and public-private partnership investments in order to increase its value addition in key sectors like agriculture and manufacturing to strengthen competitiveness as well as to raise its GDP. The Regional government and District authorities are ready and committed to providing a series of further support services and incentives to drive industrial development and growth in short, medium and long-term plans.

According to national policies, it is the role of the public sector to provide basic enablers such as land, utilities, and infrastructure. These are normally supported and constructed using District, Regional and national public budgets in addition to other resources or development partners' support. It is the private sector that is mainly supposed to play a major role in investing in the Region in the production, transportation, storage, processing, and development of value chains and marketing of products.

However, for the private sector to play its role effectively, Manyara Region authorities will have to create an enabling environment through provision of pre-requisite infrastructure, incentives, formulation/review and enforcement

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of investment friendly policies, regulations, and procedures. Regional authorities will promote public-private partnerships as well as public-private community partnerships, and also facilitate joint ventures between potential investors and local private investors. Such partnerships are critical for achieving objectives of implementing capital and technology-intensive investments, including the build-operate-and-transfer approach. In addition, the private sector will be facilitated to improve delivery, to thrive and be competitive by easing access to affordable input and output factors nationally and internationally.

## PART SIX

# KEY CONTACTS IN MANYARA REGION

This part provides important contacts in the Region to help potential investors in making follow up for the opportunities they want to invest in.

### 6.1 Website/Link

Office	Website
Manyara Regional Secretariat	<a href="http://www.manyara.go.tz">http://www.manyara.go.tz</a>
Babati Town Council	<a href="http://www.babatitc.go.tz">http://www.babatitc.go.tz</a>
Mbulu Town Council	<a href="http://www.mbulutc.go.tz">http://www.mbulutc.go.tz</a>
Babati District Council	<a href="http://www.babatidc.go.tz">http://www.babatidc.go.tz</a>
Hanan'g District Council	<a href="http://www.hanangdc.go.tz">http://www.hanangdc.go.tz</a>
Mbulu District Council	<a href="http://www.mbuludc.go.tz">http://www.mbuludc.go.tz</a>
Kiteto District Council	<a href="http://www.kitetodc.go.tz">http://www.kitetodc.go.tz</a>
Simanjiro District Council	<a href="http://www.simanjirodc.go.tz">http://www.simanjirodc.go.tz</a>

### 6.2 Key Contacts

#### 6.2.1 Regional Commissioner's Office

Office	Post Office Box	Telephone/ Mobile Phone	E-mail
Regional Commissioner (RC)	310, Babati - Manyara	+255 27-2510066	<a href="mailto:rc@manyara.go.tz">rc@manyara.go.tz</a>
Regional Administrative Secretary (RAS)	310, Babati - Manyara	+255 27-2510066	<a href="mailto:ras@manyara.go.tz">ras@manyara.go.tz</a>
Investment Desk	310, Babati - Manyara	+255 27-2510066	<a href="mailto:investmentdesk@manyara.go.tz">investmentdesk@manyara.go.tz</a>

#### 6.2.2 Town Councils

LGA	Town Director		E-mail
	Post Office Box	Telephone/ Mobile Phone	
Babati Town Council	383, Babati - Manyara	+255 027 2510065	<a href="mailto:td@babatitc.go.tz">td@babatitc.go.tz</a>
Mbulu Town Council	164, Mbulu - Manyara	+255 272 2533331	<a href="mailto:td@mbulutc.go.tz">td@mbulutc.go.tz</a>

## 6.2.4 District Councils

LGA	District Executive Director		E-mail
	Post Office Box	Telephone/ Mobile Phone	
Babati District Council	400, Babati - Manyara	+255 27-2531011	ded@babatidc.go.tz info@babatidc.go.tz
Hanan'g District Council	02, Katesh - Hanan'g, Manyara	+255 27-2530022/42	ded@hanangdc.go.tz
Mbulu District Council	74 Mbulu, Manyara	+255743583078	md@mbuludc.go.tz
Kiteto District Council	98, Kibaya - Kiteto, Manyara	+255 027-2552099 +255 027 2552000 Fax: +255 027 2552020	ded@kitetodc.go.tz mipamngpkitetodc.go.tz
Simanjiro District Council	9596, Orkesumet, Simanjiro - Manyara	+255 27-2552225	ded@simanjirodc.go.tz











**The United Republic of Tanzania**  
President's Office  
**Regional Administration and Local Government**  
Manyara Regional Commissioner's Office  
P.O. Box 310, Babati.  
[www.manyara.go.tz](http://www.manyara.go.tz)