



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

# **GEITA REGION INVESTMENT GUIDE**







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## ABBREVIATIONS AND ACRONYMS

AGOA	African Growth and Opportunity Act
ASDP	Agriculture Sector Development Programme
ASLM	Agriculture Sector Lead Ministries
ASM	Artisanal and Small-scale Mining
BRELA	Business Registration and Licensing Agency
CHF	Community Health Fund
COET	College of Engineering and Technology
CSOs	Civil Society Organisations
CSR	Corporate Social Responsibility
DC	District Council
DPs	Development Partners
DRC	Democratic Republic of Congo
EAC	East African Community
EATV	East African Television
EBA	Everything But Arms
EPZ	Export Processing Zone
ESRF	Economic and Social Research Foundation
FAO	Food and Agriculture Organisation
FBO	Faith-Based Organisation
FCC	Fair Competition Commission
FETA	Fisheries Education and Training Agency
FOE	Faculty of Engineering
FYDP	National Five-Year Development Plan
GCH	Geita Commercial Hub
GDP	Gross Domestic Product
GER	Gross Enrolment Ratio
GGML	Geita Gold Mine Limited
GoT	Government of Tanzania
ICSD	International Centre for Settlement of Investment Disputes
ICTs	Information and Communication Technologies
IIDS	Integrated Industrial Development Strategy
IMF	International Monetary Fund
IPI	Institute of Production Innovation
ISO	Industrialisation Support Organisation
ITC	International Trade Centre



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ITV	Independent Television
JKT	Jeshi la Kujenga Taifa (National Service)
KV	Kilovolts
LGAs	Local Government Authorities
LSM	Large-Scale Mining
M&E	Monitoring and Evaluation
MoA	Ministry of Agriculture
MIGA	Multilateral Investment Guarantee Agency
MLF	Ministry of Livestock and Fisheries
MoIT	Ministry of Industry and Trade
MWI	Ministry of Water and Irrigation
NBC	National Bank of Commerce
NBS	National Bureau of Statistics
NDC	National Development Corporation
NEEC	National Economic Empowerment Council
NER	Net Enrolment Rate
NHC	National Housing Corporation
NHIF	National Health Insurance Fund
PHC	Population and Housing Census
PO-RALG	President's Office – Regional Administration and Local Government
PPCP	Public-Private Community Partnership
PPP	Public-Private Partnership
RAS	Regional Administrative Secretary
RS	Regional Secretariat
SACCOS	Savings and Credit Co-operative Society
SADC	Southern Africa Development Community
SAGCOT	Southern Agricultural Growth Corridor of Tanzania
SDL	Skills and Development Levy
SEZ	Special Economic Zone
SIDO	Small Industry Development Organisation
SIDP	Sustainable Industrial Development Policy
SMME	Small, Micro and Macro Enterprises
SQ-KM	Square Kilometre
SUA	Sokoine University of Agriculture
TADs	Trans-boundary Animal Diseases
TAFMA	Tanzania Animal Feeds Manufacturers Association
TAMPA	Tanzania Milk Processors Association

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TANESCO	Tanzania Electric Supply Company
TANTRADE	Tanzania Trade Development Authority
TBC	Tanzania Broadcasting Corporation
TBS	Tanzania Bureau of Standards
TC	Town Council
TCCIA	Tanzania Chamber of Commerce, Industries and Agriculture
TCT	Tourism Confederation of Tanzania
TDU	Textiles Development Unit
TDV 2025	Tanzania Development Vision 2025
THDR	Tanzania Human Development Report
TIC	Tanzania Investment Centre
TIN	Tax payer Identification Number
TLMI	Tanzania Livestock Modernisation Initiative
TMC	Tanzania Meat Company
TMDA	Tanzania Medicines and Medical Devices Authority
TMEA	Trade Mark East Africa
TNBC	Tanzania National Business Council
TPDC	Tanzania Petroleum Development Corporation
TPSF	Tanzania Private Sector Foundation
TRA	Tanzania Revenue Authority
TRIMs	Trade-related Investment Measures
TSZ	Tanzania Shorthorn Zebu
TTCL	Tanzania Telecommunications Company Limited
TV	Television
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 Organisation
VAT	Value-Added Tax
VTCs	Vocational Training Centres
WB	World Bank
WTO	World Trade Organisation



"My Government is determined to continue improving the business environment and, in so doing, provide a wide range of appropriate incentives and support to unleash creativity of private sector and other stakeholders in harnessing Tanzania's comparative advantages and thereby boosting productivity, enhancing innovation and fostering economic integration and deepening participation in the region and global value chains."

***His Excellency, Dr. John Pombe Joseph Magufuli.***  
*The President of the United Republic of Tanzania, Preface to the Tanzania Five Year Development Plan, June, 2016.*



"Industrialisation is relevant not only because of economic reasons but more because it enhances shared prosperity necessary to ensure civil harmony. It does this by increasing employment of our youth, reducing poverty and redressing inequality."

***Her Excellency, Samia Suluhu Hassan.***  
*The Vice President of the United Republic of Tanzania remarks during the 2<sup>nd</sup> East African Business and Entrepreneurship Conference and Exhibition held on 14<sup>th</sup> November 2017, at the Dar es Salaam Serena Hotel.*



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

***Hon. Kassim Majaliwa Majaliwa.***  
*The Prime Minister of the United Republic of Tanzania In his opening remarks at the Business and Investment Forum, Tabora Region, on 21<sup>st</sup> November, 2018.*

# FOREWORD



Geita Region Investment Guide is an integral component of the overall investment strategy of the country and it specifically presents the investment opportunities available in the region. The guide is part of the strategy to implement Tanzania's Development Vision (TDV 2025), whose aspiration is to become an industrial led middle-income country by year 2025 and is also aligned with other Government policies and initiatives, including the National Five-Year Development Plan

2016-2021 (FYDP II) and industrialisation policy, i.e. the Sustainable Industrial Development Policy (SIDP: 1996-2020).

The purpose of this investment guide is threefold: First is to provide potential domestic and foreign investors with information relating to the region's available investment opportunities and, in doing so, attract them to invest in the region in accordance with the aspirations of the regional secretariat and local government authorities (LGAs). Second, the guide is a means of enhancing Geita Region's competitiveness and visibility in areas where it has strengths and emerging economic potentials.

Third, to promote and advertise the region's productive capacities in key primary and industrial sectors. The enhanced investments in the region are expected to augment the Gross Domestic Product (GDP) and promote inclusive and resilient economic growth needed to accelerate societal development and wellbeing of Geita Region and Tanzania at large.

Through this guide, Geita Regional Secretariat and its LGAs have resolved to prioritising all investment initiatives and commit to providing political support, attractive initiatives and support services for investors at the time of setting up businesses and throughout the period of business operations in the region. In addition, Geita Regional Office and its LGAs will provide a satisfactory conducive policy, regulatory, business environment, and investment climate, and are available to provide further details on the selected strategic and viable opportunities to interested investors.

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I would like to express my sincere gratitude to the United Nations Development Programme (UNDP) for the financial support, and to the Economic and Social Research Foundation (ESRF) for developing this guide. Likewise, I wish to express my heartfelt gratitude to ESRF's team of experts comprising of Dr. Oswald Mashindano, Prof. Godwin Mjema, Mrs. Margareth Nzuki, Mr. Mussa Martine and Ms. Doris Lyimo for their commitment and technical support that collectively resulted in the completion of this guide.

I am very grateful for the exemplary support provided by Geita Regional Administrative Secretary (RAS), Mr. Denis I. Bandisa, who efficiently and effectively coordinated and guided local governments in the region during the consultative processes of the guide. It is difficult to mention everyone who participated in preparation of this guide. Nevertheless, my special gratitude is extended to all council heads of departments and other staff for their support to the team of experts and contributions towards making this investment guide possible.

Let me once again take this opportunity to welcome you to invest in Geita Region, while promising to continue providing needed support to make your investments productive, profitable and prosperous.



**Hon. Eng. Robert Gabriel Luhumbi**  
**Regional Commissioner**  
**Geita Region, Tanzania**

# EXECUTIVE SUMMARY

Geita Region is one of the United Republic of Tanzania's 31 administrative regions. Located in north-west Tanzania, the region was established in March 2012, from parts of Shinyanga, Kagera and Mwanza regions. It comprises of five districts, and six councils, one of which is a town council.

Geita Region benefits from the national investment policy and climate, including political stability and development frameworks that strategise the overall socio-economic and cultural development in the country. Tanzania, with its large and growing domestic population, strategic location, abundance of natural resources and internal political stability, presents a uniquely attractive investment opportunity. The country has a population of about 55 million people and a population growth rate of 2.9 percent.

Most of the citizens depend on natural resources for production, income and livelihoods. Tanzania is endowed with regenerative natural resources and non-regenerative natural resources including minerals, i.e. gold, diamond, iron, coal, nickel, Tanzanite, uranium and natural gas. The abundance in natural resources constitutes a major asset and opportunity that are fundamental for growth and economic development, including poverty reduction.

Geita Region is blessed with agricultural, livestock, water and mineral resources with a potential to a rapid economic growth path matching, if not surpassing, other regions in Tanzania. The region has vast gold reserves that merit the region the name "the Golden State" of Tanzania. Geita Region has sufficient agricultural land suitable for cultivation of crops such as paddy, cotton, maize, black peas, cassava, horticultural products etc. Lake Victoria and its shores in Geita offer fishing and tourism opportunities, and transport linkages to other neighbouring regions and countries.

Geita's strategic geographical importance to neighbouring land-locked countries, including the Democratic Republic of Congo (DRC), Rwanda, Burundi and Uganda, attracts international trade. The recently commissioned Chato International Airport will facilitate the flow of goods in the East African Community (EAC) region and beyond. Tourism potentials in the region include cultural heritage, national parks and aqua tourism on lake Victoria.

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The region has identified the following priority investment areas: construction of a market infrastructure complex as part of the establishment of Geita as a commercial hub; fish farming and fish processing; milk processing; meat processing; construction of cattle fattening and cattle dipping infrastructure; large-scale commercial production of agricultural products such as paddy, cotton and legumes; processing of agricultural products including investing in sorting and grading machines and storage facilities for paddy and legumes, as well as ginnery for cotton and hulling; building market structures; investing in small and medium-scale mining and mineral processing; beekeeping and processing of bee products; investing in tourism related facilities including hotels; provision of specialised vocational training on skills development; investing in aggregates production; stocking and logistics; and establishment of medium and large-scale industries in the export processing zone (EPZ).

# DISCLAIMER

The publication of the Geita Region Investment Guide is meant to assist potential investors by availing them with information pertaining to investment opportunities and, to some extent, provide some pointers to investable areas in the region. The guide does not in any way claim to give exhaustive information or detailed practical instructions needed by potential investors in undertaking actual investments. Investors should be aware that actual investment decisions are informed by, among other things, detailed feasibility studies.

For that reason, this guide is meant to help potential investors to find additional sources of information from public and private sectors, which they can use to make successful and profitable investment undertakings in Tanzania generally and in Geita Region in particular. The information relating to potential investment areas in Geita Region was sourced through consultations with various stakeholders and is therefore useful only to the extent that it assists potential investors to be aware of the investment opportunities existing in the region and should not, in any way, be used as a defence in a legal investment dispute or any related matter.







# **REASONS FOR INVESTING IN GEITA REGION**

## **1.1 Geita Region in the Broader Tanzanian Context**

Geita Region, being part of Tanzania, benefits from and largely depends on the country's investment policy and climate, including political stability and development frameworks that strategise the overall socio-economic and cultural development in the country.

Tanzania has abundant natural resources, including agricultural land, water bodies such as lakes and rivers, springs, mineral resources, tourism attractions including biodiversity and unique landscapes, such as Mount Kilimanjaro, Ngorongoro Crater, Serengeti National Park, and Rubondo National Park, 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.

A number of measures have been taken to create a free-of-challenge 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 policy, and improvements in the business climate through legal and regulatory reforms aimed at streamlining procedures and freeing business from unnecessary bureaucracy.

Tanzania has sustained an average rate of 6-7 percent economic growth since the late 1990s due to a relatively stable political environment, reasonable macro-economic policies, structural reforms, a resiliency from external shocks, and debt relief. In 2018, the International Monetary Fund (IMF) reported that Tanzania's macro-economic performance remained strong, with its GDP projected to grow at about seven percent (7%), and inflation to be contained below the five percent (5%) target in the foreseen immediate future.

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 Second Five-Year Development Plan (2016/17-2020/21) by recognising that the realisation of the goals and targets of the Second Five-Year Development Plan (FYDP II) hinges on, among others 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 in Tanzania

Generally, the Government of Tanzania (GoT) has a favourable attitude towards foreign direct investment (FDI) for the last three decades and has considerable success in attracting FDI. The country's laws and regulations do not limit or prohibit foreign investments by firms or individuals. 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 the Second Five-Year Development Plan mentioned above. In that plan the Government has committed to ensuring that the local investment climate is functional for local enterprises, i.e. supporting small and medium-sized enterprises, encouraging new enterprises and attracting inward investment.

The Government of Tanzania (GoT) uses the World Trade Organisation's (WTO's) Trade-related Investment Measures (TRIMs) to encourage investments



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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 agribusiness, textiles and electronics sectors.

The Export Processing Zones Authority (EPZA) governs both EPZs and special economic zones (SEZs). The Government has encouraged both local and foreign investors to take advantage of the investment opportunities under EPZA for their benefits and for the benefit of the country. There are three categories of licence issued by EPZA.

- a) The Developer's Licence (for investment in infrastructure development including construction of industrial buildings and warehouses, development of internal roads, landscaping and fencing and the provision of utilities)
- b) The Operator's Licence (for investors who are undertaking manufacturing operations including manufacturing, processing, re-packaging, re-labelling and trading)
- c) The Service Provider's License (for investors who are providing services and utilities to EPZs and SEZs investors within the zone, including banking, insurance and information 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, working permits for foreign staff can be obtained. 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 the light industry, agro-processing industry and agriculture.

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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 and Europe, through special bilateral trade and investment agreements and arrangements, such as the Africa Growth Opportunity Act (AGOA) of which Tanzania is a signatory.

Tanzania is a member of two major regional trading organisations, namely the Southern African Development Community (SADC) and the East African Community (EAC), both of which are growing towards stronger common markets. In terms of markets, investors will access domestic markets, regional markets in Eastern and Southern Africa (in both EAC and SADC markets), and the export markets abroad in the European Union, the United States, the growing Asian economies of China and India, and in the Middle East, to mention only the leading ones.

Domestic market is also significant, given Tanzania's population of nearly 55 million people, growing at a rate of 3.1 percent per annum, and a growing middle class. Then there is the regional market offered by the East African Community (EAC). As noted above, this is a regional entity with a long history and deep roots; and it has actually put in place some of the things that other trading blocs have only talked about, such as a customs union and visa-free travel.

Generally, the following are among the reasons why one should invest in any region of Tanzania:

- a) High degree of investment security, given the political stability that is strife-free without ethnic division; democratic rule that respects diversity of opinion, and a strong tradition of constitution and rule of law
- b) Business-friendly macro-economic stability with low inflation (below 5 percent); stable exchange rates supported by unrestricted and unconditional transferability of profits, loan repayments, emoluments, royalties, fees and charges
- c) Simplified bureaucracy, streamlined through the acclaimed services of the Tanzania Investment Centre (TIC), which is a one-stop facilitation agency of Government serving registered investors and businesses

- 
- d) Successful economic liberalisation measures commended by both the World Bank and IMF with business-supportive legislation continually being improved through genuine dialogue between Government and the private sector
  - e) A well balanced package of incentives to investors with additional negotiated benefits to strategic investors
  - f) Rapidly emerging as the most effective entry point and gateway for trade into eastern, southern and central Africa
  - g) Lucrative investment opportunities in infrastructure, and value-adding facilities
  - h) Investment guarantees and settlement of disputes: investments in Tanzania are guaranteed against political risks, nationalisation and expropriation
  - i) 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, ABSA, Barclays, Citibank, Stanbic, and Exim have invested in Tanzania.



### **1.3 Available Attractive Investment Conditions in Geita Region**

Geita is one of the regions in Tanzania that has enormous investment opportunities to meet the socio-economic requirements of its inhabitants. Fortunately, the region is blessed with agricultural, water and mineral resources with potential to set it to a rapid economic growth path matching, if not surpassing, other regions in Tanzania.

Below are some of the reasons for investors to choose Geita Region as an investment destination:

- 
- a) Geita's flagships and its brand are its vast gold reserves, which merit the region the name "the Golden State" of Tanzania. Large gold mining companies like Geita Gold Mine (GGM) have contributed and will continue to make their corporate social responsibility (CSR) contributions and induce small, medium and large-scale gold investors to engage in extraction of gold and other minerals, as well as related mineral dealings
  - b) Geita has some agricultural land that has favourable climatic conditions suitable for cultivation of both cash and food crops such as cotton, paddy, maize, cassava, black peas, horticulture products etc.
  - c) Lake Victoria and its shores in Geita offer fishing and tourism opportunities, as well as transport linkages to other neighbouring regions and countries
  - d) Geita's strategic geographical importance to neighbouring land-locked countries including the Democratic Republic of Congo (DRC), Rwanda, Burundi and even Uganda is facilitative of international trade. The newly opened Chato International Airport will generate income not only for the region but also for Tanzania at large through its ability to facilitate the flow of goods in the EAC region and beyond
  - e) The tourism potentials of Geita Region include cultural heritage, national parks and aqua tourism on Lake Victoria
  - f) Like the rest of the country, Geita Region enjoys peace and political stability that offers a safe business and investment environment.

## **1.4 Suggested Priority Investment Areas in Geita Region**

Geita Region has identified top eight investment priorities as outlined in the following categories:

### **Priority I: Investment in the production and processing of agricultural products including horticultural products**

#### **A: Potential investments in the production and processing of paddy, cotton and legumes**



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Geita is one of the leading regions in the production of cotton, paddy and legumes (e.g. pigeon peas). There is still arable land available for cultivation of these crops, and the climate is conducive for growing them.

On the other hand, Geita Region has limited agro-processing industries and therefore these crops are not processed but sold in raw forms. Since land is available, investors are invited to invest in the production of these crops and establish industries for processing agricultural produce.

**B: Potential investment in value addition including a ginnery for cotton and hulling, sorting and grading machines and storage facilities for paddy**

As pointed out earlier, Geita is an agricultural rich region; it is among the leading producers of cotton in Tanzania. It also grows other crops such as paddy and legumes. Agro-processing is almost absent, thus making it paramount to new investments in agro-processing industries.

Agro-processing will add value to raw crops, generate employment (and therefore absorbing surplus labour in the rural agricultural area), reduce post-harvest losses, and cut down transport cost of the agricultural products (from the farm gate to processing industries).

**C: Investment in the cultivation and marketing of legumes and horticultural products**

There has been a rapid increase in demand and production of non-traditional horticultural products in Geita Region, due to the increased health awareness of the people in terms of benefits of eating fruits and vegetables. Most of the horticultural crops are also high-value crops with high and growing demand globally. Thus, investing in horticultural crops is naturally an attractive venture.



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## Priority II: Investment in small and medium-scale gold mining and processing enterprises

Geita is famous for its rich gold reserves and mines engaged in gold production and processing. Gold is therefore a brand for Geita Region. Investment opportunities existing in this area include small and medium-



scale production and value addition. Small and medium-scale entrepreneurs lack technology (machines and chemicals), skills, and capital, thus making their investment undertaking extremely risky and inefficient in terms of productivity.

*Small Scale Miners in Geita*

## Priority III: Investment in cattle fattening and meat processing industry

Geita is one of the leading regions in Tanzania engaged in cattle keeping, with a population of 1,118,000 herds of cattle. Potential investments include construction of a modern abattoir, as well as cattle fattening and meat processing, packaging, storage, and marketing industry.



## Priority IV: Investment in production and processing of cassava

About 60 percent of Geita farmers produce cassava, which is used as a staple food. Surplus cassava is exported raw to neighbouring countries such as Burundi, DRC, Rwanda and Uganda, whose demand for the commodity has been rising. Raw and semi-processed cassava is exported in large quantities, where they are processed into cassava flour, cookies like biscuits, bun,



spaghetti, liquor etc.

The region's climatic conditions and ecology are also conducive and suitable for growing cassava, which is an added advantage. So as to increase cassava production and supply raw materials to processing industries, the regional authority has identified

some land for investors. Value addition is encouraged in order to increase farmers' incomes, create employment, and make significant contribution to the national economy.

### **Priority V: Investment in bee keeping and processing of bee products**



The region has 12 natural forests with about 252,558.3 hectares (ha) of natural forests providing a habitat for bees and an opportunity for harvesting honey, wax and alcohol.

This type of investment is environmentally friendly as it promotes forest conservation. Bukombe District, for example, is dominated by Miombo woodland forest, which is suitable for beekeeping activities. This is an indication of the immense potential to invest in increased production of honey by providing the necessary technical know-how, improving access to markets, and processing to make high quality bee products.

### **Priority VI: Investment in tourism and tourism-related activities**

The presence of Lake Victoria and other tourist attractions, like national parks and islands, (e.g. Rubondo) offer various tourism-related activities



in Geita Region including a tourist information centre, snorkelling, beach sports, canoeing tourism and diving, ornamental fish (for aquariums), hiking, game viewing, photographic tourism, cultural tourism and hunting or sports tourism. Others are game viewing, and pleasure tourism. Many other economic activities are likely to multiply; these include construction of tourist hotels, travel, and business hub.

### **Priority VII: Investment in the construction of a large and modern international market**

The region has gold and other natural resources that can be marketed through the recently established gold auctioning market in Geita with the support of the Government of Tanzania under the



public-private partnership (PPP) framework. The established international commodity and gold market is expected to:

- a) Increase Government revenue through LGAs revenue collection
- b) Benefit various traders through agricultural and livestock products as well as industrial goods

- 
- c) Improve socio-economic relations with neighbouring states and economic diplomacy.

### **Priority VIII: Investment in the proposed commercial hub**

Geita Region has set aside about 49 hectares of land for construction of Geita Commercial Hub (GCH). The project is to be implemented under the PPP arrangement in collaboration with TanTrade.

GCH will be a modern commercial platform in which the Geita community will use to exhibit most modern production technologies and well-furnished products produced from a wide range of productive sectors including gold mining, agriculture, livestock, fishing, forestry, tourism, recreational industry, service industry, culture and heritage, wildlife, small and medium-scale enterprise, financial institutions, parking zone, EPZs and SEZs, etc.



## **1.5 The Guide's Target groups**

The directly targeted beneficiaries of this investment guide include:

- a) Investors, business owners and stakeholders, the majority of smallholder farmers, agricultural crop estates and medium-to-large-scale farms, as well as value-adding and marketing entities intending to invest in Geita designated industry and business areas
- b) Agriculture sector lead ministries (ASLMS), i.e. Ministry of Agriculture (MoA), Ministry of Livestock and Fisheries (MoLF) and Ministry of Industry and Trade (MoIT)
- c) Prime Minister's Office (Investment) (PMO-I)

- 
- 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, industry organisations/marketing boards or organisations and exporters
  - e) Government ministries, agencies, LGAs, EPZA, and state-owned enterprises (SOEs) [e.g. those responsible for agriculture, industries, trade, finance, and international cooperation]
  - f) Academia/researchers in Lake Zone regions in particular and in Tanzania as a whole
  - g) Umbrella organisations such as the Tanzania National Business Council (TNBC), Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA), pension and provident funds investing in agriculture and industries, and other support institutions
  - h) Institutions overseeing the management of quality and safety management issues, such as Tanzania Bureau of Standards (TBS)
  - i) 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.
  - j) Selected civil society organisations (CSOs) and non-government 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), and TradeMark East Africa (TMEA), etc.

## SOCIO-ECONOMIC PROFILE OF GEITA REGION

This part presents highlights on 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 Geita Region.

### 2.1 Geographical Location, Administrative Structure and Land

#### 2.1.1 Location

Geita Region is located in northern west of Tanzania and lies between latitudes 2°8' and 3°28' South of the equator and longitude 31° 15' and 32° 48' East of Greenwich. The region is 1,100 to 1,300 metres above sea level and shares borders with five regions, namely Kagera Region to the west and north west; Tabora and Shinyanga regions to the south; Shinyanga Region to the south east; Kigoma Region to the south and south west; and Mwanza Region to the north and north east. The region is also bound by Lake Victoria waters in the north.

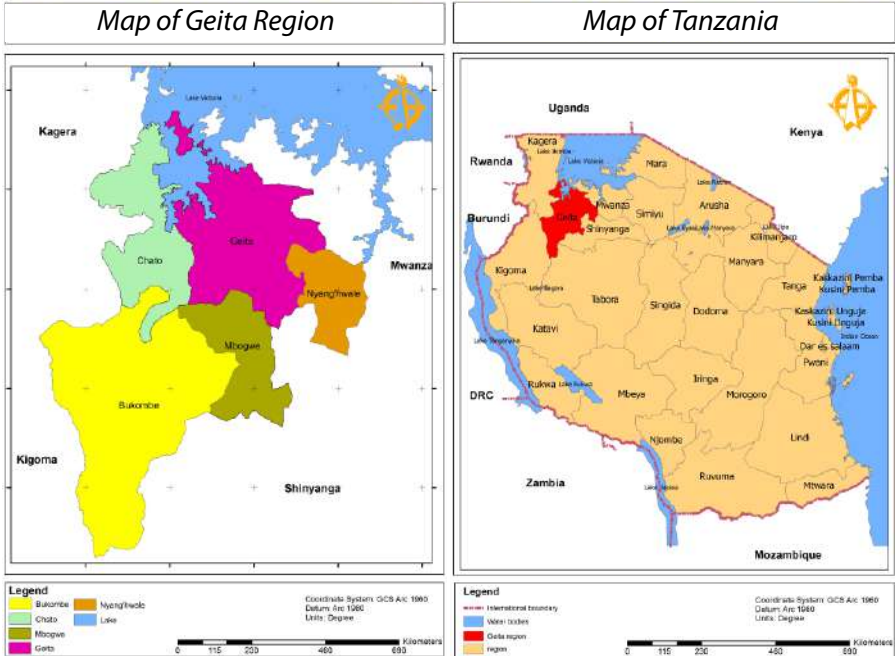
#### 2.1.2 Administrative Units

Geita Region, established in March 2012 from parts of Shinyanga, Kagera and Mwanza regions, is one of 31 administrative regions of the United Republic of Tanzania. It comprises of five districts and six councils, one of which (Geita) is a town council (Table 2.1). The districts are divided into divisions that are further sub-divided into wards, villages, and sub- villages (hamlets).

*Table 2.1: Districts and Councils in Geita Region*

Districts	Councils
Geita	Geita District Council
	Geita Town Council
Chato	Chato District Council
Nyang'hwale	Nyang'hwale District Council
Bukombe	Bukombe District Council
Mbogwe	Mbogwe District Council

In total, the region is made up of 21 divisions, 122 wards, 474 villages, 65 streets, and 2219 sub-villages or hamlets. Geita Town is the region's capital. Out of Tanzania Mainland's total area of 942,748 square kilometres (sq. km), Geita Region covers 4.3 percent, making it one of the smallest regions in the country, with a total surface area of 21,879 sq.km, of which 1,946 sq.km are covered by water, dominated by Lake Victoria, leaving 19,933 sq.km of dry land.



## 2.1.3 Climate and Soils

Geita Region has moderate temperatures of between 22<sup>0</sup> C and 30<sup>0</sup> C with an average rainfall ranging from 900 mm to 1200 mm per annum. Rainfall is fairly evenly distributed with short rains from September to December followed by a dry spell from January to February before long and heavy rains set in from March till the end of May. From June to September the region is subjected to dry season. During the hot season humidity is thirty-five percent (35%), and rises up to sixty percent during the rainy season. Geita Region is characterised by undulating land spotted with hills and mountains. The land is also characterised by black cotton soils, loam, sand, sandy loam and clay



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loam soils, which are suitable for growing varieties of crops including cassava, bananas, finger millet, sisal, sunflower, coffee, tobacco, pyrethrum, macadamia nuts, sorghum, mangoes, sweet potatoes, beans, groundnuts, paddy, maize, cotton, millet, simsim, wheat and a range of horticultural products such as tomato, onions, legumes (lentils) and vegetables. Geita also produces plenty of fruits such as passion, pineapples, mangoes, and watermelons.

## **2.2 Agro-Ecological Zones**

Geita Region is divided into four agro-ecological zones based mainly on topographic and geological features as well as climatic conditions prevalent in the region.

### **(i) *Western Zone***

The western zone of Geita Region includes Chato District (Bwanga and Kachwamba divisions) and some parts of Bukombe District (Siloka Division). This zone is characterised by an average annual rainfall of between 700 mm and 1000 mm, which is conducive for the cultivation of agricultural crops including cotton, cassava, paddy, maize, sweet potatoes and sorghum.

### **(ii) *The Lake Shore Zone***

This zone is located at 1,300 metres above sea level and receives an average rainfall of between 700 mm and 1300 mm. The zone includes parts of Chato District (Buseresere, Bozilayombo and Nyamilembe divisions) and Geita District (Bugando and Butundwe divisions). Farmers in this zone grow various crops, notably cotton, cassava, paddy, maize, sweet potatoes, pineapples, groundnuts, legumes and coffee. Free range and tethering systems are prominently used for cattle, goats and sheep grazing.

### **(iii) *The Eastern Zone***

This zone includes Nyang'hwale District and some parts of Geita District (Kasamwa Division). It is characterised by farming of a wide range of crops, namely maize, paddy, sunflower, lentils, cassava, cotton, and chickpeas. It receives an average annual rainfall of between 600 mm and 1000 mm.

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#### **(iv) The Southern Zone**

This zone includes Mbogwe District and some parts of Bukombe District (Bukombe and Ushirombo divisions) and Geita District (Busanda Division). It receives an average annual rainfall of between 750 mm and 900 mm. The southern zone is famous for production of cotton, paddy, groundnuts, sorghum, and maize. Livestock keeping (cattle) is also predominant in this zone.

### **2.3 Status of Social Services**

#### **2.3.1 Education Sector**

Education is one of the most important aspects of social and economic development. Education improves capabilities and is highly associated with various socio-economic variables such as life-styles, incomes and fertility for individuals as well as for societies.

##### **A. Education Infrastructure**

In Geita Region primary education is offered at least in every village of the region in line with the existing National Education Policy. In year 2018 the region had 611 primary schools, out of which 576 were Government owned and 35 were private owned. Geita District had the largest number of private primary schools. In year 2018 the regional requirement for classrooms was 11,843, while the actual number of classrooms in the region was 4,466 (which is equivalent to 37.7 percent of the total classrooms required in the region), leaving a deficit of 7,377 classrooms (which is equivalent to 62.3 percent of total requirement). In 2018

Geita Region had 3 vocational training centres (VTCs) all of which were located in Geita and Chato districts. Two were Government owned while one was privately owned. Skills produced and supplied by the



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centres include ICTs, typing, and tailoring, secretarial, masonry, domestic science, cookery, electrical installation, driving, and metal fabrication.

## **B. Enrolment Ratio<sup>1</sup>**

According to pre-primary, primary, secondary, adult and non-formal education statistics, in 2017, female net enrolment rate (NER) was 48.7 percent followed by male NER (44.2 percent). On the other hand, the gross enrolment ratio (GER) for primary schools was 100.9 percent. Note also that these are school-age children enrolled in schools (irrespective of the age of the enrolled children). GER was higher (104.2 percent) for female than it was for male (97.7 percent). There were slight differences in gross enrolment ratios between sexes.

## **C. Education Attainment**

The 2018 Geita Region database shows that out of 48,503 persons who attained various levels of education, 24,403 (50.3 percent) were male and 24,100 (49.7 percent) were female. Primary education, with 78.4 percent, was the most dominant level attained by most residents in the region followed by secondary education (21.6 percent). The regional database shows further that more females (51.7 percent) had attained primary education compared to males (48.3 percent). However, at secondary level and above, the number of males was larger than that of females. This was a remarkable education attainment level, especially for secondary schools relative to primary schools, attributable to the expansion of the number of secondary school infrastructure and the increase in secondary school enrolment (Geita Regional Report, 2018).

### **2.3.2 Health Services**

Geita is one of the regions in Tanzania with health challenges, and it is struggling to cope with the growing demand for better health care services. Geita is reported to experience serious shortages of medical facilities and

<sup>1</sup> Enrolment ratio refers to the proportions of children currently attending school. This is important in assessing access to education among the population. In primary education, net enrolment rate (NER) is defined as the number of children aged 7-13 years who are attending school divided by the total number of children in that cohort. The 7-13-year age group is the official primary school age in Tanzania. On the other hand, gross enrolment rate (GER) is defined as the number of children attending primary school (regardless of age) divided by the total number of children aged 7-13 years old.



equipment. The social security fund, for example, provides members with long and short-term financial security that can be used as a “social safety net,” especially at old age. Hence, households with members in any of social security funds are likely to be more socially secured than those without.

According to the 2018 population and housing census (PHC), more than 6.33 percent of all households in Geita Region had at least one member on a social security scheme. The National Health Insurance Fund (NHIF) and Community Health Fund (CHF) are the most popular social security schemes with 1.8 percent of households reporting to have at least one member of their household registered into those two schemes. District councils with the highest proportion of households registered in social security schemes are Chato (45.3 percent) and Geita (35.4 percent).

### 2.3.3 Water Sector

Water supply in Geita Region is satisfactory due to its availability from Lake Victoria. Other sources of water are rivers, streams, shallow wells, bore holes, rain water harvesting and springs. The demand for water is driven by human and livestock population; in year 2018 demand for water in Geita Region was 53,149 cubic metres (m<sup>3</sup>) against availability of 27,637.5 m<sup>3</sup>, which was fifty-three percent (53%) of total demand. Water supply in urban areas (i.e. Geita Town, Chato Town and Bukombe Town) was forty-one percent (41%).



## 2.4 Productive Sectors

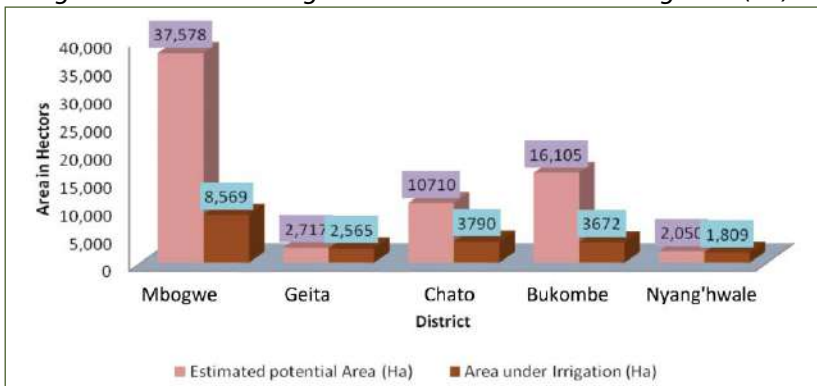
### 2.4.1 Agriculture and Livestock

Geita Region is dominated by small-scale farmers, livestock keepers, miners, and fisher folks. Agriculture employs about 77 percent of the region's population and is complemented by economic activities in mining, fishing and livestock keeping. Commercial fishing is carried out by small-scale fishermen mainly using small rudimentary fishing gears and vessels. The region holds a large proportion of the country's livestock; in year 2012 it was estimated that there were 1,118,470 herds of cattle; 604,960 goats; 16,420 pigs; and 3,493,900 poultry.

**Irrigation farming:** Geita is endowed with about 1,402,000 hectares of arable land, out of which only 661,266.5 hectares (47%) are under crop production annually. The region has about 69,160 hectares of land potential for irrigation farming but only 20,405 hectares of this area has been put into production, leaving 48,755 hectares (equal to 70.5%) of land potential for irrigation unutilised. The unutilised land is therefore available for investment.



Figure 2.1: Potential Irrigated Land and Area under Irrigation (ha)



### **Dairy production and processing:**

The dairy industry has a great potential for investment in production, processing and marketing of milk and milk products. There are currently about 2,600 dairy cattle, mainly crosses of Friesian, Jersey, and Ayrshire breeds with the Tanzania Shorthorn Zebu (TSZ), which are kept commercially. Annual milk production is estimated at 26.4 million litres, of which ninety-eight percent (98%) comes from the traditional sector, while the remaining two percent (2%) comes from commercial sector. Per capita milk consumption in the country is estimated at 41 litres, which is relatively low compared to the 200 litres recommended by FAO. Low consumption rate of milk is attributed to, among other things, low milk production, processing and distribution capacities. This calls for more investment in the industry to meet the increasing demand.



### **2.4.2 Fisheries**



Geita Region has a small water body extending an area of 1,946 square kilometres on which traditional fishing activities are carried out mainly by an estimated 7,744 artisanal fishermen using about 2,083 licensed fishing vessels, most of which are planked boats using a variety of nets and hooks. Fishing on the fresh waters of Lake Victoria is one of the most important undertakings in the region.

Fish farming has also been an upcoming activity in recent times. Geita Region has counted a total of 118 fish ponds, which are all managed by individual farmers. Although Tilapia breeds freely in ponds, it is important for farmers

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or producers to consider using properly produced fingerlings. Nyamirembe Centre in Chato has developed a hatchery to supply farmers with fingerlings on demand. A well-managed hatchery is certainly a good business given the projection that demand for fingerlings is likely to keep on rising due to the fact that fish farming is a good source of income to farmers and traders.

### 2.4.3 Honey



Geita Region is a prominent producer of honey in Tanzania. The leading honey producing area in the region is Bukombe District. The district is almost covered by Miombo woodland forests, which greatly favour honey-making bees. Other honey producing districts are Chato (Bwanga and Muganza wards) and Geita. The region has a total of 241,957 beehives out of which 2,480 beehives are modern and 239,477 traditional.

### 2.4.4 Natural Resources and Tourism

The natural resources sector comprises of forestry, fisheries, beekeeping, wildlife and mining sub-sectors. These resources are important in the maintenance of climatic stability, protection of water resources, soil fertility, controlling land degradation and as a source of wood fuel and industrial raw materials. Community involvement in these sub-sectors is crucial because it impacts directly on the sustainability of the natural resources.

**Forest resource:** Geita Region's natural forests cover 196,582 hectares, equivalent to 13.6 percent of the region's land area. Forestry, which contributes about 7.4 percent of the regional economy, is among the major contributing sectors through legal timbering, carpentry, charcoal production, firewood, construction materials and



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beekeeping. Exploitation and clearance of woodland are mainly driven by the dominant farming activities, wood cutting for tobacco curing, fuel, mining and other related activities. There are a total of 12 forest reserves in the region. These are distributed by districts where by 40.3 percent is in Geita DC followed by Bukombe with 29.8 percent. The rest 29.9% of the forests are found in the other districts of Geita region

**Wildlife:** Geita Region is endowed with wide varieties of wildlife. Rubondo Island National Park, found south west of Lake Victoria at Emin Pasha Gulf, is famous for photographic tourism and spot fishing. The park covers 457 square kilometres, out of which 237 square kilometres is dry land. It boasts of native animals including statunga, bushbucks, crocodiles, hippopotamus, various snake species and baboons.



Likewise, the park has trans-planted animals including black rhinos, roan antelopes, chimpanzees, giraffes, black and white colobus, suni, elephants and grey parrots. Moyowosi-Kigosi Game Reserve, made up of twin game reserves of Moyowosi and Kigosi, covers part of Tabora, Shinyanga and Kigoma regions with a total area of 21,403 square kilometres where precious animal species including impala, water bucks, buffalos, elephants, zebras, giraffes, leopards, hippos and crocodiles are found.

## 2.4.5 Mining Sector



The mining sector in Geita Region involves both large-scale mining (LSM) and artisanal and small-scale mining (ASM) operations. The former is highly mechanised, with the active participation of multinational enterprise, i.e. Geita Gold Mine Ltd (GGML), whilst the latter is undertaken by individuals or groups



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with limited capital, equipment, and crude technology, often operating informally and without mineral rights. Artisanal and small-scale mining in Geita often involves local miners using basic methods to extract near-surface deposits in an informal, low investment and labour-intensive operation, alongside the use of informal marketing channels.

Katoro area, which is located on the highway that links Mwanza to the neighbouring countries of Uganda, Rwanda, Burundi and DRC, has become a major gold trading centre, attracting small-scale miners from Nyarugusu, Rwamgasa, and beyond. In these artisanal and small-scale mining sites there are many on-site brokers who buy small collections of gold and sell to big brokers in Geita and Mwanza markets.

### 2.4.6 Industries



Geita Region has a total of 791 industries constituting 521 small-scale industries, 269 medium-scale industries and 1 large-scale industry. The small-scale industries are mainly for hulling and milling, as well as fruit and sun flower processing. The region has already demarcated some 495.88 hectares of

land for industrial development.

### 2.4.7 Transport and Communication

**Road transport:** About 58.1 percent of road network in the region is passable throughout the year. The road network measures 8,019.57 kilometres, and is graded into four categories, namely trunk roads (7.3%); regional roads (5.8%); district roads (45.1%); and feeder roads (41.8%). The road surface type in the region shows that 4.7 percent is tarmac, 25 percent gravel, and 70.3 percent is earth.

**Marine transport:** Geita Region has four ports: Nkome, Chato, Nyamirembe and Muganza. It also has Nungwe Harbour, constructed by colonialists and recently rehabilitated by the Government of Tanzania. Some fibres and motorised local vessels ferry people and cargo across Lake Victoria. The Nungwe Harbour bay, which is about 40 kilometres from Geita Town, has the ability of docking cargo ships.

**Air transport:** Geita Region has two airports managed by Geita Gold Mine and Rubondo National Park, which serve exclusively the interests of the mine and park. The new Chato Airport will mark a gateway to international tourism attraction sites available in the region, like the Rubondo Island National Park in Chato District and those in the Lake Zone regions. Chato Airport will attract business opportunities across countries of the Great Lake Region. The airport will provide an opportunity to open up the region to international markets, and thousands of people will be travelling through the facility for the purpose of business and leisure.



**Communication:** The entire investment area in the region has coverage of mobile telephone services from five service providers, namely Vodacom, Halotel, Airtel, Tigo and TTCL. These service providers offer both voice and Internet services. Internet service speed ranges from 2G to 4G. Almost all national newspapers are available in Geita Region, and all local television channels, namely ITV, TBC1, Star TV, EATV, Capital Television, Channel Ten, and Clouds TV, are accessible in the region.

## 2.4.8 Energy

**Electricity:** Geita Region is connected to the national electricity grid; the power supply line connects the small town of Kasamwa and Geita Town. The region receives electricity from two ways: from Sengerema (33KV) that serves power for Geita District only) and from Bulyanhulu (33KV), which serves power for Chato, Bukombe, Mbogwe and Nyang'hwale.



**Fossil fuels:** Petroleum products are the most important source of lighting energy not only in rural areas but also in urban areas. Fossil fuels energise transport, industries and various commercial establishments. The region is supplied with petroleum products from private companies; there are 53 petroleum filling stations in the region.

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**Fuel wood:** The majority of households in Geita Region use fuel wood in the form of either firewood or charcoal for cooking and heating. Given the regional population of 1,739,530, the region requires 3.479 million cubic metres of wood to meet the demand.

**Solar energy:** Solar energy is available to a few individuals who have financial ability to pay the cost of installing the facility. For low-income individuals, the cost of installing solar power is far beyond their ability. Some solar panels have been stationed in five high schools, namely Iparamasa, Mnekezi, Makurugusi, Bwina and Maguli.



#### **2.4.9 Banking Services**

Geita Region has a number of financial and intermediary institutions that facilitate business operations. These are CRDB – PLC, National Microfinance Bank (NMB), Azania Bank, and NBC Bank. There are also other micro-finance institutions like BAYPORT and VISION FUND. These will be useful to investors to provide general financial matters.

# **PRIORITY INVESTMENT OPPORTUNITIES IN GEITA REGION**

## **3.1 Introduction**

Investment opportunities in Geita Region emanate from the following regional characteristics and strengths:

### **A. Geographical location**

Judging from its proximity to neighbouring countries – Burundi, Rwanda, Uganda, DRC and Kenya (through Lake Victoria) – Geita Region is strategically located. In addition to the domestic market, the neighbouring countries form another huge potential market for products and services from Geita Region. These countries, therefore, provide an important trade corridor and hub for Geita Region and other regions surrounding Geita, particularly Mwanza, Simiyu and Shinyanga. The region can be utilised as a trade route connecting the Eastern African States: Burundi, DRC, Kenya, Rwanda, South Sudan, and Uganda.

### **B. Market access**

With a regional population of approximately 2 million in a country of 55 million people, Geita Region, and therefore Tanzania, provides a large market. Investors in Geita can access both domestic market as well as the East African Community (EAC) market. The EAC Customs Union that came into effect recently gives Tanzanian exporters a duty-free access to its EAC partner states. Beyond EAC, there are at least three other markets to which investors in Tanzania have access.

One is the Southern African Development Community (SADC) with its 327.2 million consumers. Another market is the European Union, to which Tanzanian exporters have access under the EU's Everything But Arms (EBA) initiative; and the third is the United States, to which Tanzania has access under the provisions of the African Growth and Opportunity Act (AGOA).

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## C. Resources and opportunities

Geita Region is endowed with abundant natural resources including land, forest, water, livestock and minerals, as well as natural assets for tourism but they are underutilised and therefore a huge wasted opportunity. Geita has a number of tourist attractions including national parks with its remarkable concentration of large mammals and unspoiled beaches etc.

Furthermore, Geita Region is the country's leading and largest producer of gold and has attracted large companies like Geita Gold Mines (GGM) and ACACIA. Prospects for other minerals are also available. Other opportunities may be found in agriculture, for which soil and climate are the most favourable in many parts of the region.

## D. Stability and related factors

Tanzania has enjoyed political stability for nearly 57 years since independence. The country has been free of the coups, civil wars and violence that have featured in the post-independence history of so many other African countries. Thus, being part of Tanzania, Geita Region has benefited from the said peace and harmony. Ethnic tensions have almost been unknown despite the region's ethnic diversity. The rule of law is well established and the level of security is relatively high. The people in Geita are welcoming and friendly.

## 3.2 Regional Level Priority Investment Opportunities

Geita Region has identified five (5) key investment opportunities (flagship investment opportunities) to be recognised and implemented at regional level based on available raw materials and of the required infrastructure for some of the opportunities. These include: investment in the construction of an international commodity market infrastructure, establishment of Geita Commercial Hub, as well as establishment of fish processing, milk processing, and meat processing industries.

The regional level investment opportunities have two main attributes: first, it is their scale and scope, which transcends beyond those of individual LGAs; and the opportunities are large enough to serve all LGAs. Specific details for each opportunity are given below:

# 1. Investment in the Construction of a Large International Market

## Overview of the Opportunity

### Key features

- An investor is invited to build a large and modern international market in Geita Town Council, under a PPP investment framework. The expected investor will complement the current efforts initiated by the region in constructing part of the market structure
- The market is expected to serve both foreigners (especially from the neighbouring countries) and local traders in trading cereals such as maize, rice, sorghum, and millet; horticultural products; precious stones such as gold; garments and other manufactured products
- With a regional population of approximately 2 million (1,971,479), Geita Region needs a big and decent market in order to stimulate trade in all its districts. Such investments will stimulate trade within the region, the country as well as trade with neighbouring countries.




### Key investment rationale

- A big and decent market can be used to address illegal trade, which is one of the challenges faced by the region. Precious stones such as gold are not commonly traded in the existing small markets and, therefore, the modern market will solve this challenge and enable the region to have the right statistics on gold traded. More than 50 percent of gold trade volume from Geita is not recorded
- In line with controlling illegal trade, such a market will improve Government revenue collection
- Building a large modern market at Geita regional headquarters will serve the existing small markets scattered around the region. Geita Region has many local markets where a considerable volume of trade is taking place. There are markets at the level of sub-villages, villages, wards, divisions as well as at district or LGA level.

<b>Available support</b>	Regional authorities have strategies to set aside and establish industrial parks in all LGAs. As pointed out earlier, the regional government is taking measures to monitor trade and processing of gold, and records and overall statistics have begun to improve. The government is also formalising small-scale informal miners.
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## 2. Investment in the Establishment of Geita Commercial Hub (GCH)

<b>Overview of the Opportunity</b>	
<p data-bbox="123 443 268 475"><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>▪ The concept of Geita Commercial Hub (GCH) has been hatched by the Geita Regional Secretariat. The hub will be a comprehensive facility for facilitating trade in the EAC region and beyond. Multiple activities will be carried on in that complex facility</li> <li>▪ An investor is invited to collaborate with Geita Town Council to invest in GCH</li> <li>▪ Being close to neighbouring countries of Burundi, DRC, Kenya Rwanda, and Uganda, the hub is expected to have the following range of trade activities, where investors can participate profitably:             <ol style="list-style-type: none"> <li>(a) A small zoo to attract tourists</li> <li>(b) Tourist hotels to cater for the anticipated influx of traders and tourists</li> <li>(c) Lapidary industries for gold processing and value addition</li> <li>(d) Gold auction</li> <li>(e) Tourist facilities, including hotel bookings and travel arrangements</li> <li>(f) Traditional village for cultural tourism.</li> </ol> </li> </ul>
<p data-bbox="123 1173 308 1225"><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ GCH offers opportunities for investments by not only residents of the region and Tanzania but also by neighbouring countries like Burundi, DRC, Kenya, Rwanda, and Uganda.</li> <li>▪ Geita Region is strategically located: its geographical location attracts the establishment of a commercial hub in collaboration with Geita Town Council</li> <li>▪ The overall outcome of the hub includes improving welfare of the region, generation of employment, increased contribution to the regional and national revenue generation as well as GDP, and facilitation of EAC trade.</li> </ul>
<p data-bbox="123 1380 330 1412"><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ A total of 294 hectares of land have been identified for the proposed GCH.</li> </ul>

### 3. Investment in Fish Processing

#### Overview of the Opportunity

##### Key features



- Investors are invited to establish a fish processing plant that will serve the whole region. The proposed location for the processing plant is either Chato District Council or Geita District Council
- The current production of fish is more than 2,500 tonnes per year
- The region is also promoting aquaculture (cage, pond, and re-circulating aquaculture systems), which will further increase fish production for the processing industry.

##### Key investment rationale



- There is a growing demand for fish in Geita Region and in the neighbouring countries of Burundi, DRC, Kenya, Rwanda, and South Sudan
- Investment in fish processing will create employment, generate incomes for residents and provide foreign currency through exports.

##### Available support



- The initiative is supported by the National Fish Policy 2015
- The Government has strongly supported investment in aquaculture training, with degree programmes at Sokoine University of Agriculture (SUA) and the University of Dar es Salaam, and skills training at Mbegani Fisheries Development Centre and FETA
- The Government policy on fishing promotes fish farming as a way to contribute to the national food and nutrition security.



## 4. Milk Processing Industry

Overview of the Opportunity	
<p><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>Construction of a milk processing plant in Geita District Council that will serve the whole region</li> <li>Geita District Council produces most of the milk in the region and has necessary infrastructure for building the proposed plant</li> <li>The site for construction of the proposed plant is supplied with electricity, has access roads, and is close to the airport being constructed at Chato District</li> <li>Current production of milk is about 361,700 litres per day and the marketed milk is about 127,200 litres per day</li> <li>Supply of milk will come from all districts in which collection centres will have to be built.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>The region has allocated land for building the milk processing plant</li> <li>The plant will generate direct and indirect employment</li> <li>The demand for livestock products is growing, especially in mining areas such as GGM and ACACIA. However, the existing processing plant cannot meet the quality and standards required by this market.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>The Government of Tanzania is committed to support the implementation of Tanzania Livestock Modernisation Initiative (TLMI 2015). This initiative is supported by the National Livestock Policy 2006</li> <li>Tanzania Milk Processors Association (TAMPA)</li> </ul>

## 5. Meat Processing Industry

Overview of the Opportunity	
<p><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>Construction of one meat processing industry at Bukombe District Council</li> <li>The Council has set aside 49 hectares to be given free to any serious investor.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>The meat processing industry will be in line with the cattle fattening that the region has prioritised</li> <li>High demand for quality meat in the region by both domestic consumers and tourists</li> <li>The meat industry, like all other industries, will generate employment for the people of the region</li> <li>It will help to maintain meat quality.</li> </ul>

#### Available support

- It is also supported by the Meat Industry Act No. 10 of 2006, which promotes meat industry restructuring through establishment of proper organisation and coordination of the meat industry stakeholders for the development of the industry
- Tanzania Bureau of Standards and TMDA.

### 3.3 Council Level Priority Investment Opportunities

Priority investment opportunities at council level include: cattle fattening; production of agricultural products; processing of agricultural products; building market structures; investment in small and medium-scale mineral processing plants; fishing, including fish farming; beekeeping and processing of bee products; investment in tourism related facilities including hotels; and specialised vocational training on skills development. More details are as follows:

#### 1. Investment in Cattle Fattening and Cattle Dipping Infrastructure

##### Overview of the Opportunity

##### Key features



##### All councils in Geita Region

- Seek investors who will fatten cattle, produce pasture, and provide animal clinic services. Services provided by the investors will serve the neighbouring community involved in animal keeping
- In Nyang'hwale for example cattle are sold at between TZS 150,000 and TZS 300,000 per head. They are bought by traders (middlemen) from outside Nyang'hwale, and taken to other destinations such as Kahama, fattened, and sold in lucrative markets such as Dar-es-Salaam at higher prices of up to TZS 1.2 million.

##### Key investment rationale



- Recently, there has been great emphasis to commercialise beef cattle production in Tanzania
- Beef cattle fattening has been earmarked as one among several means to improving beef cattle production and income generation through value addition
- Value is added to a product or service as a result of a particular process
- This supports meat processing industry prioritised by Geita Region

	<ul style="list-style-type: none"> <li>▪ It creates a market for livestock and livestock products in the area. The demand for livestock products is growing, especially in mining areas such as GGM and ACACIA</li> <li>▪ It will promote clinical services for livestock in the area and indirectly contribute to quality hides supply</li> <li>▪ It will help meat and leather processing industry to meet the required quality and standards.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>▪ Tanzania Livestock Modernisation Initiative (TLMI 2015), which commits the Government of Tanzania to working closely with private sector within and outside the country in unleashing the immense potential for developing the livestock sector for the benefit of rural communities, and in improving national health and nutritional standards</li> <li>▪ Tanzania Meat Processors Association.</li> </ul>

## 2. Investment in Production of Agricultural Products

### Overview of the Opportunity

#### Key features





Geita Region has a number of valleys suitable for cultivation of paddy and horticultural products.

#### Chato District Council

- An investor is invited to invest in irrigation farming for horticultural crops (vegetables and fruits)
- Chato has set aside 2,678 hectares of land at Bwongera, Muganza, Kigongo, Nyamirembe, Muungano, Bwina, Makurugusi and Bukome wards for this purpose.

#### Nyang'hwale District Council

- Investors are invited to invest in irrigation farming for horticultural crops (vegetables and fruits)
- Another area for investment is production and distribution of modern and improved seeds through seedbeds (nurseries) for improved cassava production
- Investors are also invited to invest in large-scale paddy farming and sugarcane cultivation
- Nyang'hwale District Council has set aside 147 hectares of land at Shabaka Ward for vegetable and fruits, and 24.01 hectares for cassava at Nyugwa Ward
- The existing dam needs minor rehabilitation to be operational so as to support irrigation farming
- Market for quality horticultural products is available, especially in the mining communities.

	<p><b>Geita District Council</b></p> <ul style="list-style-type: none"> <li>Investors are invited to invest in sunflower farming</li> <li>Geita District Council has set aside 2,690 hectares of land at Bugulula, Chigunga, Nyachiluluma, Butobela, Kamhanga, Bugalama, Nyawilimilwa, Nzera, Butundwe and Busanda wards for this purpose.</li> </ul>
	<p><b>Mbogwe District Council</b></p> <ul style="list-style-type: none"> <li>Investors are invited to invest in vegetable, fruits (watermelons) and paddy irrigation farming</li> <li>Mbogwe District Council has set aside 1,750 hectare of land at Bukandwe, Mugelele, Kanegere and Nyakasaluma villages for this purpose.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>Investment in agricultural production and value addition is among the national priorities that are also supported by the Second Five-Year Development Plan (FYDP II) as well as by the Agriculture Sector Development Programme II (ASDP II)</li> <li>There is a growing demand for quality agricultural products like rice and horticultural products within the mining communities (GGM). Also important to mention is the growing global demand for high value horticultural products (fruits) and spices</li> <li>Availability of fertile land and conducive climatic condition for agricultural products in Geita Region</li> <li>Food and cash crops are a national priority</li> <li>There is a big domestic market and a big foreign market as well in neighbouring countries, i.e. Burundi, DRC, Kenya, Rwanda, South Sudan and Uganda.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>Geita Region offers national as well as local incentives and preferences to investors as per guiding national legislation and EAC Guidelines</li> <li>The Government is committed to improving the business environment in the country</li> <li>Local government authorities will ensure a smooth process for land acquisition, coordination of Government departments, private sector actors and other relevant institutions in order to facilitate investment implementation</li> <li>Where possible the districts in the region can also waive local fees and taxes.</li> </ul>

### 3. Investment in Processing of Agricultural Products

#### Overview of the Opportunity

##### Key features



##### Chato District Council

- Investors are invited to establish small and medium-scale processing plants for horticultural crops (vegetables and fruits)
- Production volume of horticultural crops is 250 tonnes per year
- Chato District Council has set aside 147 hectares of land at Muungano Ward for this purpose.

##### Geita Town Council

- Investors are invited to establish small and medium-scale processing plants for cereals
- Geita Town Council has set aside 582 hectares of land at Ibanda in Kanyala Ward for industries
- On average production volume of cereals is 645,455 tonnes per year.

##### Geita District Council

- Investors are invited to establish small and medium-scale processing plants for horticultural crops, mainly pineapples and mangoes
- Geita District Council has set aside 2,450 hectares of land at Bugando, Busanda and Butundwe wards for pineapple production.

##### Nyang'hwale District Council

- Investors are invited to establish small and medium-scale processing plants for horticultural crops and cereals (paddy and maize)
- Nyang'hwale has set aside 36.02 hectares in total for small industries as follows; Nyang'hwale Ward 27 plots (17.93 hectares); Kharumwa Ward 10 plots (4 hectares); and Ikangala Ward 35 plots (14.07 hectares)
- Production volume of horticultural crops and cereals (including maize and paddy) is an average of 45,012 tonnes per year.



### **Mbogwe District Council**

- Investors are invited to establish small and medium-scale processing plants for horticultural crops and paddy
- Mbogwe has set aside 150 hectares at Nyakafulu, Ilolangulu, Ikobe and Iponya wards. Production volume of horticultural crops is 12,761 tonnes and that of paddy is 90,000 tonnes.

### **Bukombe District Council**

- Investors are invited to establish small and medium-scale processing plants for fruits, paddy and cassava
- Investors are also invited to establish cotton processing factories (ginneries)
- Bukombe has set aside 50.7 hectares for agriculture industries at Mwalo Village and Ushirombo Ward
- Production volumes in Bukombe stand as follows: main fruits 935 tonnes per year; paddy - 50,392 tonnes per year; cassava - 77,655 tonnes per year; maize - 82,562 tonnes per year; and cotton - 7,526 tonnes per year.

### **Key investment rationale**

- There is a growing demand for quality agricultural products like rice and horticultural products by the mining communities (GGM)
- There is a domestic market and a foreign market as well in the neighbouring countries of Burundi, DRC, Kenya, Rwanda, South Sudan and Uganda
- There is also a growing global demand for high value horticultural products like fruits, and other crops such as spices
- Raw materials for agro-processing industries are available and land for building proposed factories is also available
- Industrialisation is the current national priority and agro-processing is essential for the achievement of this priority.

### **Available support**

- Geita Region offers national as well as local incentives and preferences to investors as per guiding national legislation and EAC Guidelines
- LGAs will ensure a smooth process for land acquisition, coordination of Government departments, private sector actors and other relevant institutions in order to facilitate investment implementation. Where possible the district councils in the region can also waive local fees and taxes.

## 4. Building a Market Structure

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Nyang'hwale District Council</b></p> <ul style="list-style-type: none"> <li>Construction of a market structure and storage facilities targeting agricultural products</li> <li>About 36.02 hectares of land have been reserved for this purpose</li> <li>Investment through PPP is encouraged and will be accepted</li> <li>The market structure will support both wholesale and retail traders.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>It is the best way to link farmers with markets and agro processors with various sources of raw materials</li> <li>It will be an avenue for promoting production of quality goods that meet required standards: in the case of agricultural produce farmers will most likely add value and earn higher returns</li> <li>The existence of a big and modern market will promote agricultural production.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>Land for construction of these markets is available</li> <li>Other infrastructure, including communication and electricity, is available.</li> </ul>

## 5. Investment in Small and Medium-scale Mining and Mineral Processing

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Geita Town Council</b></p> <ul style="list-style-type: none"> <li>Investors are invited to establish small-scale industries to process minerals in Geita Town Council</li> <li>Land on which to build the proposed mineral processing plants has been set aside at Mtakuja Ward (214.13 hectares) and Bombambili Ward (97.02 hectares).</li> </ul> <p><b>Chato District Council</b></p> <ul style="list-style-type: none"> <li>Investors are invited to invest in mining using new technology</li> <li>Gold is available at Nyarutembo, Bwanga, Iparamasa, Buseresere and Makurugusi wards.</li> </ul>

### **Geita District Council**

- Investors are invited to invest in mining and establish small-scale industries to process gold and other minerals in Geita District Council
- Investors may also venture in provision of technologies for small-scale miners who use crude technology
- Geita District Council is also the right place to construct a smelter as well as a lapidary
- Land (a total of 31.6 hectares) on which to build the proposed mineral processing plants has been set aside at Ludete, Katoro-Lutozo and Izegwabageni wards.

### **Nyang'hwale District Council**

- Investors are invited to build a market structure for minerals, mainly gold
- A total of 38.05 hectares of land has been reserved at Nyang'hwale, Ikangalila and Busengwa wards for construction of the proposed market.

### **Mbogwe District Council**

- Investors are invited to establish small-scale industries to process minerals, especially gold
- Land (62.72 hectares) on which to build the proposed gold processing plant has been set aside at Lubeo and Bukandwe.



### **Bukombe District Council**

- Investors are invited to establish small-scale industries to process minerals, especially gold
- Land on which to build the proposed industries has been set aside at Butinzya Ward (400 hectares), and at Bulangwa (60 hectares).



<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ Unlocking gold value chain will improve income and livelihoods of Geita residents</li> <li>▪ Geita Region is rich in gold, which is available in almost all the 6 districts. There are 2 large-scale miners operating in Geita, as well as about 55 medium-scale miners and 868 small-scale miners scattered all over the region. All the gold need processing</li> <li>▪ Improved processing and marketing of minerals will enable the region to collect substantial amount of revenue.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ Geita Region offers national as well as local incentives and preferences to investors as per guiding national legislation</li> <li>▪ LGAs will ensure a smooth process for land acquisition, coordination of Government departments, private sector actors and other relevant institutions in order to facilitate investment implementation.</li> </ul>

## 6. Investment in Fish Farming

<p><b>Overview of the Opportunity</b></p>	
<p><b>Key features</b></p> 	<p><b>Geita and Chato District Councils</b></p> <ul style="list-style-type: none"> <li>▪ All councils invite investors to invest in fish farming, including cage and pond fish farming, and also in re-circulative aquaculture systems</li> <li>▪ Investors are also invited to establish fish hatcheries to supply households and to provide fish farming skills at household level</li> <li>▪ Geita Region has rivers and Lake Victoria that can support fishing activities to produce fish through various fishing technologies, including cage and pond fishing.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>▪ There is a growing demand for fish not only in Geita Region but also in the neighbouring countries of Burundi, DRC, Kenya, Rwanda, and South Sudan</li> <li>▪ Investing in cage fishing, pond fishing, and re-circulative aquaculture systems will result in increased fish production and increased income</li> <li>▪ Cage and pond fishing will decrease the pressure on the lake and on other water sources</li> </ul>

	<ul style="list-style-type: none"> <li>▪ These investments are likely to provide substantial employment, income, livelihoods, foreign earnings and revenue to the region</li> <li>▪ Fish meals are known to provide important nutrition for human beings and animals.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>▪ Some institutions, for example JKT through ESRF training initiatives, have already begun to promote fish farming at household level</li> <li>▪ Support by National Fish Policy 2015</li> <li>▪ Government has strongly supported investment in aquaculture training, with degree programmes at Sokoine University of Agriculture (SUA) and the University of Dar es Salaam, and skills training at Mbegani Fisheries Development Centre and FETA.</li> </ul>

## 7. Investment in Beekeeping and Processing of Bee Products

### Overview of the Opportunity

#### Key features



#### Bukombe District Council

- Investment in making modern beehives for investors' own honey production as well as for selling the beehives to individuals in the community
- Increased production of honey will eventually create an opportunity for establishing a honey processing industry
- Bukombe has 58,600 hectares of natural forest reserve of tree cover that is suitable for beekeeping and honey production
- The Council has set aside 5 hectares of land at Msonga Village and Runzewe Ward for establishing a honey processing factory
- Current production of honey in Bukombe is around 600 tonnes per year.

#### Mbogwe District Council

- Investment in making modern beehives for investors' own honey production as well as for selling the beehives to individuals in the community
- Increased production of honey will eventually create an opportunity for the establishment of a honey processing industry

	<ul style="list-style-type: none"> <li>▪ About 4.9 hectares of land at Iponya Ward have been set aside for establishing a honey processing factory</li> <li>▪ Current production of honey in Mbogwe is 1,862 tonnes per year.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>▪ The region is endowed with a large piece of land under natural forest where bee keeping project can profitably be implemented, and products such as honey, wax, soap making, wine etc. can be produced</li> <li>▪ Investment in bee keeping will reduce unsustainable utilisation of forest resource, particularly energy use such as charcoal and firewood, as well as farming and construction (building materials)</li> <li>▪ Markets for such products are diversified domestically as well as in the neighbouring countries and Europe</li> <li>▪ Bee keeping will generate employment along its whole value chain, i.e. along the different stages of its value chain, and preserve the forest resource.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ The council will promote establishment of vocational training institute focusing on value addition of honey, among others</li> <li>▪ Tanzania offers a series of incentives for investors to participate by enhancing investments in this sector. Among the incentives is the Government’s declaration and commitment to support and protect all investment efforts that will be made in favour of the bee keeping sub-sector.</li> </ul>

## 8. Investment in Tourism-related Facilities, including Hotels

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Chato District Council</b></p> <ul style="list-style-type: none"> <li>▪ Investors are invited to invest in construction of hotels and recreation centres</li> <li>▪ Other areas include establishment of a small zoo and a hunting block</li> <li>▪ Building a cultural village.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>▪ Geita Region is gifted with various types of tourist attractions, such as the beaches of Lake Victoria, cultural tourism, sports and other recreational activities that can take place in or on water including water polo, diving, swimming and sailing. Others are canoe flat-water racing, and water skiing. Animal parks (wildlife</li> </ul>





### Available support

watching including birds), block hunting, mountain climbing etc.

- Geita is currently promoting tourism through a variety of interventions, including development of Rubondo National Park, Biharamulo National Park and Rubondo Island Camp
- Tourism is an important industry in terms of job creation, poverty alleviation, and foreign exchange earnings.


- The regional administration plans to establish a committee for promoting tourism in Geita Region in 2019. The tourism committee will be entrusted to promoting tourism and attracting tourists in the region. The committee will perform this task by supporting the establishment of a small zoo to attract tourists, construction of tourist hotels to cater for the anticipated influx of tourists, establishment of tourist facilities and services (including hotel bookings and travel arrangements), and promotion of traditional villages for cultural tourism
- The Government is fully aware that increased investment and technological advancement require deliberate promotional and supportive policies
- The Government considers private investments (both foreign and local) as the engine of growth. It has taken steps to providing a macro-economic framework and an enabling environment for private investors to operate in
- To strengthen private sector participation in tourism industry in Tanzania, the Government assisted in the formation of Tourism Confederation of Tanzania (TCT), a private sector body that is intended to be
- To strengthen private sector participation in tourism industry in Tanzania, the Government assisted in the formation of Tourism Confederation of Tanzania (TCT), a private sector body that is intended to be the representative and voice of the tourism private sector interests. It is therefore a consensus within the Government that all investors should be supported and protected to enable them operate in a friendly environment.

## 9. Specialised Vocational Training on Skills Development


Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Nyang’hwale District Council</b></p> <ul style="list-style-type: none"> <li>Investors are welcome to build at least one specialised vocational training on skills development centre that meets specific requirements of the respective council</li> <li>About 8.231 hectares of land at Kalumwa has been reserved for this purpose.</li> </ul> <p><b>Bukombe District Council</b></p> <ul style="list-style-type: none"> <li>Investors are welcome to build a vocational education and training institute for developing skills such as value addition for agricultural crops, leather industries and leather-related industries; construction technicians; production and marketing entrepreneurship; sorting, grading packaging and branding of products; and personnel for hospitality industry, among other skills.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>FYDP II 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 Geita Region and its sub-national-level governments call for investment in building a skills development training institute. To support establishment of such an institution, 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</li> <li>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 products by small-scale manufacturing industries.</li> </ul>
<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 of the Institute of Production Innovation (IPI) and integration with the existing Faculty of Engineering (FoE) at CoET</li> <li>The Small Industries Development Organisation (SIDO) supports business development services (technical training courses, and business management and</li> </ul>

<b>Available support</b>	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.
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## 10. Investment in Aggregates Production

<b>Overview of the Opportunity</b>	
<b>Key features</b>	<b>Nyang'hwale District Council</b>
	<ul style="list-style-type: none"> <li>▪ Investors are welcome to invest in aggregate production for the construction industry</li> <li>▪ Fifty percent (50%) of Nyang'hwale District Council's land area of 1450 square kilometres is made up of rocks.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>▪ Construction industry will benefit from getting building materials from within the council and therefore lowering their cost of raw materials</li> <li>▪ Raw materials required for the construction industry are available</li> <li>▪ This investment, like all other industries, will generate employment not only to the people of the district but also to people in the whole region</li> <li>▪ Production of building material will reduce consumer prices and promote construction of modern houses and road infrastructure.</li> </ul>
<b>Available support</b>	<ul style="list-style-type: none"> <li>▪ Both land and raw materials for construction are available</li> <li>▪ Good infrastructure that includes roads network, communication, electricity supply and markets</li> <li>▪ There is demand for such building materials not only in the district but also within the region.</li> </ul>

## 11. Stocking and Logistics (Transportation)

<b>Overview of the Opportunity</b>	
<b>Key features</b>	<b>Chato District Council</b>
	<ul style="list-style-type: none"> <li>▪ Investor are invited to establish stocking and logistics services, mainly transportation companies</li> <li>▪ Presence of Chato Airport and Nyamirembe Port ensure demand for stocking and transport services.</li> </ul>

<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ Establishment of Burigi-Chato National Park and presence of Rubondo National Park</li> <li>▪ Chato District Council is well connected with neighbouring regions, namely Mwanza, Shinyanga, Mara, and Kagera, as well as with neighbouring countries, i.e. Uganda, Burundi and Rwanda by tarmac roads and water transport via Nyamirembe Port.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ Stocking and transport services are aligned with Objective Number 2 of the Government's Second Five-Year Development Plan (FYDP – II), which aims to enhance human development and provide quality services.</li> </ul>

## 12. Establishment of Medium and Large-scale Industries in EPZ

<p><b>Overview of the Opportunity</b></p>	
<p><b>Key features</b></p> 	<p><b>Geita Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Investors are invited to invest in medium and large-scale industries</li> <li>▪ Geita Town Council has been set aside 42.24 hectares as EPZ area for this purpose.</li> </ul>
<p><b>Key investment rationale</b></p> 	<ul style="list-style-type: none"> <li>▪ It is the best way to capture foreign markets through EPZ</li> <li>▪ It is the best way to receive new technology and create jobs</li> <li>▪ It promotes the use of domestic raw materials to target foreign markets</li> <li>▪ EPZ serves as a catalyst for industrial cluster development</li> <li>▪ EPZ stimulates the incubation of advanced technologies and skills development in the region</li> <li>▪ Promote, foster and mentor business opportunities for small, micro and macro enterprises (SMMEs) in and around the zone.</li> </ul>
<p><b>Available support</b></p>	<ul style="list-style-type: none"> <li>▪ Strong support by national and regional authorities</li> <li>▪ It is in line with the Export Processing Zones Act 2002 (as amended by the Export Processing Zones (Amendments) Act, 2006 and the Economic Zones Laws (Miscellaneous Amendments) Act, 2011 (the <b>EPZ Act</b>)</li> <li>▪ The Government trade and globalisation policy promotes diversification of exports.</li> </ul>

## PART FOUR

# FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES

This part presents a summary related to facilitation, processes, requirements, and incentives for investment in Tanzania and in Geita Region.

The Government of Tanzania is determined to attract investments in the country by supporting all the efforts and initiatives intended to attract capital inflow into the country. Government support is from the Central Government as well as from local governments.

### 4.1 Supportive Policies and Legal Environment

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

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

##### a) Key policies

Policies to guide investment promotion and interventions in Geita Region's relevant areas are: National Investment Promotion Policy (1996); National Agriculture Policy (2013), which is about to be revised; National Livestock Policy (2006); Sustainable Industrial Development Policy (SIDP) (1996-2020); National Trade Policy for Competitive Economy and Export-led Growth (2003); National Microfinance Policy (2000); National Forest Policy (1998); Bee Keeping Policy (1998); Small and Medium Enterprises Development Policy (2003); National Land Policy (1995); National Environmental Policy (2017); The Mineral Policy of Tanzania (2009); Tanzania Mining Industry Investor's Guide (2015); and Geita Regional Authority 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 Geita Region are: 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); and other sector Acts and relevant Geita Region by-laws.

### 4.1.2 Strategies, Plans and Programmes

Key strategies, plans and programmes are: annual regional plans and annual reports; PO-RALG Reports; district development plans; the Second Five-Year Development Plan (FYDP II); Agriculture Sector Development Programme II (ASDP II); Livestock Sector Development Programme (2011); Ministry of Industry and Trade (MoIT)'s Reports; and the Integrated Industrial Development Strategy (IIDS 2025). Others are the National Rice Development Strategy; Tanzania Agriculture and Food Security Investment Plan; and the Southern Agricultural Growth Corridor of Tanzania (SAGCOT).

All the sound policies, regulatory frameworks, strategies, programmes and plans described above support the investment climate in Geita Region. They also 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 the regional and local levels.

The leadership of Geita Region is determined to doing that and ensuring speedy implementation of prioritised investment opportunities, as well as putting in place a climate conducive for investment in the region.

### 4.1.3 Investment Options: Individual, 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 ventures.

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## a) **Public-Private Partnership**

The Government recognises the role of private sector in bringing about socio-economic development through investments. Public-private partnership (PPP) frameworks provide 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 PPPs, 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. PPP is a way to amalgamate public and private capital and expertise for public projects in which the private sector has interest in sharing ownership. The PPP Act (2010) and PPP Regulations (2011) stipulate areas of collaboration, which comprise of investment capital, managerial skills and technology. Additionally, PPPs can enable the Government to fulfil its responsibilities in efficient 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 specified 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 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.

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## **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 the public sector, particularly local government authorities, and the private sector are interested in investing.

## **c) Joint Ventures**

The Tanzanian Government encourages joint ventures between local firms and foreign investors. This also facilitates access to land, which foreigners cannot own. Many foreign firms have recently partnered with the National Development Corporation (NDC), Tanzania Petroleum Development Corporation (TPDC), and the National Housing Corporation (NHC), in energy, bio-fuels, and real estate ventures.

## **4.2 Facilitation: Processes and Requirements**

Geita Region and Central Government have set and are improving favourable conditions to entice 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 so as to fit the region's investment profile and priorities. The main processes that need to be undertaken by prospective investors in Geita Region are listed below. These processes and requirements are subject to changes towards improvements from time to time.

### **4.2.1 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 into 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 Centre deals with all enterprises that have capital investments of not less than US\$ 500,000 (foreign owned) and US\$ 100,000 (if locally owned). TIC also assists all investors to obtain permits, authorisation etc., required by other laws to set up and operate investments in Tanzania.

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TIC contacts are: Executive Director, Tanzania Investment Centre, Plot No 9A&B, Shaaban Robert Street, P O Box 938, Dar-es-Salaam, Tanzania. Tel: +255-22-2113 365/21 16328-32 Fax: +255-22-2118 253. Email: tic@cats-net.com

## **4.2.2 Main Institutions Dealing with Investment in Tanzania and Geita Region**

The main institutions dealing with investment issues in Geita Region in particular and in Tanzania at large are: Tanzania Investment Centre (Email: information@tic.co.tz), Business Registration and Licensing Agency (BRELA), Tanzania Revenue Authority (TRA), Tanzania Electric Supply Company (TANESCO), Tanzania Bureau of Standards (TBS), Tanzania Medicines and Medical Devices Authority (TMDA), Ministry of Industry and Trade, Prime Minister's Office (Investment), water supply companies in the region, Local Government Authorities in respective districts (on land issues), Ministry of Water and Irrigation (MWI), Ministry of Agriculture (MoA) and Ministry of Livestock and Fisheries (MoLF).

## **4.2.3 Registration**

Registration of an investment can be undertaken at a local BRELA office, and at district, regional or national Tanzania Investment Centre office, 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 (ix) Company and Operators' Certification of Registration for Tax Payer Identification Number (TIN).

## **4.2.4 Taxes**

Taxes involved in investment projects in Geita Region are various and include:

### **a) Corporate Tax**

Corporate tax is charged at the rate of 30 percent for both residents and non-residents. In the case of a newly listed corporate to the Dar es Salaam Stock Exchange, with at least thirty percent (30%) of its equity ownership issued to

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the public for three consecutive years from the date of listing, corporate tax is twenty-five percent (25%) for both residents and non-residents. Furthermore, corporates with perpetual unrelieved losses for three consecutive years (excluding corporates conducting agricultural business, and those providing health or education), corporate tax is 0.3 percent of annual turnover for resident corporates.

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

### **b) Personal Income Tax**

Residents are subjected to personal income tax where total annual income exceeds TZS 2,040,000. Income of a non-resident employee of a resident employer is subject to withholding tax of fifteen percent (15%). The total income of a non-resident individual is chargeable at the rate of twenty percent (20%) (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. Exempted employers from SDL include diplomatic missions, registered education institutions, charitable organisations, farm employment, foreign institutions dealing with technical assistance, and United Nation and its organisations/agencies.

### **c) Withholding Tax**

Withholding tax on dividends from corporations listed to the Dar es Salaam Stock Exchange is five percent (5%) for both resident and non-resident persons. Withholding tax rate on dividends from other corporations is ten percent (10%). The rate withheld on interest is ten percent (10%) and on royalties is fifteen percent (15%) for resident and non-resident persons. Furthermore, the rate withheld on management and technical services fees (mining, oil and gas) is five percent (5%) for residents and fifteen percent (15%) for non-residents.

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## d) Value-added Tax (VAT)

Value-added tax (VAT) is a consumption tax charged at a single rate of eighteen percent (18%). 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 business entities dealing with professional services, as they are required to be registered 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, exemption of imported machinery by local manufacturers and processors of vegetable oils, textiles, pharmaceutical and skins and leather goods produced 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 return 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 the 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.

## 4.3 Incentives

Investors registered under Tanzania Investment Centre pursuant to Tanzania Investment Act (TIC, 1997) are accorded tax incentives as per Income Tax Act, 2004, Value-Added Tax Act 2014 and any other applicable tax law. Both local and foreign investors have free access to various services related to permits, licences and approvals in the Tanzania Investment Centre (TIC), the one-stop facilitation centre. So far, TIC has opened four (4) new zone offices in Lake Zone, one being in Geita Region. Expansion of zone offices network aims at moving TIC services closer to the people through regional secretariats and at enhancing service delivery. EPZA also provides incentive packages according to Export Processing Zones Act No. 11 of 2012.

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Import duty and VAT exemption on deemed capital goods: import duty exemption is granted to the tune of seventy-five percent (75%) of the import duty payable on the approved deemed capital goods (investor shall pay 25 percent of import duty due). Deemed capital goods that are eligible for exemption are specified depending on the project sector.

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 explained above are subject to periodic changes as the government keeps on improving conditions for businesses 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 current updates.*

## **4.4 Access to Resources**

### **4.4.1 Land for Investment in Tanzania**

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

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 ownership in Tanzania is vested into the public, and citizens own land under leasehold tenure.

Section 20 of the Land Act No. 4 of 1999 specifically prohibits allocation/grant of land to non-citizens unless the land is for investment purpose under the Tanzania Investment Act, 1997. Land for investment purpose shall be identified, gazetted and allocated to the Tanzania Investment Centre. More information on acquisition of land for investment is available on [www.ardhi.go.tz](http://www.ardhi.go.tz)

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Geita Region has reserved land for investment in every district and it is ready to facilitate its acquisition to suit special requirements of investors when needed.

#### **4.4.2 Banking and Financial Services**

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, 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 newcomers 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 development 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 a positive trend in lending to 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.

#### **4.4.3 Labour**

Geita 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. The region has six vocational training institutions, and investors are welcome to build skills development institutions in every council.



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## 4.5 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 as well as manufacturing to strengthen competitiveness and 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, Geita Region authorities will create an enabling environment through provision of pre-requisite infrastructure, incentives, formulation/review and enforcement 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 implementation of capital and technology intensive investments including the build- operate-and-transfer approach. In addition, the private sector will be facilitated to improve delivery, and be enabled to thrive and be competitive by easing access to affordable input and output factors nationally and internationally.

## PART FIVE

# KEY CONTACTS IN GEITA REGION

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

## 5.1 Key Websites

Office	Website
Geita Regional Secretariat	<a href="http://www.geita.go.tz">http://www.geita.go.tz</a>
Geita Town Council	<a href="http://www.geitac.go.tz">http://www.geitac.go.tz</a>
Geita District Council	<a href="http://www.geitadc.go.tz">http://www.geitadc.go.tz</a>
Bukombe District Council	<a href="http://www.bukombedc.go.tz">http://www.bukombedc.go.tz</a>
Chato District Council	<a href="http://chatodc.go.tz">http://chatodc.go.tz</a>
Mbogwe District Council	<a href="http://mbogwedc.go.tz">http://mbogwedc.go.tz</a>
Nyang'hwale Council	<a href="http://www.nyanghaiwaledc.go.tz">http://www.nyanghaiwaledc.go.tz</a>

## 5.2 Key Contacts

### 5.2.1 Regional Commissioner's Office

Office	Post Office Box	Telephone/Mobile Phone	E-mail
Regional Commissioner (RC)	315 Geita	+255 28 252 0025	<a href="mailto:ras.geita@tamisemi.go.tz">ras.geita@tamisemi.go.tz</a>
Regional Administrative Secretary (RAS)	315 Geita	+255 28 252 0035	<a href="mailto:ras.geita@tamisemi.go.tz">ras.geita@tamisemi.go.tz</a>

### 5.2.2 Geita Town Council

Office	Town Director		E-mail
	Post Office Box	Telephone/Mobile Phone	
Town Director	384 Geita	+255 282 520 437	<a href="mailto:td@geitac.go.tz">td@geitac.go.tz</a>
Council Chairman	384 Geita	+255 282 520 437	<a href="mailto:td@geitac.go.tz">td@geitac.go.tz</a>

### 5.2.3 District Councils

LGA	District Executive Director		E-mail
	Post Office Box	Telephone/Mobile Phone	
Geita Distict Council	139 Geita <b>Geita</b>	+225 282 520 061 +255 766 484 944	info@geitadc.go.tz
Bukombe District Council	02 Ushiroambo <b>Geita</b>	+255 282 520 704 +255 622 295619	ded@bukombedc.go.tz
Chato District Council	116 Chato <b>Geita</b>	+255 282 228 007	ded@chatodc.go.tz
Mbogwe District Council	1 Masumbwe <b>Geita</b>	+255 282 520 704	mbogwedc@yahoo.com
Nyang'hwale District Council	352 Nyang'hwale <b>Geita</b>	+255 28 252 0035	dednghl@yahoo.com











**The United Republic of Tanzania**  
**President's Office Regional Administration and Local Government**

Geita Regional Commissioner's Office

P.O. Box 315, Geita.

[www.geita.go.tz](http://www.geita.go.tz)