



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

# **MANYARA REGION INVESTMENT GUIDE**



**2019**





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PRESIDENT'S OFFICE REGIONAL ADMINISTRATION  
AND LOCAL GOVERNMENT**

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Economic and Social Research Foundation (ESRF)



*Empowered lives.  
Resilient nations.*



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# ABBREVIATIONS

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

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MLF	Ministry of Livestock and Fisheries
MWI	Ministry of Water and Irrigation
NBS	National Bureau of Statistics
NEEC	National Economic Empowerment Council
NFRA	National Food Reserve Agency
NGOs	Non-Government Organisations
PO-RALG	President's Office Regional Administration and Local Government
PPCP	Public-Private Community Partnership
PPP	Public-Private Partnership
RS	Regional Secretariat
SACCOS	Savings and Credit Co-operative Society
SDL	Skills and Development Levy
SEZ	Special Economic Zone
SIDA	Swedish International Development Agency
SIDO	Small Industry Development Organisation
SIDP	Sustainable Industrial Development Policy
TAFMA	Tanzania Animal Feeds Manufacturers Association
TANESCO	Tanzania Electric Supply Company
TANTRADE	Tanzania Trade Development Authority
TBS	Tanzania Bureau of Standards
TC	Town Council
TCCIA	Tanzania Chamber of Commerce, Industries and Agriculture
TFDA	Tanzania Food and Drugs Authority
TIA	Tanzania Investment Act
TIC	Tanzania Investment Centre
TIN	Taxpayer Identification Number
TMEA	TradeMark East Africa
TPSF	Tanzania Private Sector Foundation
TRA	Tanzania Revenue Authority
TRIMs	Trade-related Investment Measures
TSZ	Tanzania Shorthorn Zebu
TVETDP	Technical and Vocational Education and Training Development Programme
TZS	Tanzanian Shillings

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UNCTAD	United Nations Conference on Trade and Development
UNDP	United Nations Development Programme
UNIDO	United Nations Industrial Development Organization
VAT	Value-Added Tax
VETA	Vocational Education and Training Authority
WMAs	Wildlife Management Areas
WTO	World Trade Organization

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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, Prefaces  
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 21st 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 21st November, 2018.*

# FOREWORD



Welcome to Manyara Region, the home of Lake Manyara and Tarangire national parks. The Manyara Region Investment Guide is in line with the overall investment policy of Tanzania, only that it presents investment opportunities available at the regional level.

The Guide is aligned with national development frameworks such as the Tanzania Development Vision 2025 and National Five-Year Development Plan 2016-2021 (FYDP II). The Guide is also meant to stimulate the execution of the development pathway of the region as expressed by the Regional Secretariat (RS) development mission stipulated in the Public Management Government document, which centres on capacity building for Local Government Authorities (LGAs).

This Investment Guide provides investment information to prospective local and foreign firms and individuals, and attracts them to exploit investment potentials in Manyara Region in order to stimulate both business and enterprise development and growth. In addition, the Investment Guide is intended to enhance Manyara's competitiveness in areas where it has strengths as well as in emerging economic areas. Other objectives of the Guide are to foster productive capacities in key primary sectors and industries, and to sustainably augment the GDP and inclusive and resilient economic growth needed to accelerate societal development and well being of the people of Manyara and of Tanzania at large.

Thus, the Manyara Region Government and its seven Local Government Authorities (LGAs) have resolved to prioritise all investment initiatives and provide political support, attractive incentives and support services for investors who invest in the region. In addition, the Manyara Regional Office, Babati District Council, Babati Town Council, Hanang' District Council, Kiteto District Council, Mbulu District Council, Mbulu Town Council and Simanjiro



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District Council will provide a satisfactory conducive policy, regulatory, and business environment, and are available to provide further details on selected strategic and viable opportunities to interested investors.

I would like to express my sincere gratitude to the United Nations Development Programme (UNDP) for financial support, as well as to the Economic and Social Research Foundation (ESRF) for developing this Guide. I would like to specifically acknowledge Prof. Haidari Amani and his team of experts namely, Mrs Margareth Nzuki, Mr. Mussa M. Martine and Mr. John Shilinde for their commitment and technical support that collectively resulted in the completion of this Guide. Since it is difficult to mention every person who contributed in various ways towards making this Investment Guide possible, I hereby extend my sincere appreciation to all other individuals and the entire community of Manyara Region

I take this opportunity to welcome you to invest in Manyara Region, and I assure you of our continued support to making your investments productive and grow for mutual benefit.



**Hon. Alexander Mnyeti**  
**Regional Commissioner**  
**Manyara Region, Tanzania**

## EXECUTIVE SUMMARY

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

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

Administratively, Manyara Region is divided into five (5) districts namely, Babati, Hanang, Mbulu, Simanjiro and Kiteto, with seven (7) Local Government Authorities (LGAs) of Babati Town, Babati, Hanang, Mbulu Town, Mbulu, Simanjiro and Kiteto councils, with 27 divisions, 142 wards, 449 villages, 35 streets and 2030 hamlets.

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

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

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

As part of its economy, livestock resource in Manyara Region is the second most important economic activity after crop farming, employing 11% of Manyara residents. The land designated for livestock production is approximately 2.4 million ha. The land designated for ranches is 9,248 ha, which can optimally accommodate approximately 13,000 herds of cattle.

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

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

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

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

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

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

## DISCLAIMER

This guidebook was published to assist potential investors in accessing essential information regarding investments and investing in Manyara Region. It does not, in any way, give exhaustive information or detailed practical instructions.

The guidebook provides sources of other information in both private and public sectors. Most or all of information contained in this guidebook was derived from consultations with regional and districts government officials, private sector actors, and other agencies. Materials in this guidebook, therefore, should be used only for the aforementioned purposes and not for defence in a legal dispute or any matter of that nature.



## REASONS FOR INVESTING IN MANYARA REGION

### 1.1 Investment Climate and Trade Policy

The Government of Tanzania (GoT) has taken a positive approach towards local and international investments; it has therefore approved Foreign Direct Investment (FDI) and has shown considerable success in attracting FDI. Currently, both the laws and regulations permit foreign investments and participation as per agreed conditions.

On the other hand, the Government also recognises the important role of the local private sector in industrialisation and related sectors, such as agriculture for both production and value addition; tourism; health; education and skills development; water and sanitation; and infrastructure development such as markets, bus stations and irrigation. This recognition has been emphasized in many policy documents, and particularly in the Second Five-Year Development Plan (FYDP II), where the Government has committed itself to ensuring that the investment climate is supportive of local and foreign investors including micro, small medium and large enterprises.

The Government uses the World Trade Organization's (WTO) Trade-related Investment Measures (TRIMs) to encourage and attract investments in line with national priorities, and the regulatory framework for foreign investments. Tanzania has adopted a myriad of trade development instruments namely "Export Processing Zones (EPZs), Investment Code and Rules, Export Development/Promotion and Export Facilitation".

The 2002 EPZ Act allows the establishment of EPZs, which are open to both domestic and foreign investors, with particular emphasis on agribusiness, textiles and electronics sectors.

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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 both their benefits and for the benefit of the country in general. Therefore, there are three categories of licences issued by EPZA, which are:

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

EPZA also oversees incentive packages such as exemptions from corporate and withholding taxes on rent, dividends and interests, 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. More information can be found on EPZA website [www.epza.go.tz](http://www.epza.go.tz).

The Special Economic Zones Act of 2006 authorised the establishment of special economic zones (SEZs) to encourage Greenfield investments in light industry, agro-processing industry and agriculture.

All of the above factors plus the country's well formulated development-cum-strategic frameworks have contributed to over a decade of continuous real GDP growth of about seven per cent (7%) and is a member of what the World Bank has dubbed the "7% Club", a group of countries forecasted to achieve 7% or more real GDP growth for the next decade.



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Investments in Tanzania are guaranteed against nationalisation and expropriation through Tanzania Investment Act 1997 and 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 Africa Growth Opportunity Act (AGOA, Everything but Arms (EBA), and various arrangements with Europe, Asia and the Middle East.

Tanzania is a member of two major regional organisations. One of these is the Southern African Development Community (SADC), and the other is 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 and the United States, in the growing Asian economies of China and India, and in the Middle East, to mention only the leading ones.

The domestic market is significant, given Tanzania's population projected at nearly 55 million people, growing at a rate of nearly 2.7% per annum as well as a growing middle class. Then there is a 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, including Manyara:

- There is a high degree of investment security because of unparalleled political stability that is strife-free without ethnic divisions, democratic rule that respects diversity of opinion and a strong tradition of constitution and rule of law
- The country has maintained business-friendly macro-economic stability with low inflation (around 5percent), stable exchange rates supported by unrestricted and unconditional transfers of profits, loan repayments,

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emoluments, royalties, fees and charges

- There is a commitment to ensuring simplified bureaucracy, streamlined through the acclaimed services of the Tanzania Investment Centre, which is a one-stop facilitation agency of Government serving registered investors and businesses
- The Government of Tanzania (GoT) is committed to, and has successfully undertaken economic liberalisation measures commended by both the World Bank and IMF with business-supportive legislation continually being improved through genuine dialogue between the Government and the private sector
- We have a well-balanced package of incentives to investors with additional negotiated benefits to strategic investors
- The economy is rapidly emerging as the most effective entry point and gateway for trade into eastern, southern and central Africa
- There are lucrative investment opportunities in infrastructure, and value-adding facilities that are among the fastest growing segments of the economy
- We are committed to ensuring investment guarantees and settlement of disputes. Investments in Tanzania are guaranteed against political risks, nationalisation and expropriation
- 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. Among the banks with branches in Manyara Region are CRDB Bank, NMB Ltd, NBC Ltd, and TPB Bank. All type of services such as transfer of money can be facilitated by these banks
- There is no restriction on transfer of profit what is required is only a compliance with the regulations by the Central Bank of Tanzania.

## **1.2 Available Favourable Conditions for Investments**

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

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

Manyara Region has a lot of opportunities for investors. There is adequate land for agriculture, abundance of livestock, minerals like tanzanite as well as many attractive tourism areas. However, before Manyara became a region, it lacked adequate visibility, as all its investment opportunities were known as opportunities in Arusha Region to which Manyara was part of.

### **1.3 Suggested Priority Investment Areas in Manyara Region**

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

#### **1.3.1 Regional Level Priority Investment Opportunities**

- 1) Packaging materials for both primary and secondary processing industries

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### 1.3.2 Council Level Priority Investment Opportunities

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

### 1.4 The Guide's Target Groups

The directly targeted beneficiaries of this Guide include:

- Investors, business owners and stakeholders, agricultural crop estates and medium-to-large farms and value adding and marketing entities intending to invest in Manyara designated industry and business areas
- Ministry of Trade, Industries and Investment
- 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
- Government Ministries, agencies, LGAs, EPZA, and state owned enterprises (e.g. those responsible for agriculture, industries, trade, finance, and international cooperation)
- Other private sector entities
- Academia/researchers in the Northern Zone and in Tanzania
- Umbrella organisations such as the National Business Council, TCCIA,

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TPSF, pension funds investing in agriculture and industries, and other support institutions

- Institutions overseeing the management of quality and safety management issues, such as TBS and TFDA
- Organisations providing productive capacities, information and data, monitoring and evaluation (M&E), and other business support services, such as the Industrialization Support Organizations (ISOs), Textiles Development Unit, BRELA, TRA, FCC, NEEC, TANTRADE, and agricultural and industrial extension services providers, etc.
- Selected civil society organisations (CSOs) and other non-government organisations (NGOs); and development partners, such as FAO, UNDP, World Bank, UNCTAD, ITC, EU, UNIDO, TMEA, etc.

# SOCIO-ECONOMIC PROFILE OF MANYARA REGION

## 2.1 Introduction

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

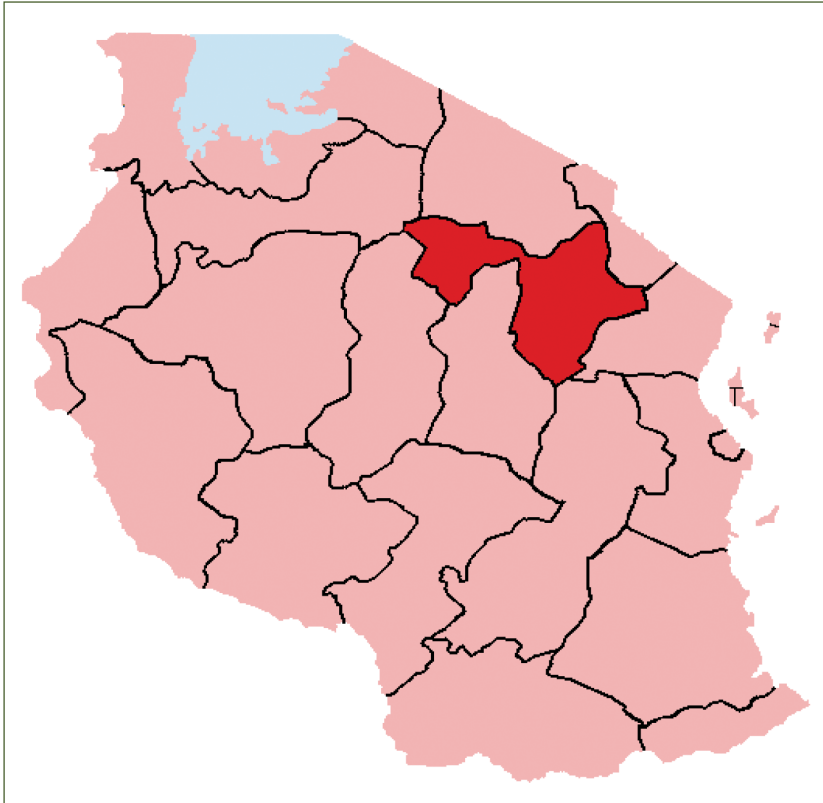
## 2.2 Location, Land Areas, Population and Administrative Units

### 2.2.1 Location

*Manyara Region*, of which Babati Town is the capital, came into being in 2002 when part of Arusha Region was split to form a new region. It is one of Tanzania's 31 administrative regions.

The region lies in the north-eastern quarter of Mainland Tanzania, between latitudes 3°40' and 6° South of the Equator and longitudes 33° and 38° East of the Greenwich Meridian. It is bordered by Arusha Region on the North, Kilimanjaro and Tanga regions on the East, Dodoma Region on the South and Singida and Shinyanga regions on the West.

*Map Showing the Location of Manyara Region in Tanzania*



### **2.2.2 Land Area**

Manyara Region has an area of 50,921 square kilometres (sq.km) that include 49,576 sq.kms of dry land and 1,260 sq.km covered with water bodies. The region is endowed with an area of 1,348,300 ha of arable land, out of which 440,197 ha are under agriculture (cultivation). Moreover, some 2,814,494 ha is under forest and wildlife reserves, 2,981,800 ha covered by grasslands and rangelands, while 36, 882 ha represent potential areas for irrigation with 11,715 ha being irrigated.

## 2.2.3 Population and Administrative Units by Council

According to the 2012 national census, the region had a population of 1,425,131, but increased to 1,670,191 in year 2017. Manyara is among the regions with low population density of 28 people per sq.km as well as the least urbanized in Tanzania. On the other hand Manyara is among the regions with fastest population growth rate, which is 3.2 compared to the national average value of 2.7.

Administratively, Manyara Region is divided into five (5) districts namely, Babati, Hanan'g, Mbulu, Simanjiro and Kiteto; seven (7) Local Government Authorities (LGAs) of Babati Town Council, Babati District Council, Hanan'g District Council, Mbulu Town Council, Mbulu District Council, Simanjiro District Council and Kiteto District Council, with 27 divisions, 142 wards, 449 villages, 35 streets and 2030 hamlets (Table 2.1). The region shares borders with Arusha Region to the north, Kilimanjaro Region to the north east, Tanga Region to the east, and Simiyu Region to the west.

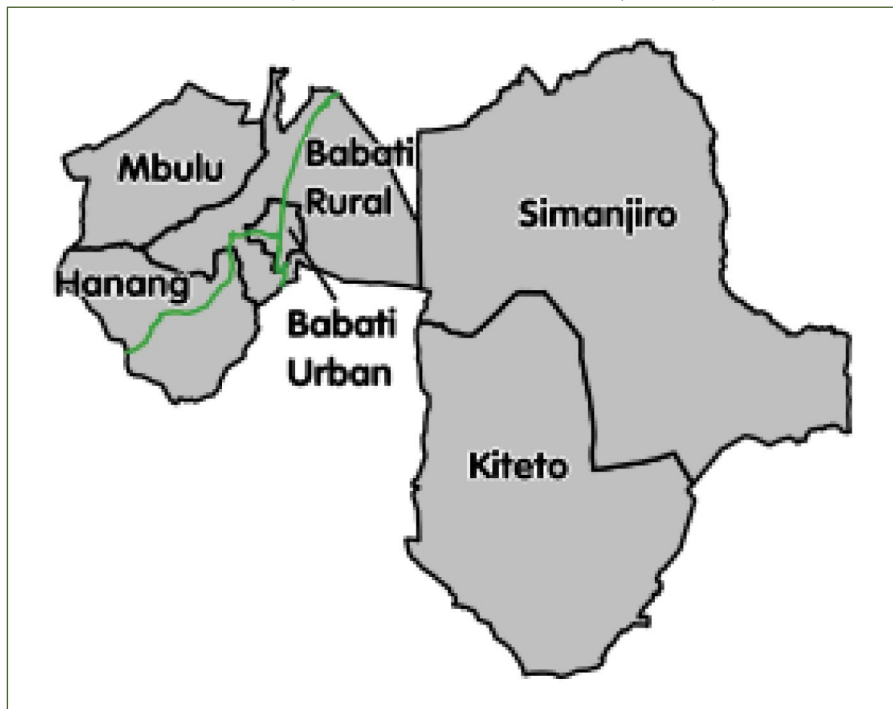
**Table 2.1: Administrative Units and Population by District**

District/ LGAs	Area (Sq.km)	Division	Wards	Villages	Hamlets	Streets	Population Census 2012	Household Size	Population 2017
Babati TC	461	2	8	13	54	35	93,108	4.4	116,458
Babati DC	5,608	2	25	103	413	0	312,392	5.2	390,737
Hanan'g DC	3,814	5	33	96	421	0	275,990	5.7	345,205
Kiteto DC	16,645	7	23	69	280	0	244,669	4.8	306,029
Mbulu DC & TC	4,452	5	35	111	575	0	320,279	6.0	400,602
Simanjiro DC	19,941	6	18	57	287	0	178,693	4.6	223,507
	<b>50,921</b>	<b>6</b>	<b>18</b>	<b>57</b>	<b>281</b>	<b>35</b>	<b>1,425,131</b>	<b>5.2</b>	<b>1,782,538</b>

Source: Regional Commissioner's Office, 2012 and NBS, 2018



*Map showing location of councils in Manyara Region*



### **2.3 Climatic Conditions and Topography**

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

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

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## 2.4 Distinctive Indigenous Ethnic Groups

The main indigenous ethnic groups in Manyara Region are the Iraqw, the Maasai, the Barbaig, the Mbugwe, the Rangi and the Gorowa, each of which constitutes distinctive ethnic and unique social-cultural ways of living. The Iraqw of Mbulu District and their cousins the Gorowa of Babati District, the Mbugu of Lushoto District, as well as the Alawa and the Burunge of Kondoa District, form unique groups in Tanzania. The only similar ethnic groups are found far away in Ethiopia and Eritrea among the Oromo, as well as the Tutsi of Rwanda and Burundi. The Hadzabe/Hadza of Yaeda Valley in Mbulu District (whose number is only about 1,500) are also distinctive in that, as a group, they have the smallest stature in Tanzania.

They still live on hunting and collecting wild honey, wild fruits and roots. The only similar ethnic group is the Bushmen of the Kalahari Desert in Namibia. Manyara Region is also home to the Mainland's greatest concentration of the Nilotic tribes, that is the Barbaig, the Ndorobo/Akea and the Maasai, who are historically known to be warrior ethnic groups. The Akea are neither livestock keepers nor farmers. Their home is the forest where they engage in hunting and gathering of wild honey, wild fruits and wild roots. Their culture is diminishing due to assimilation into the Maasai ethnic group.

The current number is about 500 in the whole of Manyara Region. Another 2,500 Ndorobo/Akea are found in Arusha Region. Part of the reason for the diminishing numbers is that their life style, which is similar to that of the Hadzabe, is now no longer sustainable within the ever-changing environment.

## 2.5 Agro-Ecological Zones (AEZ)

Manyara Region is endowed with three distinct agro-ecological zones of about 1,446,800 hectares suitable for agriculture. The land use pattern in the region is highly influenced by three distinct agro-ecological zones based on altitude, soils and climate. These include rift valley highlands, semi-arid midlands and the bushed Maasai steppe, as detailed below.

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### **2.5.1 Rift Valley Highlands**

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

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

### **2.5.2 Semi-Arid Midlands**

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

### **2.5.3 The Bushed Maasai Steppe**

The zone is the modification of classic open grassland Maasai steppe of Monduli District in which semi-arid midlands slowly merge into a bush land (the arid grassed plain mixed with bushes). The zone covers the northern part of Kiteto and the greater part of Simanjiro District. The area is characterised by low to moderate fertile sandy loams soil. The zone receives short and unpredictable amount of rainfall, ranging from 350mm to 400mm per annum.

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Livestock density is high while that of human is low. During the dry season, there is a great movement of both human and livestock, and it has been previously argued that the most suitable and traditional land use of this area is Trans-humane livestock husbandry and wildlife conservation. The zone includes the northern part of Kiteto District and the greater part of Simanjiro District.

## 2.6 Unique Geographical Physical Features of Manyara Region

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

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

The area falls within the eastern branch of the East African Rift Valley, which has widened and its floor has fallen over the past few million years. About 250,000 years ago, Lake Manyara and Lake Burunge were part of a larger lake called Proto-Manyara, a basin of internal drainage that lost water through evaporation and deep percolation. Subsequent rises in the Rift Valley floor changed drainage patterns and the lake was reduced in size and divided into the two shallow, alkali lakes currently seen.<sup>[10]</sup> Topography is now mainly low ridges of gneiss and pre-Cambrian rocks covered with well-drained, medium

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textured, stony soils.

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

**Figure of “8” Shape:** The region’s “figure of 8” shape makes it most odd shaped region in the country. The eastern half of the region comprising of Kiteto and Simanjiro districts is almost cut off from the western half, which is made up of Babati, Mbulu and Hanan’g districts.

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

**Tarangire National Park** has a bimodal rainfall averaging 650 mm per annum, with short rains from November to February, long rains from March to May, and dry season from June to October. The rains, particularly the short rains, are very unreliable and often fail. Rainfall varies inter-



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annually; the standard deviation of the annual rainfall is equal to 37% of the mean annual rainfall. The inter-annual variation of monthly rainfall varies even more markedly; the standard deviation of monthly rainfall is 72% of the mean. This high variability in rainfall is also reflected in a high inter-annual variation of the length of the wet season.

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



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

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



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

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



*Lake Manyara National Park*

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

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

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

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

Giant fig and mahogany trees seen in the groundwater forest immediately around the park gates draw nourishment from the underground springs replenished continuously from crater highlands directly above the Manyara basin. Leading away from the forest to the fringes of Lake Manyara are the flood plains. To the south, acacia woodlands are visible. Leopards, although in abundance, are hard to get a glimpse of, just like the other elusive carnivores - the lions - of this park.

Lake Manyara provides opportunities for ornithologists keen on viewing and observing over 300 migratory birds, including flamingo, long-crested eagle and grey-headed kingfisher.

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

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

Further from the lake and outside of village lands, lies the 44000-acre Manyara Ranch, of which 35000 acres comprise the Manyara Ranch Conservancy. This

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



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is a pioneering conservation and tourism project supported by the African Wildlife Foundation, the Tanzania Land Conservation Trust and the Manyara Ranch Conservancy. While not a park, the conservancy is frequented by resident and migrating wildlife including elephant, lion, buffalo, leopard and the more common plains game.

Rarely seen in the parks but a common resident on the conservancy is the lesser kudu. Lake Manyara is part of the Lake Manyara Biosphere Reserve, established in 1981 by UNESCO as part of its Man and the Biosphere Programme.



*Lake Manyara Biosphere Reserve*

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



*Treetop Walkway*

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

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

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

## 2.7 Social-Economic Context of Manyara Region

Manyara Region is ranked higher than many parts of the country in terms of socio-economic indicators. According to the 2017 Tanzania Human Development Report, the region's Gross Domestic Product (GDP) in 2015 was Tanzanian shillings 3,026,366 million and its GDP per capita was 1,930,722 Tanzania shillings. With regard to Human Development Index<sup>4</sup> (HDI), Manyara

<sup>4</sup> The **Human Development Index (HDI)** is a composite dimension of Health represented by life expectancy; education represented by expected years of schooling and mean years of schooling; and income represented by Gross National income per capita in purchasing power parity in US dollars, which are used to rank countries into four tiers of **human development**. For the **THDR**, dimensions

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Region scored HDI of 0.633 higher than the national HDI of 0.614 making it rank 9 out of 26 regions of Tanzania Mainland. Also, Manyara Region's life expectancy was 68.2 years, which is higher than the 61.7 years for Tanzania Mainland and higher than all the other regions in Tanzania.

## 2.8 Productive Sectors

### 2.8.1 Agriculture

Agricultural production, livestock keeping and mining are the main economic activities in Manyara Region. Major food crops and cash crops that are cultivated by small farmers (peasants) include maize, food beans, pigeon peas, sunflower, onions, garlic, coffee, paddy and finger millet. Maize, beans, pigeon peas, wheat and sunflower are the major contributors to the region's economy. However, commercial crop farming is practised in a few places like wheat at Bassoutu in Hanan'g and pigeon peas in Babati and Hanan'g. Kiru Valley, the flood plain area between lakes Babati and Manyara, is the most fertile area in Manyara Region. In this area, big farmers owning large estates grow various crops, including sugar cane. This area has been a reliable source of crops since the colonial era and, by mid-1930s, it was occupied by re-known millionaire settlers from Europe comprising Swedish barons, Russians, Americans, and Germans.

### 2.8.2 Irrigation Farming

Manyara Region is blessed with enormous water resources potential constituting lakes (Manyara, Babati, Gedabi, Balangda, and Bassoutu), rivers (Fahel, Kiongozi and Pangani), waterfalls (Gocho and Magara) and natural springs in Kiru, Endagaw, Tumati and Bashay valleys used for irrigation and other purposes. Irrigation schemes with varying degrees of potentiality in the region are exceptionally high in Babati District Council (with 15,460 ha), followed by Simanjiro (with 10,550 ha), Mbulu District Council (6,457 ha), Hanan'g (3,000 ha), Kiteto (895 ha), Mbulu Town Council (360 ha) and Babati

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of education are expected years of schooling and school attendance, while for income GDP per capita is used as proxy for GNI per capita.

Town Council, with only 160 ha (Table 2.2).

However, only 31.8% of the total 36,882 ha is currently under traditional and improved irrigated agriculture, being utilized to irrigate paddy, maize, sugarcane, vegetables and leguminous crops either by water channels (surface irrigation) or irrigation portable pumps. This is due to the fact that these areas are in densely populated mountain slopes where a large amount of water is available and utilized, and the fact that an increasing number of people who are gradually being forced by population pressure to move downhill and settle in lowland areas are using an increasingly large amount of water for irrigation farming for paddy and vegetables.

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

S/N	LOCATION	IRRIGATION SCHEME	TOTAL AREA (Ha)	UTILIZED AREA (Ha)	PERCENTAGE OF UTILIZED AREA (Ha)
1.	Babati DC	Mbugwe, Babati, Bashnet, Qash, Magara, Magugu, Kiru	15,460	6,000	38.8
2.	Babati TC	Singe, Maisaka, Bonga	160	40	25.0
3.	Hanan'g DC	Measkron, Mara Endasak, Endaswold, Endagaw, Gocho	3000	480	16.0
4.	Mbulu DC	Dongobesh, Gehandu, Tumati, Bashay	6,457	2,100	30.8
5.	Mbulu TC	Guangna Tlawi	360	123	34.17
6.	Kiteto DC	Orgira, Kiseru-Sunya, Ngipa/Ngoyongoni, Bwagamoyo	895	50.6	7
7.	Simanjiro DC	Lemkuna, Msitu wa Tembo, Ruvu Remit, Gunge, Ngage, Shambarai, Kiruani, Nomeuti, Kambi ya Chokaa, Shambarai, Kilombero, Loiborsoit, Olbil, Malila and Zaire	10,550	3,090	29.8

*Source: Regional and Local Government Authorities (TIRDO Report to Regional Secretariat) 2018*

## 2.8.3 Livestock

As part of its economy, livestock resource in Manyara Region is the second most important economic activity after crops farming, employing 11% of the Manyara residents. However, livestock keeping is largely traditional and involves mostly indigenous breed. Over 98% of cattle, for instance, is of indigenous breed, mainly Tanzania Shorthorn Zebu (TSZ) which are known for their ability to survive and productive even under harsh environmental conditions. However, the small stock of goats, sheep, chicken, pigs and ducks are considered less important in most pastoralist/agro-pastoralist communities, but they are important, especially in contributing to food security and for providing a stable source of income for women.

The regional livestock population was estimated to be 5,439,437 in 2017 with its 1.8 million large cattle population, 547 goats and 373,399 sheep ranking Manyara Region the fourth in Tanzania after Shinyanga, Mwanza and Tabora regions. This is 8% of the national herd of cattle, 9% of the national herd of goats and 1% of all sheep in the country. The land designated for livestock production is approximately 2.4 million ha. The land designated for ranches is 9,248 ha, which can optimally accommodate approximately 13,000 herds of cattle. Distribution of livestock in local government areas and slaughter houses are shown in Table 2.3 and Table 2.4 respectively.

**Table 2.3: Summary of Livestock Population in Manyara Region and its Distribution for Year 2016/17**

Types of Livestock	Babati TC	Babati DC	Hanan'g DC	Kireto DC	Mbulu TC	Mbulu DC	Simanjiro DC	Total Livestock
Cattle	22,987	224,228	248,689	487,107	70080	297,764	437,925	<b>1,788,771</b>
Goats	21,077	183,995	187,687	423,423	45033	179468	396452	<b>1,441,095</b>
Sheep	5,365	79,507	98,799	168,329	29,838	29,311	225,003	<b>635,152</b>
Pigs	2,437	8,153	9,634	4,260	47,776	21,292	896	<b>94,448</b>
Hare	-	-	9,270	168	218	27	-	<b>9,656</b>
Donkey	1,818	7,165	26,913	7,092	2,047	4,373	21,867	<b>71,271</b>
Chicken	29,185	228,598	269,156	144,526	277,547	73,911	94,429	<b>1,136,352</b>

*Source: Compiled data supplied by the Council Directors' offices, Manyara Region, in January 2018*

**Table 2. 4: Slaughtering houses in Manyara Region**

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

*Source: Regional and Local Government Authorities*

**Table 2. 5: Amount of Sold Skins and Hides in Manyara**

Type	Babati TC	Babati DC	Hanan'g DC	Kiteto DC	Mbulu TC	Mbulu DC	Simanjiro DC	Total
Cattle (pieces)	2,277	1,698	1,203	2,725	1,396	657	7,798	16,527
Goats (pieces)	549	2,402	987	3,245	389	113	4,234	5,071
Sheep (pieces)	258	742	683	165	0	4	1,708	3,354

*Source: Regional and Local Government Authorities*

## 2.8.4 Fisheries and Aquaculture

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

The lake is 18 km.sq long and is rich in tilapia, catfish, and fresh water prawns, as well as various species of birds, and it is estimated to hold over 200 hippos. Apart from the mentioned lakes and rivers, the region also has several man-

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made small dams where aquaculture practices are done. Collectively, these water bodies are sources of various types of fishes, such as tilapia and catfish, to the nearby communities.

## **2.8.5 Tourism Sector**

### **A. *Wildlife***

Manyara Region is also endowed with a variety of wildlife species, from big games to small antelopes. Wildlife in this region is distributed in different categories of wildlife-protected areas, from open area, Game Controlled Areas (GCAs), Wildlife Management Areas (WMAs) and National Parks. Tarangire and Lake Manyara national parks for instance, are where wild animals such as lions, cheetahs, monkeys, mongooses, baboons, caracals, honey badgers, dik-dik, gazelles, wildebeests, zebras, impala, water bucks, buffaloes, elephants, giraffes, leopards, hippos, crocodiles, wild dogs, more than 550 bird species and many more wild animals can be found. Moreover, the potential Simanjiro Plains, where thousands of wildebeests and zebras from Tarangire and Lake Manyara national parks are dispersed - especially during wet seasons, is an open and game controlled area. Other areas that have substantial number of wildlife include Nou Forest and Yaeda Chini in Mbulu District.

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

Manyara Region also houses Rift Valley lakes (i.e. Manyara, Burunge, Babati and Balangda) as well as Tarangire River, which are the major wildlife water source and are, therefore, an essential part of the wildlife ecosystems of Manyara and Tarangire national parks. In addition, Lake Manyara is the country's largest breeding ground for tens of thousands of flamingos. During the mating season (September- December) the collection of thousands of flamingos in the shallow waters of Lake Manyara gives an unforgettable sight to visitors. Therefore, the tourism sector is seen as one of the future lifelines of the region although not well exploited.



In addition, Manyara Region is endowed with two national parks and two wildlife management areas as summarised in Table 2.6.

**Table 2. 6: National Parks and Wildlife Management Areas in Manyara Region**

Name	Category	Located	Size (sq.km)	Conservation Status
Lake Manyara 64	National Park	Babati, Mbulu	643	Excellent
Tarangire	National Park	Babati, Simanjiro	2,800	Excellent
Burunge	Wildlife Management Area	Babati	283	Average
Makame	Wildlife Management Area	Kiteto	3,719	Average
<b>Total</b>			<b>7,442</b>	

*Source: Regional and Local Government Authorities*

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



*Tarangire National Park*



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Tarangire National Park is the sixth largest national park in Tanzania. The name of the park originates from Tarangire River that crosses the park. The river is the primary source of fresh water for wild animals in the Tarangire Ecosystem during the annual dry season.

The Tarangire Ecosystem is defined by the long-distance migration of wildebeest and zebras. During the dry season, thousands of animals concentrate in Tarangire National Park from the surrounding wet-season dispersal and calving areas.

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

Tarangire National Park is famous for its high density of elephants and baobab trees. Visitors to the park in the June to November dry season can expect to see large herds of thousands of zebra, wildebeest and cape buffalo. Other common resident animals include waterbuck, giraffe, dik-dik, impala, eland, grant's gazelle, velvet monkey, banded mongoose, and olive baboon. Predators in Tarangire include African lion, leopard, cheetah, caracal, honey badger, and African wild dog.

The Park is home to more than 550 bird species; the park is a haven for bird enthusiasts. The park is also famous for the termite mounds that dot the landscape. Those that have been abandoned are often home to dwarf mongoose.

In 2015, a giraffe that is white due to leucism was spotted in the park<sup>5</sup>. Current wildlife research projects in the park include the Tarangire Elephant Project, Tarangire Lion Project, and the Maasai Giraffe Conservation Demography Project.

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<sup>5</sup> **Jump up** Tom Hale (January 26, 2016). "[Incredibly Rare White Giraffe Spotted In Tanzania](#)." Retrieved 2016-01-27.



*Tree-climbing Lion at Tarangire National Park*

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

The Tarangire Ecosystem is defined by the long distance migratory movements of wildebeest and plains zebra. It includes the dry season wildlife concentration area near the Tarangire River in Tarangire National Park, and the wet-season dispersal and calving grounds to the north in the Northern Plains and to the east in Simanjiro Plains, spanning in total approximately 20,500 sq. km. Migratory animals must have access to both the dry-season water source in the park, and the nutrient-rich forage available only on the calving grounds outside the park to successfully raise their calves and maintain their high abundance. The Tarangire Ecosystem is also known as the Maasai Steppe, or the Tarangire-Manyara Ecosystem. Tarangire has approximately 500 species of birds, and more than 60 species of larger mammal.

In addition to the national parks described above, Manyara Region is endowed with many other incredible tourist attractions that can offer memorable

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experience to tourists. Such attractions are:

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

## **B. Cultural Tourism**

Manyara Region provides a good opportunity for tourists to view cultural activities and artefacts carried out by the Maasai, Hadzabe, Barbaig, and Ndorobo ethnic groups. There are several groups producing traditional clothes, belts and shoes, which fetch good internal and external market. A heritage cultural centre has been established with the assistance of Norwegians at Hydrom in Mbulu District. The centre features traditional houses, a museum with traditional arts and crafts that belong to nearby ethnic groups, namely the Iraqw, Datoga, Hadzabe and Nyaturu/Nyisanzu. Each year, these ethnic groups conduct a cultural festival that comprises of traditional dances, games, barbeque, presentations etc. The centre has already been included in the northern tourist circuit.

- (i) **Hadzabe/Hadza:** The Hadza or Hadzabe are hunter-gatherers living in Mbulu District in Manyara Region. Other Hadza live around Lake Eyasi in the central Rift Valley and in the neighbouring Serengeti Plateau in northern Tanzania. The Hadza are estimated to number below 1000, and some 300 – 400 Hadza still live as hunter-gatherers just like their ancestors did for thousands or even tens of thousands of years. This group, and also the Ndorobo, are the last existing full time hunter-gatherers in Africa.
- (ii) **Ndorobo:** The Ndorobo are a small ethnic group of hunter-gatherers mostly found in Kiteto District and a few in Simanjiro District. Most of them have no permanent homes; they instead live in Baobab tree caves. However, some of those who are more advanced have small

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huts resembling those of the Maasai.

- (iii) **Barbaig:** The traditional culture of the Barbaig ethnic group is still unchanged and un-spoiled. Women dress in traditional goatskin dresses, and men walk around with spears. Visitors have an opportunity to mix freely with the Barbaig living in the Mang'ati Plains, commonly known as the Mang'ati.
- (iv) **Maasai:** The Maasai are a Nilotic ethnic group who came to Eastern Africa via South Sudan and they speak Nilo-Saharan language. They occupy large pieces of land in Manyara Region, specifically in Babati, Simanjiro and Kiteto districts. They were able to occupy such large areas of land by displacing the people who had previously lived in those areas. The Maasai are pastoralists and are famous for their frightening reputation as warriors and cattle- rustlers. Their customs and practices include age-set system of sacral organisation.

### **C. Tourism Attractions Around Babati Township**

- (i) **Sigino Crater:** Sigino Crater is located in Babati. During the days of tribe wars in the pre- colonial era, Iraqw warriors used to hide women, children and old men in this crater.
- (ii) **Tururu Water Falls:** A permanent waterfall named Tururu is found in Babati Township. The site comprises a variety of reptile species including python and Agama lizard. Tururu Waterfalls are a beautiful place for picnic and relaxation.
- (iii) **Babati Township:** Babati Township is also rich in culture. Tourism attractions such as the indigenous Gorowa culture, the grave of Chief Dodo, and that of Major Cooper and his wife at Singu Estate are among the memorable people of Babati Town due to their contributions to the citizens of this township. They were the first persons to introduce Tilapia fish in Lake Babati (1936). The Tilapia fish is now an important food product to Babati citizens, which has also contributed to employment

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opportunities to many people living around the lake. Majorie Cooper came to Babati in 1920s as a tourist accompanied by a Swedish hunter named Bro Blixen, a husband to a famous Danish lady Karen Blixen, who wrote a book titled “Out of Africa”. He became interested in investing at Sigino areas, commonly known as Singu, by opening some estates in which he settled for years, and died in 1952; his wife died in 1954. Singu Estate is very famous due to such historical background. Another famous tourist that visited and stayed at Singu Estate was Ernest Hemingway, the author of book titled “Green Hills of Africa”

## 2.8.6 Industrial Sector

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

The region is implementing the on-going campaign under the “My Region, My Industry” slogan that requires every region to establish 100 new industries by December 2018. The region has therefore set up a plan for every district council to establish at least 15 industries in order to attain the target before the end of 2018.

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

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District); (iii) Manyara Sugar Factory (sugar manufacturing company in Babati District Council); and (iv) SIERA Industry (essential oil extraction factory) in Babati District Council.

Other large-scale industries include:

- New Hanan’g Cotton Mill (a ginnery) with full infrastructure at Magugu in Babati District Council, which is expected to start production soon
- A construction factory at Mererani, Simanjiro District, which is at its last stage of construction, anticipating starting production in year 2018. The factory will be processing graphite for export and it has an installed capacity of processing 1500 tonnes of rock soil per day
- A number of clusters that were established by the Small Industry Development Organisation (SIDO) under the auspices of Swedish International Development Agency (SIDA). These are:
  - Honey in Babati District Council
  - Paddy in Magugu area, Babati District Council
  - Garlic in Mbulu District Council
  - Maize in Hanan’g District Council and Mbulu District Council
  - Sunflower in Babati Town Council and Kiteto District Council
  - Footwear and leather goods clusters distributed in almost all district councils in the region.

### **2.8.7 Mining Sector**

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

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There is no clear data in the region regarding the existing mineral deposits in terms of quantity and quality. Specific areas where mining of these stones is done are Komolo, Namalulu, Lelatema Hills, Mererani, Kaangala, Landani and Nabebera. Other places that are rich in minerals include Orgine Village in Kiteto for red granite and moonstone. Recently, gold has been discovered in other areas than those in Mbulu District.

Other important gemstones found in Mererani and nearby Lelatema Hills are Tsavorite and Tremolite. Magara escarpment is important for precious Chrysobery (*Var. Alexandrite*) mining. The mining sector is an important contributor to Manyara Region's economy.




*Salt Mining in Hanan'g*

# PRIORITY INVESTMENT OPPORTUNITIES IN MANYARA REGION

## 3.1 Regional Level Priority Investment Opportunities

Given the available raw materials together with required infrastructure for some of the opportunities, the region has identified a key investment opportunity to be recognised and implemented at the region level. The key investment opportunity for Manyara Region is production of packaging material for both primary and secondary processing industries. This regional investment opportunity has two main attributes: first is its scale and scope, which transcend beyond those of individual LGAs; second, the opportunity is large enough to serve all LGAs. More details for each opportunity are given below.

### 1. *Packaging Materials for both Primary and Secondary Processing Industries*

Overview of the Opportunity	
<p><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>▪ Establishment of one medium-size factory in Babati Town Council for the production of appropriate packaging materials for both primary and secondary processed commodities (such as horticultural crops, cereals, forestry products like honey, fish, etc.)</li> <li>▪ Almost all districts recognised that lack of packaging materials has constrained not only industrialists but also agricultural producers, particularly those who are in horticultural subsector. In view of these, the regional secretariat will champion this kind of investment and determine its location in one of the councils to serve the whole region</li> <li>▪ The target market area consists of existing and prospective SMEs as well as industries within and outside the region. As of now, there is no such kind of investment in Manyara</li> </ul>



	Region, and the demand for such packaging materials is very high. For instance, there are more than 40 small industries for edible oil currently in need of packaging materials.
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>▪ This is the major requirement for promoting value chain particularly in agricultural sector, where specific packaging materials for various agricultural produce (horticultural, cereals, milk, honey etc.) are lacking</li> <li>▪ The Government, through the Tanzania Bureau of Standards, has been urging the private sector to invest in the production of packaging materials</li> <li>▪ Packaging materials that are currently being used do not meet quality standards required by various products</li> <li>▪ Proper packaging materials will reduce post-harvest losses and elongate shelf life of some delicate produce, especially horticultural crops</li> </ul>
<b>Support available</b>	<ul style="list-style-type: none"> <li>▪ This investment is in line with National Industrialisation Policy, which among other things, promotes value addition at both primary and secondary levels</li> <li>▪ Land is available for the building packaging materials industry</li> <li>▪ Good infrastructure, which includes road networks, communication, electricity and markets.</li> </ul>

### 3.2 Council Level Priority Investment Opportunities

Priority investment opportunities at council level include: establishment of grain milling (processing, grading, packaging and branding); fish farming and fish fry hatcheries; animal feeds processing industry; solid wastes management; tourism and hospitality industry (skyline and parachuting tourism, hotels, motels, campsites, tour guide companies etc.); specialised vocational training on skills development; building commercial irrigation infrastructure; crops cultivation; cross breeding and livestock feedlot; investment in modern beehives, beekeeping and honey processing industry; paddy processing industries (sorting, grading, packaging and branding); salt industry (processing, grading, packaging and branding); horticultural processing industry (sorting, processing, grading, packaging and branding);


spices and essential oils processing plant; water bottling plant and; cement and lime stone industry. More details are as follows:

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

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Establishment of large-scale processing plant of maize and sorghum</li> <li>▪ Maize is the predominant food crop occupying 79% of the planted area in the region</li> <li>▪ Maize production per year is 16,595.6 tonnes; amount of marketed maize is 13,553 tons per year. Location of the plant is Maisaka Katani in Block YY plots given to NFRA of size 15 acres of land or 60702.8 sq.m</li> <li>▪ The trend for grain crops in the region shows that production has been increasing for the past 5 years. Average annual estimated tonnage for maize in Manyara is 440,842 tonnes</li> <li>▪ Manyara Region produces about 7500 tonnes of sorghum per annum. Apart from being utilised as food source, sorghum is also highly demanded in the brewery industry</li> <li>▪ The best infrastructure (electricity, roads, market, and transportation) for grain milling is available in Babati Town Council.</li> </ul> <p><b>Kiteto District Council</b></p> <ul style="list-style-type: none"> <li>▪ Establishing a maize processing plant at Engusero Ward (modern plant that will process and pack)</li> <li>▪ 30 acres have been set aside for building the maize processing plant</li> <li>▪ Annual maize production is 195,869 tonnes.</li> </ul> <p><b>Simanjiro District Council</b></p> <ul style="list-style-type: none"> <li>▪ Establishing maize processing plant at Langai.</li> </ul>

	<p><b>Babati District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building large-scale maize processing plant.</li> </ul> <p><b>Mbulu District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building large-scale maize processing plant</li> <li>▪ Production trend for the grain crops in Mbulu District Council for the past 5 years is 30,229 tonnes.</li> </ul> <p><b>Hanan’g District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building large-scale maize processing plant Amount of maize marketed is about 77,494.73 tonnes Land set aside for establishing maize milling factories: 3 acres at Sabasaba and 2 acres at Endagaw Village.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ Councils produce substantial amounts of maize enough to meet a bigger portion of the milling supply</li> <li>▪ The by-products from maize milling are a major raw material for production of animal feed, which is currently in high demand in the region. Babati Town Council has specifically identified animal feeds industry as priority investment.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>▪ Policy and political support at national, regional and local government levels</li> <li>▪ Good infrastructure, which includes roads networks, communication, electricity and markets.</li> </ul>


## 2. Fish Farming and Fish Fry Hatcheries<sup>6</sup>

<p><b>Overview of the Opportunity</b></p>	
<p><b>Key features</b></p> 	<p><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Babati Town Council has identified investment opportunities in fish farming - cage fishing at Lake Babati, supply of fish farming technologies at household level, investment in fish hatcheries, and fish feeds production.</li> </ul>

<sup>6</sup> Hatcheries in this guide is treated as industry

<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ Babati Town Council does not have adequate supply of fish for home consumption</li> <li>▪ Aquaculture plays a vital role as an alternative source of income for fishery communities as it contributes in reducing the pressure on Lake Babati, and is currently considered as an important sector for supporting rural economic development.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>▪ Some institutions, such as <i>Jeshi la Kujenga Taifa</i> (JKT) through ESRF training initiatives, have already begun to promote fish farming at household level</li> <li>▪ Support by National Fish Policy 2015: Government has strongly supported investment in aquaculture training, with degree programmes at Sokoine University of Agriculture and the University of Dar es Salaam, and skills training at Mbegani Fisheries Development Centre and Fisheries Education and Training Agency (FETA)</li> <li>▪ Moving the seat of the Government to the new Dodoma City will most likely increase the demand for fish.</li> </ul>

### 3. Animal Feeds Processing Industry

<p><b>Overview of the Opportunity</b></p>	
<p><b>Key features</b></p> 	<p><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Establishing animal feeds processing industry for cattle and chicken</li> <li>▪ Raw materials (originating from maize, sorghum, pigeon nuts, sunflower etc.) for cattle and chicken feeds processing industry are available</li> <li>▪ The market for animal feeds is available (about 9,000 zero grazing cattle are kept in Babati)</li> <li>▪ Animal feeds processing industry for cattle and chicken will be established in Block YY plots near the NFRA maize warehouse. The number of chickens available is 29,185 according to data provided in March 2018, and the number of</li> </ul>

	available zero grazing cattle is 9,875 herds out of 22,987 being data on number of zero grazing cattle.
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>▪ The industry is still underdeveloped. There is high demand for both cattle and chicken feeds</li> <li>▪ It will promote incomes for both cattle and chicken keepers and all people involved in the value chain</li> <li>▪ The councils produce some if not most of the raw materials for feed industries. Such raw materials are maize bran, which is the product of maize milling</li> <li>▪ Establishment of animal feeds processing industry is expected to promote further production of maize and related products.</li> </ul>
<b>Support available</b>	<ul style="list-style-type: none"> <li>▪ National Livestock Policy (2006) supports animal feeds processing</li> <li>▪ Existence of Tanzania Animal Feeds Manufacturers Association (TAFMA), which provides a common forum for all animal feed manufacturers in Tanzania.</li> </ul>

#### 4. Solid Wastes Management

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Solid wastes management by building a solid wastes recycling plant</li> <li>▪ Land for building the proposed plant is available at Sigino dump with land size of 275,477 sq.m, where only 59,472 sq.m has been utilised.</li> <li>▪ The amount of solid wastes generated per day is about 63.825 tonnes on average.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>▪ Babati Town Council is growing and the economic activities are expanding, and so is the production of solid wastes</li> <li>▪ Already, as of now, the council is generating a lot of solid wastes.</li> </ul>

## Support available

- Policy and political support at national, regional and local government levels
- FYDP II emphasises on human development, including urban planning and human settlements
- Policy supports collection, compressing and recycling of solid wastes.

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

### Overview of the Opportunity

#### Key features



#### Babati Town Council

- Construction of tourist hotels along Lake Babati, motels and tented camps along Tururu Water Falls
- Land is already set aside for this purpose
- There is also an opportunity to establish tour guide companies.

#### Kiteto District Council

- Construction of hotels at Partimbo, where 30 acres of land has been set aside for this purpose.

#### Mbulu Town Council


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

#### Hanang' District Council

- Investing in tourist hotels: about 2 acres of land has been set aside for this purpose
- Establishing tented camps for tourists. The council has a number of tourist attractions such as Mount Hanan'g, cultural tourism, hot springs, among others.


<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ The hotel will boost tourism especially for tourists who will like to visit Babati and neighbouring councils</li> <li>▪ Availability of untapped tourism attractions in the councils such as Mbulu Town Council, including rift valley scenery, diversity of cultures, waterfalls, natural resources (forest), etc.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>▪ Support by the Five-Year Development Plan II (FYDP II) emphasises all investments that enhance human development, which are accommodation and hospitality services</li> <li>▪ The Council has good infrastructure, which includes roads, electricity, communication and markets.</li> </ul>

## 6. *Specialised Vocational Training on Skills Development*

<p><b>Overview of the Opportunity</b></p>	
<p><b>Key features</b></p> 	<ul style="list-style-type: none"> <li>▪ The current vocational training institutions do not provide skills needed for promoting value chain in agriculture (horticulture, livestock, dairy, etc.), especially post-harvest management including primary and secondary processing (sorting, grading and packaging of crops, value addition of grain leather)</li> <li>▪ The region's economic transformation agenda calls for skills development in a number of areas that would support productivity and quality of outputs in the following sectors: value addition for agricultural crops, leather industries and leather related value addition, construction technicians, production and marketing entrepreneurship, sorting, grading, packaging and branding of products, and hospitality industry, among others</li> <li>▪ Investors are welcome to build vocational education training institutes for developing skills mentioned above</li> <li>▪ The nature of training should be flexible enough to accommodate very short training that may provide skills needed by farmers and other micro and small enterprises</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 Manyara Region and its sub-national level governments call for investment in building a skills development training institute. To support the establishment of such institutions, the Government has established a fund whose sources include skills development levy paid by all employers. This is supported by Education and Training Policy 2014</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 small-scale manufacturing industries.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>▪ Technical and Vocational Education and Training Development Programme (TVETDP)</li> <li>▪ Supportive institutions are College of Engineering and Technology (CoET) Founded in 2001 through the transformation and integration of the Institute of Production Innovation (IPI) with the existing Faculty of Engineering (FoE) at the College of Engineering and Technology (CoET)</li> <li>▪ SIDO supports business development services (technical training courses, and business management and entrepreneurship training, among others), technology development services (product and technology development, including the development and support of design skills, and the application of new technologies), among others.</li> </ul>

## 7. Sunflower Processing Industry

<p><b>Overview of the Opportunity</b></p>	
<p><b>Key features</b></p> 	<p><b>Kiteto District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building sunflower processing plant at Kibaya Town to produce double refined edible oil</li> <li>▪ Sunflower constitutes about 33% of planted area in the region</li> <li>▪ On average, about 37,397 tonnes of sunflower are produced annually in the region</li> </ul>



	<ul style="list-style-type: none"> <li>Four (4) acres of land has been set aside for the construction of the processing plant.</li> </ul> <p><b>Mbulu District Council</b></p> <ul style="list-style-type: none"> <li>Establishing a sunflower processing plant to produce double refined oil. An investor may enter into farming contract with local farmers.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>It will add to the supply of edible oil thus meeting the demand in Tanzania</li> <li>It will promote production of sunflower and promote value chain.</li> </ul>
<b>Support available</b>	<ul style="list-style-type: none"> <li>FYDP II, Agricultural Policy and Agricultural Sector Development Strategy and Programme 2017-2022 (ASDP II) promote edible oil production</li> <li>Good infrastructure, which includes roads networks, communication, electricity and markets.</li> </ul>

## 8. Building Commercial Irrigation Infrastructure

<b>Overview of the Opportunity</b>	
<p><b>Key features</b></p> 	<p><b>Kiteto District Council</b></p> <ul style="list-style-type: none"> <li>Building commercial irrigation infrastructure including dams targeting horticultural crops at Ngipa Village. The current annual production of horticultural crops is 1,956 tonnes</li> <li>Public-private community partnership (PPCP) is expected</li> <li>Detailed feasibility study has been done, and environmental impact assessment and technical drawing have also been done.</li> </ul> <p><b>Simanjiro District Council</b></p> <ul style="list-style-type: none"> <li>Building commercial irrigation infrastructure for paddy and other horticultural crops irrigation scheme at Ngage and Lemkuna.</li> </ul> <p><b>Mbulu Town Council</b></p> <ul style="list-style-type: none"> <li>Building commercial irrigation infrastructure (water harvesting) in Tlawi Ward targeting horticultural crops such as garlic, onions, peas, tomatoes, carrots, lemons, apples, etc.</li> </ul>


	<ul style="list-style-type: none"> <li>▪ Potential area for irrigation is 300 hectares but only 36 hectares are currently under irrigation.</li> </ul> <p><b>Mbulu District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building irrigation infrastructure in selected schemes. Garlic is mainly produced in the Bashay Valley in Mbulu District. The valley has some 2,500 ha of land suitable for garlic production. Out of this only 1,200 ha are currently being utilised, given available irrigation infrastructure. Garlic production is mainly dependent on River Mangisa, which is the main source of irrigation water in the area.</li> </ul> <p><b>Hanan’g District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building commercial irrigation infrastructure targeting horticultural infrastructure</li> <li>▪ Garlic is produced at Endagaw Ward on some 640 ha. There is untapped potential of 1,200 ha. Agricultural production in the area is supported by 5 canals out of which only 3 are currently functional</li> <li>▪ Investment through public-private community partnership (PPCP) is expected.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ The partnership between the Government, the community and the private sector provides a sustainable inclusive model that is suitable for accelerating social and economic development</li> <li>▪ Irrigation can improve incomes and food security if farmers can access markets for inputs and produce, food pricing systems reflect real costs of production, and farmers diversify beyond staple cereals</li> <li>▪ Manyara is the same arid area but there are untapped irrigation potentials in the areas: high water table, and water harvesting during rainy seasons</li> <li>▪ Drip irrigation technology is available and using very little water to irrigate several acres</li> <li>▪ To increase the number of farming seasons in order to increase supply of agricultural produces for both direct consumption and for processing</li> </ul>

	<ul style="list-style-type: none"> <li>Water harvest technologies are available, making it easier to collect and distribute water for irrigation purposes.</li> </ul>
<b>Support available</b>	<ul style="list-style-type: none"> <li>Irrigation is important in Tanzania to deal with erratic rainfall, especially in the context of climate change. In this regard the Government, through ASDP II, the National Irrigation Policy of 2009 and the National Irrigation Act 2013 support irrigation development. Further recognising the importance of irrigation farming, the Government has set up the National Irrigation Commission (NIC) to deliver the irrigation potential, including promotion of private sector investment in irrigation</li> <li>Good infrastructure, which includes roads networks, communication, electricity and markets.</li> </ul>

## 9. Crops Cultivation

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

## 10. Cross Breeding and Livestock Feedlot

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Kiteto District Council</b></p> <ul style="list-style-type: none"> <li>An investor is invited to invest in feedlot (ranch). This will involve cross breeding, artificial insemination, buying cattle and fattening them, pasture production, and conducting animal clinics. These services will also be provided to the neighbouring community involved in animal keeping</li> <li>Investment will be through joint ventures with identified local investors, including Mr. Edward Oitesoj) at Partimbo Ward</li> <li>A large-scale meat processing plant is expected to be established in Dodoma Region; therefore an investor is assured of the market.</li> </ul> <p><b>Babati District Council</b></p> <ul style="list-style-type: none"> <li>An investor is invited to invest in cattle fattening and animal clinic.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>This supports meat processing industry as one of the major inputs</li> <li>It creates a market for livestock in the area</li> <li>It also contributes to value addition of beef cattle fattening</li> <li>It will provide clinical services for livestock in the area and indirectly contribute to supply of quality hides.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>It is supported by Tanzania Livestock Modernisation Initiative 2015</li> <li>It is also supported by the National Livestock Policy (2006) and the Agricultural Sector Development Strategy and Programme 2017-2022 (ASDP II).</li> </ul>


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

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Kiteto District Council</b></p> <ul style="list-style-type: none"> <li>▪ Investment in beekeeping and making modern beehives for both investor's own honey production and for selling the beehives to individuals in the community</li> <li>▪ Current production of honey is 132.6 tonnes. Establishment of a processing plant will promote more investment in the production of honey</li> <li>▪ Fifteen (15) acres of land has been allocated for construction of the processing plant.</li> </ul> <p><b>Simanjiro District Council</b></p> <ul style="list-style-type: none"> <li>▪ Building honey processing plant.</li> </ul> <p><b>Babati District Council</b></p> <ul style="list-style-type: none"> <li>▪ Investment in beekeeping and making modern beehives for investor's own honey production as well as for selling the beehives to individuals in the community.</li> </ul>
<p><b>Key investment rationale</b></p>	<ul style="list-style-type: none"> <li>▪ Kiteto, Babati and Simanjiro district councils have forest conducive for honey production</li> <li>▪ Current producers use traditional beehives whose production is very low</li> <li>▪ Such investment is in line with FDYP II, which has identified value addition of forestry products as strategic investment.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>▪ The council will promote the establishment of a vocational training institute focusing on value addition of honey, among others</li> <li>▪ Manyara Region is also attracting investment for producing packaging materials that will meet the specific requirements of honey production and related products.</li> </ul>

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

Overview of the Opportunity	
<b>Key features</b> 	<b>Simanjiro District Council</b> <ul style="list-style-type: none"> <li>Building a paddy processing plant that will process paddy into rice, sort, grade, package and brand rice at Lemkuna at Nyumba ya Mungu Dam.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>Rice is the second most important food and cash crop in Tanzania</li> <li>Manufacturing is aligned with Government's Five-Year Development Plan – II (FYDP – II), which promotes industrialisation.</li> </ul>
<b>Support available</b>	<ul style="list-style-type: none"> <li>There is a warehouse constructed by Agricultural Marketing Co-operative Society (AMCOS) to store rice and other cereals</li> <li>It is supported by the National Agricultural Policy; Agricultural Sector Development Strategy and Programme 2017-2022 (ASDP II) and Tanzania Agriculture and Food Security Investment Plan, among others.</li> </ul>

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

Overview of the Opportunity	
<b>Key features</b> 	<b>Hanang' District Council</b> <ul style="list-style-type: none"> <li>Construction of a processing plant at Gendabi to process, pack and brand salt</li> <li>Fifty (50) acres have been set aside for this purpose</li> <li>About 100,000 tonnes of salt is available per year.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>Salt industry, like all other industries, will generate employment to the people of Manyara Region.</li> </ul>

### Support available

- There is national, regional and local government support for this type of industry
- Good infrastructure, including roads networks, communication, electricity and markets
- There is demand for processed salt in the district, region and outside the region.

## 14. Horticultural Processing Industry (Sorting, Processing, Grading, Packaging and Branding)

### Overview of the Opportunity

#### Key features



#### Babati District Council

- Building onion processing plant.

#### Mbulu Town Council

- Building processing plants targeting horticultural crops such as; garlic, onions, peas, tomatoes, carrots, lemons, apples, avocados, plumes, etc.
- Eighty-four (84 ha) have been set aside at Mamaisala in Mbulu Town Council for industries, including one for processing horticultural products.

#### Mbulu District Council

- Building a garlic processing plant.


#### Key investment rationale

- Absence of processing industry discourages farmers from increasing output and hence lowering their incomes
- It is seen as a major avenue for reducing post-harvest loses along with provision of employment to the residents, mainly the youths in the districts

#### Support available

- The districts authorities have shown commitment to provide a conducive environment for investment, including allocation of land needed for construction
- Policy and political support at national, regional and local levels.

## 15. Spices and Essential Oils Processing Plant

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


## 16. Water Bottling Plant

Overview of the Opportunity	
<p><b>Key features</b></p> 	<p><b>Mbulu Town Council</b></p> <ul style="list-style-type: none"> <li>An investor is invited to establish a water bottling plant using Haynu (Hayuno) Waterfalls</li> <li>Waterfalls in Mbulu Town Council provide an investment opportunity for a water bottling plant. The waterfalls are natural and flow out throughout the year</li> </ul>



	<ul style="list-style-type: none"> <li>The bottled drinking water will be sold into local shops, restaurants and hotels, as well as in big cities while targeting tourists and neighbouring regions.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>There is no water bottling plant in Manyara Region, hence relies on water produced in other regions</li> <li>Water bottling ensures bacteriological quality of drinking water.</li> </ul>
<b>Support available</b>	<ul style="list-style-type: none"> <li>Support by National Water Policy 2002</li> <li>Districts authorities have shown commitment to provide conducive environment for investment, including allocation of land needed for construction of a water bottling plant</li> <li>Policy and political support at national, regional and local levels</li> </ul>

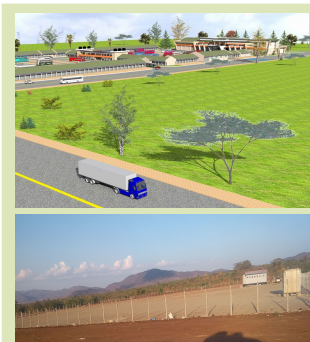
## 17. Cement and Lime Stone Industry

Overview of the Opportunity	
<b>Key features</b> 	<b>Hanan'g District Council</b> <ul style="list-style-type: none"> <li>Construction of a cement factory at Mogitu</li> <li>There are 370 acres of limestone in Hanan'g District</li> <li>The Council has set aside land (200 acres) for construction of the factory 20-30 km from raw materials</li> <li>Limestone (72%-76%), sandstone (8%-12%) and plenty amount of pumice (2%-4%) are available in Hanan'g District</li> <li>Clay (6%-10%) will be brought locally from Singida and Dodoma regions while gypsum (4%-5%) will be obtained from Manyoni and Mpwapwa districts in Dodoma Region.</li> </ul>
<b>Key investment rationale</b>	<ul style="list-style-type: none"> <li>Construction industry will benefit from getting such building materials from within the region and therefore lowering their cost of raw materials</li> </ul>

	<ul style="list-style-type: none"> <li>▪ Raw materials required for cement and lime stone industry are available</li> <li>▪ Cement and lime stone industries, like all other industries will generate employment to the people of the region</li> <li>▪ Cement and lime stone production will reduce consumer prices and promote construction of modern houses.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>▪ Land for construction is available and raw materials are available</li> <li>▪ Good infrastructure: roads networks, communication, electricity and markets</li> <li>▪ There is demand for cement and lime products in the district and in the region.</li> </ul>

## 18. Land Development

Overview of the Opportunity	
<p><b>Key features</b></p>  <p>The top image is a map titled 'BABATI MASTER PLAN: 2017 -2037 FINAL REPORT' from the Ministry of Lands, Housing and Human Settlements Development, Tanzania. The middle image shows a modern, multi-story commercial or industrial building. The bottom image shows an industrial facility with several large trucks parked in front of a long building.</p>	<p><b>Babati Town Council</b></p> <ul style="list-style-type: none"> <li>▪ Real estate development in satellite cities of Maisaka Katani, Sigino, and Bonga</li> <li>▪ There are 12,421 surveyed plots at Maisaka Katani for urban construction of residential, commercial, and industrial buildings, as well as construction of residential-cum-commercial buildings</li> <li>▪ The Council has set aside land (388,625.9 sq.m or 96 acres at Block YY) for industrial development</li> <li>▪ Land proposed for establishing a small dairy processing plant given their strategic location at Maisaka Katani industrial area, which has a total of 388,625.9 sq.m for industrial purpose</li> <li>▪ Currently there are 2 small dairy processing plants at Halla and at Mshikamano Mrara</li> <li>▪ Location and land size available for a packaging materials industry in Babati Town Council is in Maisaka Katani industrial area identified for cluster activities: Block YY plots 328 (8,345.8 sq m), 329 (6,981.7sqm), 330 (6,842.5sqm), 331 (7,471.4sqm) and 332 (11,780.5sqm) having a total of 41,421.9 sq.m or 10.2 acres</li> </ul>



- Maize production per year is 16,595.6 tonnes; amount of marketed maize is 13,553 tonnes per year. Location of the plant is Maisaka Katani in Block YY plots given to NFRA of size 15 acres of land or 60702.8 sq.m
- Animal feeds processing plant for cattle and chicken will be established in the same Block YY plots near NFRA maize warehouse.
- Solid wastes recycling plant will be built at Sigino dump with land size 275,477 sq.m, where 59,472 sq.m is already been utilised.

**Key investment rationale**

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

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

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

	<p>in the inner-city and creation of three satellite towns along the Dodoma-Babati road, Babati-Arusha road and Babati-Singida road</p> <ul style="list-style-type: none"> <li>○ To foster economic growth and employment through industrial development in the designated zone</li> <li>○ To reduce underutilisation of valuable land in the central business district (CBD) by infill development and encouraging densification and compact development of settlements by encouraging vertical settlement growth</li> <li>○ To promote environmental conservation of all environmental sensitive areas like wetlands, lakeshores, forests, water catchment areas and valleys</li> <li>○ To curb the rapid increase of informal settlements through timely planning and surveying undeveloped land in peri-urban areas and zone areas occupied by informal settlements</li> <li>○ To attract investments within Babati Town through identification of potentials for local, regional, national and international investments.</li> </ul>
<p><b>Support available</b></p>	<ul style="list-style-type: none"> <li>▪ The Master Plan (2017 – 2037) document that specify land use for urban development</li> <li>▪ The Town Strategic Plan document that itemise strategic issues in the Master Plan</li> <li>▪ Babati Town Council Authority that is ready to collaborate with all stakeholders, especially private partners to collaborate with public sectors through PPP investment policy.</li> </ul>

## **FACILITATION, PROCESSES, REQUIREMENTS AND INCENTIVES**

This part contains a summary of facilitation, processes, requirements, and incentives for investment in Tanzania and, specifically, in Manyara Region.

### **4.1 Supportive Policies and Legal Environment**

The key investment policies, laws, strategies, plans and programmes that are promoting investment in Manyara Region are presented below.

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

##### **A. Key policies**

Policies to guide investment promotion and interventions in Manyara Region's relevant areas are: National Investment Promotion Policy (1996); National Agricultural Policy (2013); National Livestock Policy (2006); Sustainable Industrial Development Policy (SIDP) (1996-2020); National Trade Policy for Competitive Economy and Export-led Growth (2003); National 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 Manyara Region Authority Development Plans, as well as the political will of the region to attract investors.

##### **B. Key laws**

The major laws and regulations that guide investment promotion and activities in Manyara Region are: Tanzania Investment Act (1997); Tanzania Revenue Authority Act (2006); Land Act (1999); Village Land Act (1999); Mining

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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 Manyara Region bylaws.

#### **4.1.2 Strategies, Plans, and Programmes**

The key strategies, plans and programmes are: Annual Regional Plans and Annual Reports; PO-RALG Reports; District Development Plans; Five-Year Development Plan (FYDP II); Agricultural Sector Development Strategy and Programme 2017-2022 (ASDP II); Livestock Sector Development Programme (2011); Ministry of Industry Trade and Investment's Reports; and Integrated Industrial Development Strategy (IIDS 2025). Others are the National Rice Development Strategy; Tanzania Agriculture and Food Security Investment Plan; and Agricultural Growth Corridor in Tanzania.

With the above policies, regulatory frameworks, strategies and plans, the investment climate in Manyara Region is supported by sound frameworks offering 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 Manyara Region is determined to do that, and to ensure speedy implementation of prioritised investment opportunities, as well as to put in place a climate conducive to investment in the region.

#### **4.1.3 Investment Options: Private, PPP, PPCP, and Joint ventures**

Investment options available in Tanzania include individual private sector investments, public private partnerships, public private Community Partnerships and Joint Ventures.

##### **A. Public-Private Partnerships**

The Government recognises the role of the private sector in bringing

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about socio-economic development through investments. Public-Private Partnership (PPP) frameworks provide an important instrument for attracting investments. Indeed, Public-Private Partnerships (PPPs) have been identified as viable means to effectively address constraints of financing, management and maintenance of public goods and services.

The public sector, through public-private partnerships, is encouraged to maximise synergies between the public and private sectors in mobilising and deploying resources. The PPP approach has been widely used in other countries to finance infrastructure and other long-term investment projects. 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 the PPP Regulations (2011) give 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 noteworthy 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 Partnerships**

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, which both the public (particularly Local Government Authorities) and the private sectors are interested in investing in.

## **C. Joint ventures**

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

## **4.2 Facilitation**

Manyara Region and Central Government have set and are striving to improve the investment climate in order to entice and facilitate investment in the region, and to ensure speedy decision making. The region has the obligation of interpreting and adapting these processes, requirements and incentives for investment so as to fit the region's investment profile and priorities. 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 in Tanzania. The centre is a focal point for all investors, and performs all liaison work for the investor, from enquires right up to project start up. The minimum investment capital threshold for an enterprise to qualify for registration under the centre is not less than US\$ 500,000 if foreign or joint venture owned and US\$ 100,000 for domestic investors. Under the one-stop facility, TIC assists all investors to



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obtain permits, licences, approvals, authorisation etc. required by other laws to set up and operate investment in Tanzania.

***TIC contacts are:***

Head Quarters: Executive Director, Tanzania Investment Centre, Plot no; 9A&B, Shaaban Robert Street, P.O Box 938, Dar-Es-Salaam, Tanzania, Tel: 255 22 2113365/116328-32 Fax: 255 22 2118253, Email: [information@tic.go.tz](mailto:information@tic.go.tz)

There is a functioning regional level Investment Facilitation Committee and a Special Investment Facilitation Desk. These institutional investment arrangements are cascaded to district level.

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

The main institutions dealing with investment issues in Manyara Region and Tanzania at large are: Tanzania Investment Centre (Email: [information@tic.co.tz](mailto:information@tic.co.tz)), Business Registration and Licensing Agency (BRELA), Tanzania Revenue Authority (TRA), Tanzania Electric Supply Company (TANESCO), Tanzania Bureau of Standards (TBS), Ministry of Industry, Trade and Investment (MITI), Tanzania Food and Drugs Agency (TFDA), water supply companies in respective regions, authorities in respective districts (on land issues), Ministry of Water and Irrigation (MWI), Ministry of Agriculture (MA) and Ministry of Livestock and Fisheries (MLF).

#### **4.2.3 Registration**

The registration of an investment can be undertaken at the local BRELA and district, regional or national Tanzania Investment Centre, and requires the following documentation: (i) Memorandum and Articles of Association; (ii) Certificate of Registration or Certificate of Incorporation; (iii) Investment Feasibility Study; (iv) Certificate of Incentives in the case of projects approved by TIC; (v) Partnership Agreement (deed), in the case of a partnership; (vi) Lease Agreement; (vii) Business Enquiry Forms; (viii) IT 21 forms for companies and IT 20 forms for individuals; and (viii) Company and Operators' Certification

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of Registration for Tax Payer Identification Number (TIN).

#### **4.2.4 Taxes**

The taxes involved in investment projects in Manyara Region are various and include:

##### **a) Corporate Tax**

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

The country has put down some tax incentives to try and woo investors. These include East African Community Common External Tariff (CCET), which applies to all imported goods into the EAC region with three rates of 0%, 10% and 25% depending on the type of goods: harmonised EAC Tariffs of zero rates for import of raw materials, capital goods, replacement parts, inputs for agriculture, animal husbandry, fishing, livestock and pharmaceutical medicaments.

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

##### **b) Personal Income Taxes**

Residents are subjected to personal income tax where total income exceeds Tsh. 2,040,000/- per annual. Income of a non-resident employee

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of a resident employer is subject to withholding tax of 15%. The total income of a non-resident individual is chargeable at the rate of 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% of the gross wage. Exempted employers from SDL include diplomatic missions, registered education institutions, charitable organisations, farm employment, and foreign institutions dealing with technical assistance, and the United Nation and its organisations/agencies.

### **c) Withholding Taxes**

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

### **d) Value Added Tax (VAT)**

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

Under VAT, incentives include zero rate for all exports, VAT deferment on plant and machinery, VAT exemption of imported plant and machinery by local manufacturers and processors of vegetable oils, textiles, pharmaceuticals, and skins and leather manufactured in Tanzania Mainland.

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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 Saturday, Sunday or public holiday the VAT return shall be lodged on the first working day following Saturday, Sunday or 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. Exempted supplies and imports are provided in the schedule to the VAT Act, Cap 148 r/w Finance Act 2017.

### **4.3 Incentives**

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

Fiscal incentives under TIC include 100% import duty exemption on capital goods, and 75% import duty exemption on deemed capital goods [with regard to deemed capital goods, the investor shall pay 25% of import duty due]. Deemed capital goods that are eligible for exemption are specified depending on the project sector. Additional fiscal incentives may be granted to investments that meet strategic investor status provided for under Section 20 of the TIA, 1997.

Non-fiscal incentives include five automatic immigrant quota granted to the project during its implementation period whereby additional quota may be granted based on project size, technology or any other agreements with the Government.

EPZA also provides incentive packages according to Export Processing Zones Act No. 11 of 2002. Investments in Tanzania are guaranteed against nationalisation and expropriation. Tanzania is a member of both the International Centre for Settlement of Investment Disputes (ICSID) and Multilateral Investment Guarantee Agency (MIGA).

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**Please Note:** Information on Taxes and Investment incentives explained above are subject to periodic changes as the Government keeps on improving conditions for doing business 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 information 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 lands, general lands and reserve lands.

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

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

Manyara Region has taken initiatives to set aside land for investment in every district, and to facilitate its availability when needed so as to suit special requirements of investors.

### 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*

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*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 clientele operating in Tanzania: local private banks, regional banks, international banks and multinational 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 achieving a more affluent lifestyle in which traditional depository, credit, insurance, and investment products play an important role. The growth of this middle class is expanding national demand for financial services from established providers, and could represent a new opportunity for financial services companies looking for growth.

Currently, there is a positive trend in lending to SMEs, thereby 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**

Access to skilled labour is still limited but the region is currently served by neighbouring regions of Arusha, Dodoma and Kilimanjaro. A priority investment opportunity lies in training institutions at all levels (artisan, technical and tertiary level). Investors are invited to invest in skill development facilities.

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

Manyara Region plans to stimulate its industrial and economic development base through attracting additional private and public-private partnerships investments in order to increase its value addition in key sectors like

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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 the 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 the products.

However, for the private sector to play its role effectively, Manyara Region's authorities will create an enabling environment through provision of prerequisite infrastructure, incentives, formulation/review and enforcement of investment friendly policies, regulations, and procedures. Regional authorities will promote Public-Private Partnerships (PPPs) and Public-Private-Community Partnerships (PPCPs), and also facilitate joint ventures between potential investors and local private investors. These ventures 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 enabled to thrive and be competitive by facilitating access to affordable input and output factors nationally and internationally.

## PART FIVE

# KEY CONTACTS IN MANYARA REGION

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

## 5.1 Key Websites

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

## 5.2 Key Contacts

### 5.2.1 Regional Commissioner's Office

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



## 5.2.2 Town Councils

LGA	Town Director		E-mail
	Post Office Box	Telephone/Mobile Phone	
Babati Town Council	383 Babati <b>Manyara</b>	+255-027-2510065 +255 684127939 /0622410	<a href="mailto:td@babatitc.go.tz">td@babatitc.go.tz</a>
Mbulu Town Council	164 Mbulu <b>Manyara</b>	+255 272 2533331	<a href="mailto:td@mbulutc.go.tz">td@mbulutc.go.tz</a>

## 5.2.3 District Councils

LGA	District Executive Director		E-mail
	Post Office Box	Telephone/Mobile Phone	
Babati District Council	400 Babati <b>Manyara</b>	+255 27-2531011 +255620444641 +255 75486577	<a href="mailto:info@babatidc.go.tz">info@babatidc.go.tz</a> <a href="mailto:ded@babatidc.go.tz">ded@babatidc.go.tz</a>
Hanan'g District Council	02 Katesh-Hanan'g <b>Manyara</b>	+255 27-2530022/42 +255 784227069	<a href="mailto:ded@hanangdc.go.tz">ded@hanangdc.go.tz</a>
Mbulu District Council	74 Mbulu <b>Manyara</b>	+255 746111000 +255783401712	<a href="mailto:md@mbuludc.go.tz">md@mbuludc.go.tz</a>
Kiteto District Council	98 Kibaya-Kiteto <b>Manyara</b>	+255 027-2552099 +255 027 2552000 Fax: +255 027 2552020	<a href="mailto:ded@kitetodc.go.tz">ded@kitetodc.go.tz</a>
	James G. Paul	Cell +255 759 470 547 Cell: +255 673647072	<a href="mailto:mipamngpkitetodc.go.tz">mipamngpkitetodc.go.tz</a>
Simanjiro District Council	9596, Orkesumet, Simanjiro <b>Manyara</b>	+255 27-2552225 +255-758350936	<a href="mailto:ded@simanjirodc.go.tz">ded@simanjirodc.go.tz</a>











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

Manyara Regional Commissioner's Office  
P.O. Box 310, Babati.  
[www.manyara.go.tz](http://www.manyara.go.tz)

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