

Expanding the Pipeline in Moshi, Tanzania

Results summary

Over the course of a 39-month programme, Hand in Hand in partnership with the Hilti Foundation supported 4,171 entrepreneurs in some of Tanzania's most disadvantaged rural communities to launch and grow 3,163 sustainable, climate resilient agri-businesses, creating 3,799 jobs.



91%

of businesses still operational at the end of Hand in Hand's project



69%

income uplift



62%

of women have the power to make decisions about the things that affect their lives



44%

of project members are financially resilient

Problem

In Africa, one in four women is an entrepreneur, yet they face significant barriers to participating in the economy as equals. In Tanzania, women agri-entrepreneurs are particularly disadvantaged, and often excluded from larger and more profitable value chains. They typically produce in smaller volumes, forcing them to sell through costly middlemen, which reduces their profits.

Financial exclusion is another major issue. Even when women have bank accounts, they struggle to access credit because they rarely hold assets in their name, leaving them without sufficient collateral. This contributes to a global \$1.7 trillion gap between the capital women need and what they actually receive. Closing this credit gap is crucial, as it could potentially add \$6 trillion to the global GDP, according to the World Bank.

The digital divide exacerbates these challenges. Despite Tanzania's growing e-commerce sector, many women entrepreneurs lack internet access and digital training, preventing them from capitalizing on online opportunities.

Objectives

Following our well-proven four-step model, Hand in Hand aimed to train 3,307 participants, supporting the creation of 1,744 enterprises, and 2,463 jobs. We aimed to boost:

- incomes
- sustainability: enterprise survival rates
- financial resilience: participants with the capacity to deal with a financial shock without borrowing money or selling assets
- women's bargaining power: women participating in household decision-making

Our solution

The project aimed to tackle economic inequalities in the Moshi region of Tanzania. “Project 2: Expanding the Pipeline” empowered women entrepreneurs by increasing their income and their control over how family income was invested and spent. To achieve this, we accounted for the different barriers women and men faced at all stages of the project, including budgeting and expertise to address them.

The project highlighted opportunities in three priority value chains: dairy cow, poultry, and banana. These value chains were selected in line with the Tanzanian government’s priority value chains for each agro-ecological zone in Tanzania.

By offering tailored training and skill development, the project intended to give participants the tools to start and manage their own businesses. This was achieved through Hand in Hand’s proven ‘acceleration’ model, which provided:

- **self-help groups:** first, we created self-help groups that supported each other, saved together, and learned together. Time and again, they went on to launch businesses together, too. Nine out of ten of our members were women. The rest were their husbands, brothers, or fathers - allies in the fight to empower women entrepreneurs, be it by temperament or training. All 20 or so Self-Help Group members in each group contributed to group savings funds at every bi-weekly meeting.
- **business training:** once a Self-Help Group was stable, we trained members in business skills like bookkeeping, development, and marketing. Vocational training, such as poultry farming or tailoring, was also offered. Illiterate members were taught using pictures, parables, and songs.
- **access to credit:** Group savings funds financed most new businesses. For larger needs, members were trained in credit management and offered microloans of around \$200, funded by us or partners. With self-help groups as guarantors, repayment rates exceeded 99 percent.
- **links to larger markets:** Hand in Hand helped members’ businesses thrive by linking them to larger markets and value chains, organizing them into producer groups and Community-Based Organizations (CBOs) for effectiveness and economies of scale. This support ensured their businesses remained sustainable long-term.

To ensure gender equity, data was disaggregated by sex during the needs assessment, trainers were trained to adapt to the differing needs of men and women, and women were ensured equitable access to services and resources. Changes in women's participation in household investment decisions and their ability to increase and retain income were monitored throughout the project.

Results



Enterprise survival rate

- 91% of businesses still operating at the end of Hand in Hand's projects.



Income

- The overall average monthly net enterprise income is 227,895 TZS (\$271 PPP). This is an increase of 69% since baseline when the average monthly net enterprise income was 135,131 TZS (\$166 PPP).
 - The average monthly net enterprise income for women is 181,123 TZS (\$216 PPP). This is an increase of 61% since baseline when the average monthly net enterprise income was 112,787 TZS (\$139 PPP).
 - The average monthly net enterprise income for men is 466,952 TZS (\$556 PPP). This is an increase of 51% since the baseline when the average monthly net enterprise income was 308,131 TZS (\$377).
- 76% of participants have daily net enterprise income above \$2.15 PPP, including 72% of women and 97% of men.
 - This is an increase of 28 percentage points since baseline overall, when 48% of members had daily net enterprise income above \$2.15 PPP.
- Additionally, 56% of participants have a daily net income above \$3.65 PPP, including 51% of women and 86% of men.
 - This is an increase of 22 percentage points since baseline overall, when 34% of members had daily net enterprise income above \$3.65 PPP.



Women's decision making

- Women's decision making 62% of women are able to make decisions about the things that affect their lives, such as healthcare, visiting friends and family, and household purchases, up from 42% at baseline.



Financial resilience

- 44% of participants said they could raise emergency funds within 30 days without borrowing money or selling assets, including 40% of women and 62% of men.
- This is 20 percentage points higher than the baseline, where 24% of participants reported being financially resilient.

For more information

Or to talk to our monitoring, evaluation and learning team in more detail about our impact and evidence, please contact admin@handinhandinternational.org or call us on +44 (0)20 7514 5091.

Hand in Hand International, Caparo House, 101-103 Baker Street, London, W1U 6LN, United Kingdom

Handinhandinternational.org

Hand In Hand is a registered charity in England and Wales no. 1113868.