

## what is SAGCOT?

The Southern Agricultural Growth Corridor of Tanzania (SAGCOT) is a public-private partnership that seeks to develop the agricultural sector of Tanzania by fostering responsible agribusiness investments in the country's southern corridor. The SAGCOT Centre Ltd works as a broker and catalyst of partnerships among registered partner organizations to incubate initiatives around inclusive, sustainable, and viable agricultural value chains.

By 2030, SAGCOT partners seek to bring 350,000 hectares of land into profitable production, transition 100,000 small-scale farmers into commercial farming, create 420,000 new employment opportunities, lift 2 million people out of poverty, and generate \$1.2 billion in annual farming revenue.

*"We are committed to commercialise agriculture whilst creating income opportunities for smallholder farmers and properly manage our natural resources. As a government we are inviting investment partners under the SAGCOT initiative who are committed to our inclusive and sustainable investment principles" - Hon. Christopher Chiza, Tanzanian Minister for Agriculture, Food Security and Cooperatives<sup>1</sup>*

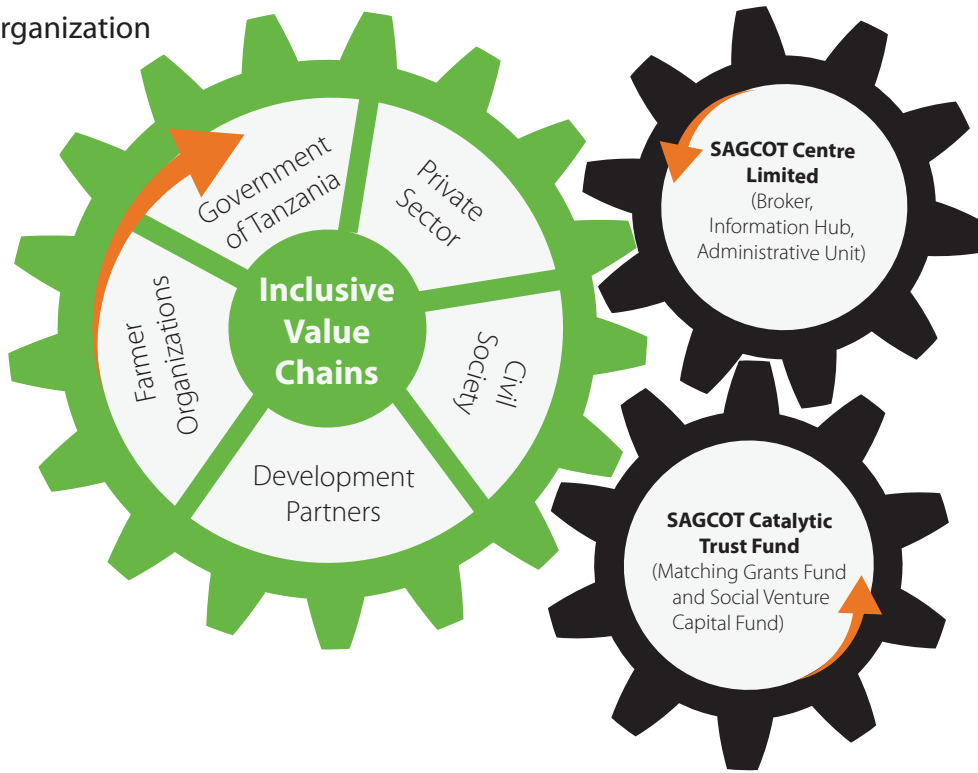


## SAGCOT organization

SAGCOT is made up of registered partner organizations from across government agencies, private sector companies, development organizations, research institutions, foundations, civil society and farmer groups. Our partners have a breadth of expertise across the entire agricultural value chain, and bring a range of experiences in research, technology, finance, and business.

<sup>1</sup>'SAGCOT founding partners Unilever and Government of Tanzania sign agreement to increase tea exports by EUR 70 million', August 2013, <http://www.sagcot.com/newsdetails/article//sagcot-founding-partners-unilever-and-government-of-tanzania-sign-agreement-to-increase-tea-exports/>

## SAGCOT organization



## BENEFITS of becoming a SAGCOT partner

### Knowledge Sharing & Networking

- Participate in the Annual SAGCOT Forum event to share experiences and best practices
- Develop your network and build connections with relevant stakeholders
- Gain access to leading public and private actors

### Project & Advocacy Opportunities

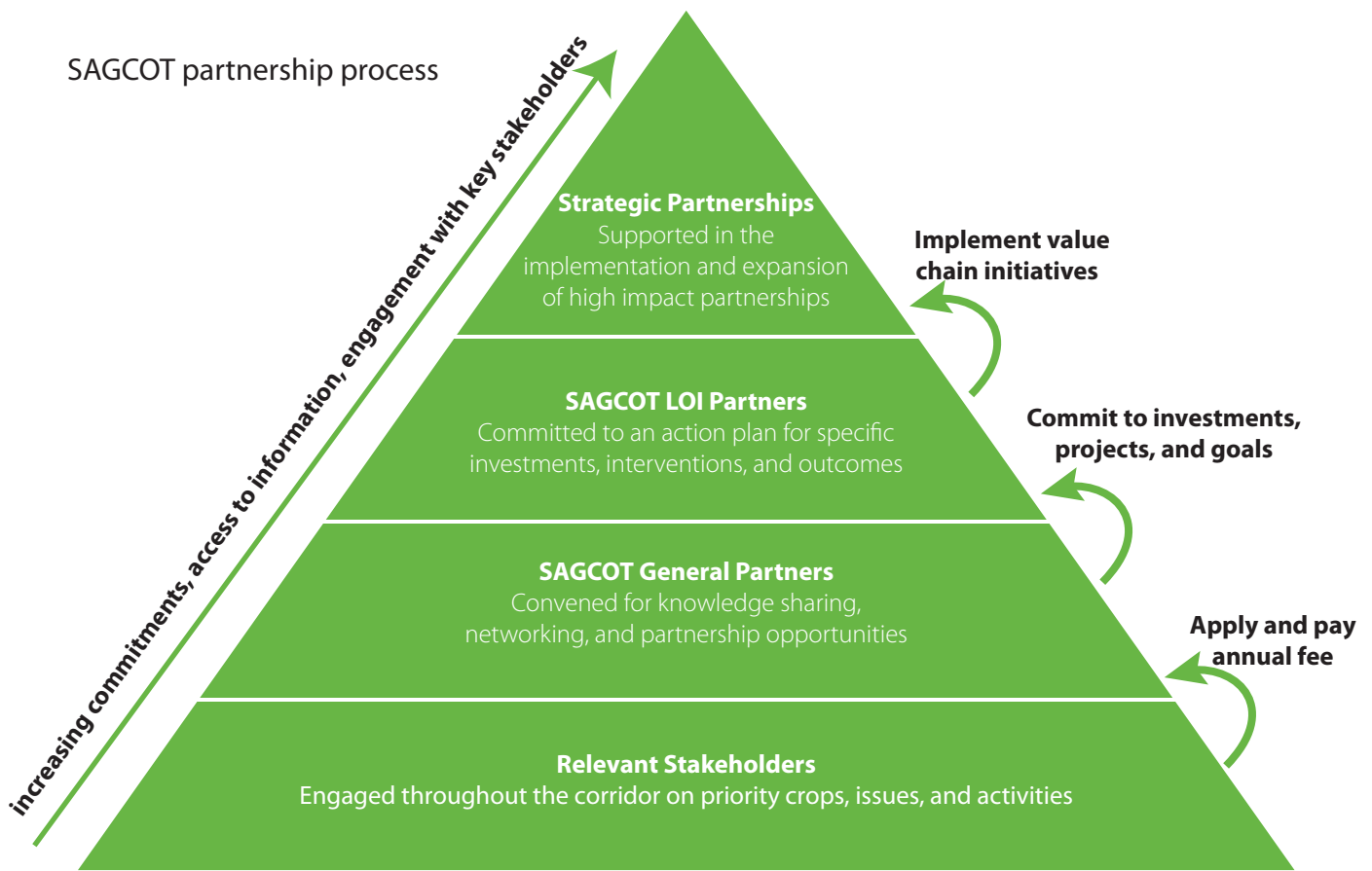
- Connect with other potential partners and collaborate on investment ideas and project design
- Join meetings, missions, and field days to explore investment and project opportunities
- Contribute to advocacy on project specific bottlenecks and more general policy issues

## The PARTNERSHIP Process

The SAGCOT Centre supports its partners in developing inclusive value chains. Most partners enter SAGCOT as General Partners to share information and explore partnership opportunities for investments and interventions in the corridor. LOI Partners commit to specific investments, projects and targets by signing Letters of Intent. In addition, the SAGCOT Centre identifies five to ten strategic partnerships each year that:

- seek end-to-end value chain solutions and investments,
- convene a coalition of partners to leverage synergies,
- offer the opportunity to be scaled or replicated to maximize impact,
- provide transformative results to farmers for food security and improved livelihoods; and
- demonstrate positive environmental impact.

## SAGCOT partnership process



## what can the SAGCOT Centre do for PARTNERS?

If you are an **existing investor**, we...

- provide a platform for inclusive and green investments,
- expand investment opportunities, networks and knowledge of best practices; and
- highlight key policy bottlenecks to Tanzanian government and relevant institutions.

If you are a **new or potential investor**, we...

- offer information and access to knowledge,
- identify new investment opportunities and partners; and
- introduce you to relevant government authorities.

If you are a **farmers' organization**, we...

- increase linkages to commercial value chains and market opportunities for members,
- facilitate projects whereby farmers can improve access to higher quality inputs, technology, and agricultural practices; and
- contribute to improving the incomes and livelihoods of members.

If you are a **development partner or civil society organization**, we...

- scale your impact by linking activities to a critical mass of projects that are inclusive and sustainable,
- provide access to an effective and efficient model of agricultural development through alignment with private investments; and
- offer the opportunity to champion key policy issues relevant to transforming agriculture.

## partnership PRINCIPLES

Every SAGCOT Partner is committed to...

- engaging smallholder farmers and ensuring environmental sustainability through their activities,
- partnering with others to promote a harmonized approach and improve synergies,
- maintaining engagement, communication, and support for the SAGCOT Centre,
- contributing to the resolution of policy and infrastructure constraints; and
- considering new and innovative financing mechanisms.



Megan Johnson, USAID Tanzania

## interested in BECOMING a partner?

### **Talk to us.**

We want to know more about your interests, activities and what ideas and resources you bring to the SAGCOT Partnership.

### **Complete an application.**

Our staff can provide you with the proper documentation.

### **Begin planning.**

Work with us on creating a plan for your goals, activities and desired outcomes in the corridor.





### For more information please contact us

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The SAGCOT Centre would like to thank all of its partners for their ongoing support. For a complete list of partners, please visit <http://www.sagcot.com/our-partners/sagcot-partners/>